

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Filing at a Glance

Company: Trustmark Life Insurance Company  
Product Name: WXX/C  
State: Arkansas  
TOI: H16G Group Health - Major Medical  
Sub-TOI: H16G.003A Small Group Only - PPO  
Filing Type: Rate  
Date Submitted: 06/04/2012  
SERFF Tr Num: TRST-128445060  
SERFF Status: Closed-Approved-Closed  
State Tr Num:  
State Status: Approved-Closed  
Co Tr Num: 12.00276  
  
Implementation: 09/01/2012  
Date Requested:  
Author(s): Brenda Young  
Reviewer(s): Rosalind Minor (primary)  
Disposition Date: 08/13/2012  
Disposition Status: Approved-Closed  
Implementation Date: 09/01/2012

State Filing Description:

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## General Information

Project Name: small group rate filing Status of Filing in Domicile: Not Filed  
 Project Number: 12.00276 Date Approved in Domicile:  
 Requested Filing Mode: Review & Approval Domicile Status Comments:  
 Explanation for Combination/Other: Market Type: Group  
 Submission Type: New Submission Group Market Size: Small  
 Group Market Type: Employer, Trust Overall Rate Impact:  
 Filing Status Changed: 08/13/2012 Deemer Date:  
 State Status Changed: 08/13/2012 Submitted By: Traci Christopher  
 Created By: Brenda Young  
 Corresponding Filing Tracking Number:

PPACA: Non-Grandfathered Immed Mkt Reforms, Grandfathered Immed Mkt Reforms

PPACA Notes: null

### Filing Description:

Please find, for your review, a rate filing pertaining to our WXX/C small group major medical policies.

An actuarial memorandum and supporting materials are attached to provide you with more details regarding this filing.

We are requesting a 9.4% rate increase at this time.

Thank you for your time in this matter. If you have any questions, please contact me at 1-800-666-6977, ext. 32423 or at byoung@trustmarkinsurance.com.

## Company and Contact

### Filing Contact Information

Brenda Young, Compliance Analyst BY0@trustmarkins.com  
 400 Field Drive 847-283-2423 [Phone]  
 Lake Forest, IL 60045

### Filing Company Information

Trustmark Life Insurance Company	CoCode: 62863	State of Domicile: Illinois
400 Field Drive	Group Code: 276	Company Type:
Lake Forest, IL 60045	Group Name:	State ID Number:
(800) 666-6977 ext. [Phone]	FEIN Number: 36-3421358	

## Filing Fees

Fee Required?	Yes
Fee Amount:	\$50.00
Retaliatory?	No
Fee Explanation:	\$50.00 - AR fee for a rate filing. Domicile state of IL does not require fee for rate filing.
Per Company:	No

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Company	Amount	Date Processed	Transaction #
Trustmark Life Insurance Company	\$50.00	06/04/2012	59676648

SERFF Tracking #:

TRST-128445060

State Tracking #:

Company Tracking #:

12.00276

State: Arkansas

Filing Company:

Trustmark Life Insurance Company

TOI/Sub-TOI: H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

Product Name: WXX/C

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## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Rosalind Minor	08/13/2012	08/13/2012

### Objection Letters and Response Letters

#### Objection Letters

Status	Created By	Created On	Date Submitted
Pending Industry Response	Rosalind Minor	07/26/2012	07/26/2012
Pending Industry Response	Rosalind Minor	06/25/2012	06/25/2012
Pending Industry Response	Rosalind Minor	06/08/2012	06/08/2012

#### Response Letters

Responded By	Created On	Date Submitted
Brenda Young	08/09/2012	08/09/2012
Brenda Young	07/24/2012	07/24/2012
Brenda Young	06/14/2012	06/14/2012

### Filing Notes

Subject	Note Type	Created By	Created On	Date Submitted
R2D2	Note To Reviewer	Brenda Young	08/09/2012	08/09/2012
Final Approval	Note To Filer	Rosalind Minor	08/09/2012	08/09/2012
My Objection letter of 6/25/12	Note To Filer	Rosalind Minor	06/25/2012	06/25/2012

SERFF Tracking #:

TRST-128445060

State Tracking #:

Company Tracking #:

12.00276

State:

Arkansas

Filing Company:

Trustmark Life Insurance Company

TOI/Sub-TOI:

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

Product Name:

WXX/C

Project Name/Number:

small group rate filing/12.00276

## Disposition

Disposition Date: 08/13/2012

Implementation Date: 09/01/2012

Status: Approved-Closed

HHS Status: HHS Approved

State Review: Reviewed by Actuary

Comment:

We have approved a 5% average rate increase on your submission. The approval is subject to the following conditions:

1. Rate increases will not be given prior to the first annual anniversary date of any policy.
2. After the first annual anniversary date of any policy, increases will not be given more frequently than once in a twelve (12) month period.
3. All increases in rates, other than a change in age or an individual moving to another geographical area, must be submitted to our Department for approval.

Company Name:	Company Rate Change:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Trustmark Life Insurance Company	Increase	5.000%	5.000%	\$10,700	3	\$214,010	5.000%	5.000%

## Percent Change Approved:

Minimum: 5.0%      Maximum: 5.0%      Weighted Average: 5.0%

**SERFF Tracking #:**

TRST-128445060

**State Tracking #:****Company Tracking #:**

12.00276

**State:**

Arkansas

**Filing Company:**

Trustmark Life Insurance Company

**TOI/Sub-TOI:**

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

**Product Name:**

WXX/C

**Project Name/Number:**

small group rate filing/12.00276

<b>Schedule</b>	<b>Schedule Item</b>	<b>Schedule Item Status</b>	<b>Public Access</b>
<b>Supporting Document</b>	Flesch Certification	Approved-Closed	Yes
<b>Supporting Document (revised)</b>	Health - Actuarial Justification	Approved-Closed	No
<b>Supporting Document</b>	Health - Actuarial Justification	Replaced	No
<b>Supporting Document</b>	Health - Actuarial Justification	Replaced	No
<b>Supporting Document</b>	Health - Actuarial Justification	Replaced	No
<b>Supporting Document</b>	Rate Summary Worksheet	Approved-Closed	Yes
<b>Supporting Document</b>	Consumer Disclosure Form	Approved-Closed	Yes
<b>Rate</b>	rate manual	Approved-Closed	Yes

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Objection Letter

Objection Letter Status Pending Industry Response  
Objection Letter Date 07/26/2012  
Submitted Date 07/26/2012  
Respond By Date

Dear Brenda Young,

### **Introduction:**

*This will acknowledge receipt of the captioned filing.*

### **Objection 1**

*- Health - Actuarial Justification (Supporting Document)*

*Comments:*

*Thank you for your letter of July 24, 2012, responding to our offer of a 5% average increase in lieu of the 9.4% which you requested on this rate submission.*

*Our Department does not employ an actuary. Your rate submission was reviewed by our Life and Health Compliance Officer along with Mr. Dan Honey, Insurance Deputy Commissioner, of the Life and Health Compliance Division and our Commissioner, Mr. Jay Bradford. We also discussed the rate submission with a our Health Insurance Premium Rate Review Division.*

*We will consider a 5% average increase based on the comments outlined in our Objection Letter of 6/25/12. Do you wish to accept the 5% average in lieu of disapproval?*

*We appreciate your cooperation.*

### **Conclusion:**

*A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.*

*Please feel free to contact me if you have questions.*

*Sincerely,*

*Rosalind Minor*

SERFF Tracking #:

TRST-128445060

State Tracking #:

Company Tracking #:

12.00276

State:

Arkansas

Filing Company:

Trustmark Life Insurance Company

TOI/Sub-TOI:

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

Product Name:

WXX/C

Project Name/Number:

small group rate filing/12.00276

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	08/09/2012
Submitted Date	08/09/2012

Dear Rosalind Minor,

### Introduction:

Thank you for your recent communication.

### Response 1

#### Comments:

Please see our attached letter.

### Related Objection 1

Applies To:

- Health - Actuarial Justification (Supporting Document)

Comments:

Thank you for your letter of July 24, 2012, responding to our offer of a 5% average increase in lieu of the 9.4% which you requested on this rate submission.

Our Department does not employ an actuary. Your rate submission was reviewed by our Life and Health Compliance Officer along with Mr. Dan Honey, Insurance Deputy Commissioner, of the Life and Health Compliance Division and our Commissioner, Mr. Jay Bradford. We also discussed the rate submission with a our Health Insurance Premium Rate Review Division.

We will consider a 5% average increase based on the comments outlined in our Objection Letter of 6/25/12. Do you wish to accept the 5% average in lieu of disapproval?

We appreciate your cooperation.

### Changed Items:

#### Supporting Document Schedule Item Changes

Satisfied -Name: Health - Actuarial Justification

Comment:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

**SERFF Tracking #:**

TRST-128445060

**State Tracking #:**

**Company Tracking #:**

12.00276

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**State:**

Arkansas

**Filing Company:**

Trustmark Life Insurance Company

**TOI/Sub-TOI:**

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

**Product Name:**

WXX/C

**Project Name/Number:**

small group rate filing/12.00276

**Conclusion:**

*Thank you for your time.*

*Sincerely,*

*Brenda Young*

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**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

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## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	06/25/2012
Submitted Date	06/25/2012
Respond By Date	07/25/2012

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Dear Brenda Young,

**Introduction:**

*This will acknowledge receipt of the captioned filing.*

**Objection 1**

*- Health - Actuarial Justification (Supporting Document)*

*Comments:*

*It is the primary mission of the Arkansas Insurance Department to protect consumers.*

*Since this block of business has had rate increases over the past three years and the impact that another increase will have at this time, we will consider no more than a 5% increase.*

*If you wish to accept the 5%, please send a post submission update reflecting the new percentage.*

*Thank you for your understanding and cooperation.*

**Conclusion:**

*A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.*

*Please feel free to contact me if you have questions.*

*Sincerely,*

*Rosalind Minor*

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	07/24/2012
Submitted Date	07/24/2012

Dear Rosalind Minor,

### Introduction:

Thank you for your 6/25 communications.

### Response 1

#### Comments:

Please see our attached response.

### Related Objection 1

Applies To:

- Health - Actuarial Justification (Supporting Document)

Comments:

It is the primary mission of the Arkansas Insurance Department to protect consumers.

Since this block of business has had rate increases over the past three years and the impact that another increase will have at this time, we will consider no more than a 5% increase.

If you wish to accept the 5%, please send a post submission update reflecting the new percentage.

Thank you for your understanding and cooperation.

### Changed Items:

#### Supporting Document Schedule Item Changes

Satisfied -Name: Health - Actuarial Justification

Comment:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

### Conclusion:

Thank you for your time in this matter.

**SERFF Tracking #:**

TRST-128445060

**State Tracking #:**

**Company Tracking #:**

12.00276

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**State:**

Arkansas

**Filing Company:**

Trustmark Life Insurance Company

**TOI/Sub-TOI:**

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

**Product Name:**

WXX/C

**Project Name/Number:**

small group rate filing/12.00276

Sincerely,

Brenda Young

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**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	06/08/2012
Submitted Date	06/08/2012
Respond By Date	07/08/2012

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Dear Brenda Young,

**Introduction:**

*This will acknowledge receipt of the captioned filing.*

**Objection 1**

*- Health - Actuarial Justification (Supporting Document)*

*Comments:*

*It is requested that you provide us with the Nationwide calendar year experience on an earned premium and incurred claims basis.*

**Conclusion:**

*A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.*

*Please feel free to contact me if you have questions.*

*Sincerely,*

*Rosalind Minor*

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	06/14/2012
Submitted Date	06/14/2012

Dear Rosalind Minor,

**Introduction:**

Hello Rosalind

I hope all is well with you.

**Response 1**

**Comments:**

I have attached the nationwide calendar year experience for your review.

**Related Objection 1**

Applies To:

- Health - Actuarial Justification (Supporting Document)

Comments:

It is requested that you provide us with the Nationwide calendar year experience on an earned premium and incurred claims basis.

**Changed Items:**

### Supporting Document Schedule Item Changes

Satisfied -Name: Health - Actuarial Justification

Comment:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

**Conclusion:**

Thank you for your time and I look forward to hearing from you.

Sincerely,

Brenda Young

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**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Note To Reviewer

**Created By:**

Brenda Young on 08/09/2012 03:15 PM

**Last Edited By:**

Rosalind Minor

**Submitted On:**

08/13/2012 09:38 AM

**Subject:**

R2D2

**Comments:**

Hello Rosalind

I have updated the rate data as requested to reflect 5%.

Thank you for all you help on this rate filing.

I'll be out of the office until Tuesday 8/14 so no need to rush the approval.

Have a great weekend!!!

---

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Note To Filer

**Created By:**

Rosalind Minor on 08/09/2012 01:02 PM

**Last Edited By:**

Rosalind Minor

**Submitted On:**

08/13/2012 09:38 AM

**Subject:**

Final Approval

**Comments:**

Thank you for your most recent correspondance indicating that you will accept the 5% average increase. Before we approve this submission, it is requested that you send us a Post-Submission Update reflecting the 5% average increase.

We appreciate your cooperation in this matter.

If you have any questions, please give me a call at (501)371-2767.

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**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Note To Filer

**Created By:**

Rosalind Minor on 06/25/2012 02:37 PM

**Last Edited By:**

Rosalind Minor

**Submitted On:**

08/13/2012 09:38 AM

**Subject:**

My Objection letter of 6/25/12

**Comments:**

In my objection letter, I stated that we would consider no more than a 5% increase. I meant to put 5% average increase.

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

## Post Submission Update Request Processed On 08/13/2012

**Status:** Allowed  
**Created By:** Brenda Young  
**Processed By:** Rosalind Minor  
**Comments:**

### Company Rate Information:

Company Name: Trustmark Life Insurance Company

Field Name	Requested Change	Prior Value
Overall % Indicated Change	5.000%	9.400%
Overall % Rate Impact	5.000%	9.400%
Written Premium Change for this Program	\$10700	\$20025
Maximum %Change (where required)	5.000%	11.200%
Minimum %Change (where required)	5.000%	9.000%

### REQUESTED RATE CHANGE INFORMATION:

Min:	5.000	9.000
Max:	5.000	11.2
Wighted Avg.:	5.000	9.4

### REQUESTED RATE:

Projected Earned Premium:	224,710.500	234,035.340
Min:	3,656.170	3,795.460
Max:	10,454.450	11,071.760
Weighted Avg.:	3,696.320	3,849.700

SERFF Tracking #: TRST-128445060

State Tracking #: TRST-128445060

State Tracking #: TRST-128445060

Company Tracking #: 12.00276

12.00276

**State:** Arkansas **Filing Company:** Trustmark Life Insurance Company  
**TOI/Sub-TOI:** H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO  
**Product Name:** WXX/C  
**Project Name/Number:** small group rate filing/12.00276

### Rate Information

Rate data applies to filing.

**Filing Method:**

**Rate Change Type:** Increase

**Overall Percentage of Last Rate Revision:** %

**Effective Date of Last Rate Revision:**

**Filing Method of Last Filing:** informational

### Company Rate Information

Company Name:	Company Rate Change:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Trustmark Life Insurance Company	Increase	5.000%	5.000%	\$10,700	3	\$214,010	5.000%	5.000%

Product Type:	HMO	PPO	EPO	POS	HSA	HDHP	FFS	Other
Covered Lives:		60						
Policy Holders:		3						

SERFF Tracking #:

TRST-128445060

State Tracking #:

Company Tracking #:

12.00276

State:

Arkansas

Filing Company:

Trustmark Life Insurance Company

TOI/Sub-TOI:

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

Product Name:

WXX/C

Project Name/Number:

small group rate filing/12.00276

## Rate Review Detail

### COMPANY:

Company Name: Trustmark Life Insurance Company  
HHS Issuer Id: 24512  
Product Names: Harrington Health  
Trend Factors: 13% annually

### FORMS:

New Policy Forms:

Affected Forms:

Other Affected Forms: WXX/C

### REQUESTED RATE CHANGE INFORMATION:

Change Period: Annual  
Member Months: 697  
Benefit Change: Increase  
Percent Change Requested: Min: 5.0 Max: 5.0 Avg: 5.0

### PRIOR RATE:

Total Earned Premium: 214,010.00  
Total Incurred Claims: 118,723.00  
Annual \$: Min: 3,482.07 Max: 9,956.62 Avg: 3,520.30

### REQUESTED RATE:

Projected Earned Premium: 224,710.50  
Projected Incurred Claims: 118,723.00  
Annual \$: Min: 3,656.17 Max: 10,454.45 Avg: 3,696.32

**SERFF Tracking #:**

TRST-128445060

**State Tracking #:****Company Tracking #:**

12.00276

**State:**

Arkansas

**Filing Company:**

Trustmark Life Insurance Company

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H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

**Product Name:**

WXX/C

**Project Name/Number:**

small group rate filing/12.00276

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action*	Rate Action Information	Attachments
1	Approved-Closed 08/13/2012	rate manual	WXX/C	New		Harrington AR 201209-Rate Manual.pdf

## Area Factors

State	Zip Code	Area	Area Factor
AR	716	Pine Bluff	0.761
AR	717	Camden	0.807
AR	718	Texarkana area	0.766
AR	719	Hot Springs	0.630
AR	720	Little Rock area	0.561
AR	721	Little Rock area	0.576
AR	722	Little Rock	0.505
AR	723	Memphis area	0.981
AR	724	Jonesboro	1.005
AR	725	Batesville	0.932
AR	726	Harrison	0.820
AR	727	Fayetteville	0.711
AR	728	Russelville	0.789
AR	729	Fort Smith	0.707

## Industry Code Factors

<u>SIC</u>		<u>Description</u>	<u>SIC factor</u>
212	212	21 Agriculture - livestock	1.043
291	291	29 Agriculture - livestock	1.043
723	723	72 Agriculture services	1.043
741	741	74 Agriculture - vet livestock	0.997
741	741	74 Agriculture - vet livestock	0.997
781	781	78 Agriculture services	1.043
782	782	78 Agriculture services	1.043
1311	131	13 Mining	1.050
1381	138	13 Mining	1.050
1382	138	13 Mining	1.050
1389	138	13 Mining	1.050
1500	150	15 Contractors	1.020
1521	152	15 Contractors	1.020
1522	152	15 Contractors	1.020
1542	154	15 Contractors	1.020
1611	161	16 Contractors	1.020
1629	162	16 Contractors	1.020
1711	171	17 Contractors	1.020
1721	172	17 Contractors	1.020
1731	173	17 Contractors	1.020
1752	175	17 Contractors	1.020
1771	177	17 Contractors	1.020
1799	179	17 Contractors	1.020
2015	201	20 Food manufacturers	0.997
2048	204	20 Food manufacturers	0.997
2392	239	23 Apparel	0.997
2499	249	24 Wood manufacturers	0.997
2711	271	27 Publishing	0.997
2731	273	27 Publishing	0.997
2741	274	27 Publishing	0.997
2842	284	28 Chemicals	0.997
3089	308	30 Rubber	0.997
3400	340	34 Metal	0.997
3441	344	34 Metal	0.997
3442	344	34 Metal	0.997
3499	349	34 Metal	0.997
3533	353	35 Industrial Machinery	0.997
3544	354	35 Industrial Machinery	0.997
3564	356	35 Industrial Machinery	0.997
3569	356	35 Industrial Machinery	0.997
3661	366	36 Electronic Manufacturers	0.997
3663	366	36 Electronic Manufacturers	0.997
3714	371	37 Transportation	0.997
3715	371	37 Transportation	0.997
3812	381	38 Instruments	0.997
3824	382	38 Instruments	0.997
3825	382	38 Instruments	0.997
3845	384	38 Instruments	0.997

## Industry Code Factors

<u>SIC</u>		<u>Description</u>	<u>SIC factor</u>
3861	386	38 Instruments	0.997
3993	399	39 Manufacturing	0.997
4119	411	41 Local Transit	0.997
4200	420	42 Trucking	1.020
4212	421	42 Trucking	1.020
4213	421	42 Trucking	1.020
4221	422	42 Trucking	1.020
4543	454	45 Air Transportation	0.997
4941	494	49 Electric, Gas, Waste	0.997
5014	501	50 Wholesale Trade	0.997
5023	502	50 Wholesale Trade	0.997
5063	506	50 Wholesale Trade	0.997
5085	508	50 Wholesale Trade	0.997
5093	509	50 Wholesale Trade	0.997
5154	515	51 Wholesale Trade	0.997
5271	527	52 Building Material	0.997
5499	549	54 Food Stores	0.997
5511	551	55 Automotive Dealers	1.043
5551	555	55 Automotive Dealers	0.997
5561	556	55 Automotive Dealers	0.997
5712	571	57 Home Furnishing	0.997
5713	571	57 Home Furnishing	0.997
5722	572	57 Home Furnishing	0.997
5812	581	58 Restaurants	1.043
5813	581	58 Drinking Places	1.050
5912	591	59 Miscellaneous Retail	0.997
5921	592	59 Miscellaneous Retail	0.997
5942	594	59 Miscellaneous Retail	0.997
5944	594	59 Miscellaneous Retail	0.997
5947	594	59 Miscellaneous Retail	0.997
6021	602	60 Depositories	0.950
6141	614	61 Nondepositories Credit	0.950
6321	632	63 Insurance Carriers	0.997
6331	633	63 Insurance Carriers	0.997
6360	636	63 Insurance Carriers	0.997
6399	639	63 Insurance Carriers	0.997
6411	641	64 Insurance Agencies	0.950
6512	651	65 Real Estate	0.997
6531	653	65 Real Estate	0.997
6552	655	65 Real Estate	0.997
6792	679	67 Investment Offices	0.997
6799	679	67 Investment Offices	0.997
7032	703	70 Hotels/Lodging	0.997
7121	712	71 Hotels/Lodging	1.043
7200	720	72 Personal Services	1.043
7217	721	72 Personal Services	1.043
7219	721	72 Personal Services	1.043
7299	729	72 Personal Services	1.043

## Industry Code Factors

<u>SIC</u>		<u>Description</u>	<u>SIC factor</u>
7311	731	73 Business Services	0.950
7319	731	73 Business Services	0.997
7361	736	73 Business Services	0.997
7371	737	73 Business Services	0.950
7373	737	73 Business Services	0.997
7379	737	73 Business Services	0.997
7380	738	73 Business Services	0.997
7389	738	73 Business Services	0.997
7532	753	75 Auto Repair	0.997
7538	753	75 Auto Repair	0.997
7549	754	75 Auto Repair	0.997
7699	769	76 Miscellaneous Repair	0.997
7929	792	79 Amusement/Recreation	1.050
7933	793	79 Amusement/Recreation	0.997
7941	794	79 Amusement/Recreation	0.997
7992	799	79 Amusement/Recreation	0.997
7997	799	79 Amusement/Recreation	0.997
7999	799	79 Amusement/Recreation	0.997
8011	801	80 Health Services	1.043
8021	802	80 Health Services	1.043
8031	803	80 Health Services	1.043
8049	804	80 Health Services	1.043
8062	806	80 Health Services	1.043
8069	806	80 Health Services	1.043
8082	808	80 Health Services	1.043
8093	809	80 Health Services	1.043
8111	811	81 Legal Services	1.050
8211	821	82 Educational Services	0.997
8299	829	82 Educational Services	0.997
8322	832	83 Social Services	0.997
8351	835	83 Social Services	0.997
8361	836	83 Social Services	0.997
8412	841	84 Museums/botanical/zoos	0.997
8601	860	86 Membership Organizations	0.997
8611	861	86 Membership Organizations	0.997
8661	866	86 Membership Organizations	0.997
8711	871	87 Engineering/Accounting/Manag	0.950
8712	871	87 Engineering/Accounting/Manag	0.950
8721	872	87 Engineering/Accounting/Manag	0.950
8741	874	87 Engineering/Accounting/Manag	0.950
8742	874	87 Engineering/Accounting/Manag	0.950
8744	874	87 Engineering/Accounting/Manag	0.950
8748	874	87 Engineering/Accounting/Manag	0.950
8810	881	88 Cooks/Maids	0.997
8930	893	89 Other Services	0.997
8999	899	89 Other Services	0.997
9111	911	91 Government	0.997
9222	922	92 Justice/Public Order/Safety	0.997

# Industry Code Factors

<u>SIC</u>		<u>Description</u>	<u>SIC factor</u>
9376	937	93 HR Administrators	0.997
9611	961	96 Economic Administrators	0.997

## Network Factors

State	Zip Code	Net. ID	Network	Factor
AR	716	AET	Aetna Signature Administrators	1.041
AR	717	AET	Aetna Signature Administrators	1.045
AR	718	AET	Aetna Signature Administrators	0.915
AR	719	AET	Aetna Signature Administrators	1.043
AR	720	AET	Aetna Signature Administrators	1.017
AR	721	AET	Aetna Signature Administrators	1.015
AR	722	AET	Aetna Signature Administrators	0.911
AR	723	AET	Aetna Signature Administrators	1.005
AR	724	AET	Aetna Signature Administrators	0.930
AR	725	AET	Aetna Signature Administrators	0.911
AR	726	AET	Aetna Signature Administrators	1.012
AR	727	AET	Aetna Signature Administrators	0.932
AR	728	AET	Aetna Signature Administrators	0.911
AR	729	AET	Aetna Signature Administrators	0.932
AR	716	AMC	Arkansas Managed Care Organization	0.997
AR	717	AMC	Arkansas Managed Care Organization	1.001
AR	718	AMC	Arkansas Managed Care Organization	1.006
AR	719	AMC	Arkansas Managed Care Organization	0.997
AR	720	AMC	Arkansas Managed Care Organization	0.991
AR	721	AMC	Arkansas Managed Care Organization	0.991
AR	722	AMC	Arkansas Managed Care Organization	0.991
AR	723	AMC	Arkansas Managed Care Organization	0.997
AR	724	AMC	Arkansas Managed Care Organization	0.997
AR	725	AMC	Arkansas Managed Care Organization	0.998
AR	726	AMC	Arkansas Managed Care Organization	0.956
AR	727	AMC	Arkansas Managed Care Organization	0.964
AR	728	AMC	Arkansas Managed Care Organization	0.997
AR	729	AMC	Arkansas Managed Care Organization	0.954
AR	723	BTN	Beech Street	1.012
AR	727	COM	Preferred Community Choice	0.955
AR	729	COM	Preferred Community Choice	0.956
AR	716	FHN	First Health	0.986
AR	717	FHN	First Health	0.990
AR	718	FHN	First Health	0.947
AR	719	FHN	First Health	0.981
AR	720	FHN	First Health	0.984
AR	721	FHN	First Health	0.983
AR	722	FHN	First Health	0.979
AR	723	FHN	First Health	1.010
AR	724	FHN	First Health	0.991
AR	725	FHN	First Health	0.990
AR	726	FHN	First Health	0.986
AR	727	FHN	First Health	0.975
AR	728	FHN	First Health	0.983
AR	729	FHN	First Health	0.971
AR	716	HLK	HealthLink	1.027
AR	717	HLK	HealthLink	1.027

## Network Factors

State	Zip Code	Net. ID	Network	Factor
AR	719	HLK	HealthLink	1.010
AR	720	HLK	HealthLink	1.039
AR	721	HLK	HealthLink	1.016
AR	722	HLK	HealthLink	1.021
AR	723	HLK	HealthLink	0.927
AR	724	HLK	HealthLink	0.927
AR	725	HLK	HealthLink	1.013
AR	726	HLK	HealthLink	1.010
AR	727	HLK	HealthLink	0.972
AR	728	HLK	HealthLink	1.010
AR	729	HLK	HealthLink	0.976
AR	716	NOV	Novasys	0.964
AR	717	NOV	Novasys	0.962
AR	718	NOV	Novasys	0.981
AR	719	NOV	Novasys	0.965
AR	720	NOV	Novasys	0.971
AR	721	NOV	Novasys	0.966
AR	722	NOV	Novasys	0.956
AR	723	NOV	Novasys	1.051
AR	724	NOV	Novasys	1.005
AR	725	NOV	Novasys	0.969
AR	726	NOV	Novasys	1.076
AR	727	NOV	Novasys	0.970
AR	728	NOV	Novasys	0.967
AR	729	NOV	Novasys	0.961
AR	716	PHS	Private Healthcare Systems	1.017
AR	717	PHS	Private Healthcare Systems	1.022
AR	718	PHS	Private Healthcare Systems	0.960
AR	719	PHS	Private Healthcare Systems	1.020
AR	720	PHS	Private Healthcare Systems	0.980
AR	721	PHS	Private Healthcare Systems	0.979
AR	722	PHS	Private Healthcare Systems	0.981
AR	723	PHS	Private Healthcare Systems	0.969
AR	724	PHS	Private Healthcare Systems	0.954
AR	725	PHS	Private Healthcare Systems	0.995
AR	726	PHS	Private Healthcare Systems	0.976
AR	727	PHS	Private Healthcare Systems	0.950
AR	728	PHS	Private Healthcare Systems	1.016
AR	729	PHS	Private Healthcare Systems	0.934
AR	716	PPN	PPO Plus	0.991
AR	717	PPN	PPO Plus	0.991
AR	718	PPN	PPO Plus	0.933
AR	719	PPN	PPO Plus	0.991
AR	720	PPN	PPO Plus	0.986
AR	721	PPN	PPO Plus	0.986
AR	722	PPN	PPO Plus	0.986
AR	723	PPN	PPO Plus	0.937
AR	724	PPN	PPO Plus	0.937

# Network Factors

State	Zip Code	Net. ID	Network	Factor
AR	725	PPN	PPO Plus	0.991
AR	726	PPN	PPO Plus	0.931
AR	727	PPN	PPO Plus	0.963
AR	728	PPN	PPO Plus	0.991
AR	729	PPN	PPO Plus	0.963

## Medical Trend

Month	Medical Trend Factor	Medical Mo Rate Adj Factor
1/1/10	4.4130	1.0110
2/1/10	4.4610	1.0110
3/1/10	4.5100	1.0110
4/1/10	4.5600	1.0110
5/1/10	4.6100	1.0110
6/1/10	4.6610	1.0110
7/1/10	4.7120	1.0110
8/1/10	4.7640	1.0110
9/1/10	4.8160	1.0110
10/1/10	4.8690	1.0110
11/1/10	4.9220	1.0110
12/1/10	4.9760	1.0110
1/1/11	5.0310	1.0110
2/1/11	5.0860	1.0110
3/1/11	5.1420	1.0110
4/1/11	5.1980	1.0110
5/1/11	5.2550	1.0110
6/1/11	5.3088	1.0102
7/1/11	5.3631	1.0102
8/1/11	5.4180	1.0102
9/1/11	5.4735	1.0102
10/1/11	5.5295	1.0102
11/1/11	5.5861	1.0102
12/1/11	5.6433	1.0102
1/1/12	5.7011	1.0102
2/1/12	5.7595	1.0102
3/1/12	5.8184	1.0102
4/1/12	5.8780	1.0102
5/1/12	5.9382	1.0102
6/1/12	5.9989	1.0102
7/1/12	6.0603	1.0102
8/1/12	6.1224	1.0102
9/1/12	6.1851	1.0102
10/1/12	6.2484	1.0102
11/1/12	6.3123	1.0102
12/1/12	6.3770	1.0102

## TPP Manuals

Age	Males				Females			
	Employee	Spouse	Children	Sp + Ch	Employee	Spouse	Children	Sp + Ch
Under 25	58.96	211.46	115.28	326.75	134.50	135.93	115.28	251.21
25-29	69.70	219.05	115.27	334.32	152.07	136.68	115.27	251.95
30-34	80.43	210.07	115.27	325.34	155.82	134.67	115.27	249.94
35-39	93.82	194.37	119.36	313.74	154.66	133.53	119.36	252.89
40-44	120.63	183.88	121.60	305.48	163.32	141.20	121.60	262.80
45-49	158.66	189.82	125.48	315.30	183.32	165.17	125.48	290.65
50-54	217.42	215.91	125.51	341.42	215.90	217.43	125.51	342.95
55-59	283.91	256.09	135.75	391.84	256.08	283.92	135.75	419.68
60-64	338.05	309.69	135.75	445.44	309.68	338.06	135.75	473.81
65+	419.92	371.99	115.27	487.26	371.99	419.92	115.27	535.19

### Retiree rates

Secondary 65+	101.19	133.95	103.63	237.58	101.19	133.95	103.63	237.58
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Executive Reimbursement Plan: apply a factor of 0.30 to these rates

## Office Visit Copay Factors

No Maximum Amount		
OV Copay	Deductible	Factor
10	100	1.011
10	200	1.014
10	250	1.015
10	300	1.015
10	500	1.016
10	750	1.018
10	1,000	1.019
10	1,500	1.023
10	2,000	1.026
10	2,500	1.032
10	5,000	1.051
10	7,500	1.065
10	10,000	1.082
15	100	1.004
15	200	1.006
15	250	1.007
15	300	1.007
15	500	1.008
15	750	1.010
15	1,000	1.010
15	1,500	1.013
15	2,000	1.016
15	2,500	1.021
15	5,000	1.037
15	7,500	1.049
15	10,000	1.062
20	100	0.997
20	200	0.999
20	250	1.000
20	300	1.000
20	500	1.000
20	750	1.001
20	1,000	1.001
20	1,500	1.003
20	2,000	1.006
20	2,500	1.010
20	5,000	1.023
20	7,500	1.032
20	10,000	1.043
20/35	100	0.995
20/35	200	0.997
20/35	250	0.998
20/35	300	0.998
20/35	500	0.998
20/35	750	0.999
20/35	1,000	0.999
20/35	1,500	1.001
20/35	2,000	1.004
20/35	2,500	1.008
20/35	5,000	1.021
20/35	7,500	1.030
20/35	10,000	1.041
25	100	0.984
25	200	0.985
25	250	0.986
25	300	0.985
25	500	0.984
25	750	0.983
25	1,000	0.982

No Maximum Amount		
OV Copay	Deductible	Factor
25	1,500	0.993
25	2,000	0.995
25	2,500	0.999
25	5,000	1.009
25	7,500	1.016
25	10,000	1.024
30	100	0.983
30	200	0.984
30	250	0.985
30	300	0.985
30	500	0.984
30	750	0.984
30	1,000	0.982
30	1,500	0.983
30	2,000	0.985
30	2,500	0.989
30	5,000	0.996
30	7,500	0.999
30	10,000	1.005
35	100	0.976
35	200	0.977
35	250	0.977
35	300	0.977
35	500	0.976
35	750	0.975
35	1,000	0.973
35	1,500	0.974
35	2,000	0.975
35	2,500	0.978
35	5,000	0.982
35	7,500	0.983
35	10,000	0.986
40	100	0.969
40	200	0.970
40	250	0.970
40	300	0.969
40	500	0.968
40	750	0.967
40	1,000	0.964
40	1,500	0.964
40	2,000	0.965
40	2,500	0.967
40	5,000	0.968
40	7,500	0.967
40	10,000	0.968
45	100	0.963
45	200	0.962
45	250	0.962
45	300	0.962
45	500	0.960
45	750	0.958
45	1,000	0.955
45	1,500	0.954
45	2,000	0.955
45	2,500	0.957
45	5,000	0.955
45	7,500	0.950
45	10,000	0.949

## Coinsurance Factors

Coinsurance	Factor
90/80 \$2,500	1.030
90/80 \$5,000	1.009
90/80 \$7,500	0.994
90/80 \$10,000	0.984
90/80 \$20,000	0.961
90/70 \$5,000	0.970
90/70 \$7,500	0.953
90/70 \$10,000	0.941
90/70 \$15,000	0.925
90/60 \$5,000	0.948
90/60 \$10,000	0.916
90/60 \$15,000	0.900
80/80 \$2,500	1.015
80/80 \$5,000	0.987
80/80 \$10,000	0.954
80/70 \$2,000	0.990
80/70 \$2,500	0.981
80/70 \$5,000	0.947
80/70 \$10,000	0.907
80/70 \$15,000	0.885
80/60 \$2,500	0.950
80/60 \$5,000	0.912
80/60 \$7,500	0.887
80/60 \$10,000	0.869
80/60 \$15,000	0.844
80/60 \$20,000	0.826
80/50 \$5,000	0.892
80/50 \$10,000	0.843
80/50 \$15,000	0.828
75/50 \$5,000	0.875
75/50 \$10,000	0.820
75/50 \$20,000	0.790
70/60 \$15,000	0.812
70/50 \$5,000	0.860
70/50 \$10,000	0.810
50/50 \$1,000	0.930
50/50 \$2,000	0.911
50/50 \$2,500	0.894
50/50 \$3,000	0.841
50/50 \$5,000	0.820
50/50 \$6,000	0.810
50/50 \$10,000	0.771
50/50 \$15,000	0.716
50/50 \$20,000	0.680
70/70 \$5,000	0.940
70/70 \$10,000	0.890
70/70 No max	0.870
60/60 \$5,000	0.900
60/50 \$2,000	0.940
60/50 \$7,500	0.814
100/70 \$5,000	1.005
100/50 \$5,000	0.982
90/50 \$5,000	0.947

# Prescription Drug Factors

Drug Option	Deductible	Factor	Drug Option	Deductible	Factor
8/20	100	1.0952	10/30/20%	1,500	1.0687
8/20	200	1.0952	10/30/20%	2,000	1.0788
8/20	250	1.0952	10/30/20%	2,500	1.0788
8/20	300	1.1007	10/30/20%	5,000	1.0788
8/20	500	1.1007	10/30/20%	0	1.0559
8/20	750	1.1053	15/15/20%	100	1.0934
8/20	1,000	1.1053	15/15/20%	200	1.0934
8/20	1,500	1.1053	15/15/20%	250	1.0934
8/20	2,000	1.1172	15/15/20%	300	1.0989
8/20	2,500	1.1172	15/15/20%	500	1.0989
8/20	5,000	1.1172	15/15/20%	750	1.1044
8/20	0	1.0907	15/15/20%	1,000	1.1044
10/15	100	1.1081	15/15/20%	1,500	1.1044
10/15	200	1.1081	15/15/20%	2,000	1.1154
10/15	250	1.1081	15/15/20%	2,500	1.1154
10/15	300	1.1136	15/15/20%	5,000	1.1154
10/15	500	1.1136	15/15/20%	0	1.0888
10/15	750	1.1190	15/30/20%	100	1.0568
10/15	1,000	1.1190	15/30/20%	200	1.0568
10/15	1,500	1.1190	15/30/20%	250	1.0568
10/15	2,000	1.1319	15/30/20%	300	1.0614
10/15	2,500	1.1319	15/30/20%	500	1.0614
10/15	5,000	1.1319	15/30/20%	750	1.0650
10/15	0	1.1035	15/30/20%	1,000	1.0650
10/25	100	1.0797	15/30/20%	1,500	1.0650
10/25	200	1.0797	15/30/20%	2,000	1.0742
10/25	250	1.0797	15/30/20%	2,500	1.0742
10/25	300	1.0842	15/30/20%	5,000	1.0742
10/25	500	1.0842	15/30/20%	0	1.0522
10/25	750	1.0888	15/50/20%	100	1.0174
10/25	1,000	1.0888	15/50/20%	200	1.0174
10/25	1,500	1.0888	15/50/20%	250	1.0174
10/25	2,000	1.0998	15/50/20%	300	1.0211
10/25	2,500	1.0998	15/50/20%	500	1.0211
10/25	5,000	1.0998	15/50/20%	750	1.0238
10/25	0	1.0751	15/50/20%	1,000	1.0238
10/30	100	1.0668	15/50/20%	1,500	1.0238
10/30	200	1.0668	15/50/20%	2,000	1.0302
10/30	250	1.0668	15/50/20%	2,500	1.0302
10/30	300	1.0705	15/50/20%	5,000	1.0302
10/30	500	1.0705	15/50/20%	0	1.0128
10/30	750	1.0751	50/10/25/40	100	1.0403
10/30	1,000	1.0751	50/10/25/40	200	1.0403
10/30	1,500	1.0751	50/10/25/40	250	1.0403
10/30	2,000	1.0852	50/10/25/40	300	1.0440
10/30	2,500	1.0852	50/10/25/40	500	1.0440
10/30	5,000	1.0852	50/10/25/40	750	1.0476
10/30	0	1.0623	50/10/25/40	1,000	1.0476

# Prescription Drug Factors

Drug Option	Deductible	Factor	Drug Option	Deductible	Factor
15/25	100	1.0751	50/10/25/40	1,500	1.0476
15/25	200	1.0751	50/10/25/40	2,000	1.0559
15/25	250	1.0751	50/10/25/40	2,500	1.0559
15/25	300	1.0797	50/10/25/40	5,000	1.0559
15/25	500	1.0797	50/10/25/40	0	1.0165
15/25	750	1.0842	100/10/25/40	100	1.0238
15/25	1,000	1.0842	100/10/25/40	200	1.0238
15/25	1,500	1.0842	100/10/25/40	250	1.0238
15/25	2,000	1.0943	100/10/25/40	300	1.0275
15/25	2,500	1.0943	100/10/25/40	500	1.0275
15/25	5,000	1.0943	100/10/25/40	750	1.0302
15/25	0	1.0705	100/10/25/40	1,000	1.0302
15/30	100	1.0623	100/10/25/40	1,500	1.0302
15/30	200	1.0623	100/10/25/40	2,000	1.0375
15/30	250	1.0623	100/10/25/40	2,500	1.0375
15/30	300	1.0668	100/10/25/40	5,000	1.0375
15/30	500	1.0668	100/10/25/40	0	1.0192
15/30	750	1.0705	200/10/25/40	100	1.0037
15/30	1,000	1.0705	200/10/25/40	200	1.0037
15/30	1,500	1.0705	200/10/25/40	250	1.0037
15/30	2,000	1.0806	200/10/25/40	300	1.0064
15/30	2,500	1.0806	200/10/25/40	500	1.0064
15/30	5,000	1.0806	200/10/25/40	750	1.0082
15/30	0	1.0577	200/10/25/40	1,000	1.0082
15/50	100	1.0211	200/10/25/40	1,500	1.0082
15/50	200	1.0211	200/10/25/40	2,000	1.0137
15/50	250	1.0211	200/10/25/40	2,500	1.0137
15/50	300	1.0247	200/10/25/40	5,000	1.0137
15/50	500	1.0247	200/10/25/40	0	0.9991
15/50	750	1.0275	200/10/25/40/30%	100	1.0302
15/50	1,000	1.0275	200/10/25/40/30%	200	1.0302
15/50	1,500	1.0275	200/10/25/40/30%	250	1.0302
15/50	2,000	1.0339	200/10/25/40/30%	300	1.0339
15/50	2,500	1.0339	200/10/25/40/30%	500	1.0339
15/50	5,000	1.0339	200/10/25/40/30%	750	1.0366
15/50	0	1.0165	200/10/25/40/30%	1,000	1.0366
Imbedded	100	1.0000	200/10/25/40/30%	1,500	1.0366
Imbedded	200	1.0000	200/10/25/40/30%	2,000	1.0440
Imbedded	250	1.0000	200/10/25/40/30%	2,500	1.0440
Imbedded	300	1.0000	200/10/25/40/30%	5,000	1.0440
Imbedded	500	1.0000	200/10/25/40/30%	0	1.0256
Imbedded	750	1.0000	Separate \$50 Ded	100	0.9860
Imbedded	1,000	1.0000	Separate \$50 Ded	200	0.9880
Imbedded	1,500	1.0000	Separate \$50 Ded	250	0.9890
Imbedded	2,000	1.0000	Separate \$50 Ded	300	0.9900
Imbedded	2,500	1.0000	Separate \$50 Ded	500	0.9940
Imbedded	5,000	1.0000	Separate \$50 Ded	750	1.0000
Excluded	100	0.9000	Separate \$50 Ded	1,000	1.0050

# Prescription Drug Factors

Drug Option	Deductible	Factor	Drug Option	Deductible	Factor
Excluded	200	0.9000	Separate \$50 Ded	1,500	1.0170
Excluded	250	0.9000	Separate \$50 Ded	2,000	1.0270
Excluded	300	0.9000	Separate \$50 Ded	2,500	1.0380
Excluded	500	0.9000	Separate \$50 Ded	5,000	1.0880
Excluded	750	0.9000	Separate \$50 Ded	0	0.9840
Excluded	1,000	0.9000	Separate \$100 Ded	100	0.9790
Excluded	1,500	0.9000	Separate \$100 Ded	200	0.9810
Excluded	2,000	0.9000	Separate \$100 Ded	250	0.8200
Excluded	2,500	0.9000	Separate \$100 Ded	300	0.9830
Excluded	5,000	0.9000	Separate \$100 Ded	500	0.9870
Excluded	0	0.9000	Separate \$100 Ded	750	0.9920
Waive Ded	100	1.0200	Separate \$100 Ded	1,000	0.9970
Waive Ded	200	1.0200	Separate \$100 Ded	1,500	1.0080
Waive Ded	250	1.0200	Separate \$100 Ded	2,000	1.0180
Waive Ded	300	1.0200	Separate \$100 Ded	2,500	1.0280
Waive Ded	500	1.0400	Separate \$100 Ded	5,000	1.0780
Waive Ded	750	1.0400	Separate \$100 Ded	0	0.9770
Waive Ded	1,000	1.0600	15/40/60	100	1.0256
Waive Ded	1,500	1.0600	15/40/60	200	1.0256
Waive Ded	2,000	1.0600	15/40/60	250	1.0256
Waive Ded	2,500	1.0600	15/40/60	300	1.0311
Waive Ded	5,000	1.0600	15/40/60	500	1.0311
10/25/40	100	1.0659	15/40/60	750	1.0348
10/25/40	200	1.0659	15/40/60	1,000	1.0348
10/25/40	250	1.0659	15/40/60	1,500	1.0348
10/25/40	300	1.0705	15/40/60	2,000	1.0421
10/25/40	500	1.0705	15/40/60	2,500	1.0421
10/25/40	750	1.0742	15/40/60	5,000	1.0421
10/25/40	1,000	1.0742	15/40/60	0	1.0165
10/25/40	1,500	1.0742	15/30/50	100	1.0275
10/25/40	2,000	1.0842	15/30/50	200	1.0275
10/25/40	2,500	1.0842	15/30/50	250	1.0275
10/25/40	5,000	1.0842	15/30/50	300	1.0494
10/25/40	0	1.0614	15/30/50	500	1.0494
15/30/45	100	1.0504	15/30/50	750	1.0531
15/30/45	200	1.0504	15/30/50	1,000	1.0531
15/30/45	250	1.0504	15/30/50	1,500	1.0531
15/30/45	300	1.0540	15/30/50	2,000	1.0614
15/30/45	500	1.0540	15/30/50	2,500	1.0614
15/30/45	750	1.0586	15/30/50	5,000	1.0614
15/30/45	1,000	1.0586	15/30/50	0	1.0165
15/30/45	1,500	1.0586	15/50/75	100	1.0110
15/30/45	2,000	1.0668	15/50/75	200	1.0110
15/30/45	2,500	1.0668	15/50/75	250	1.0110
15/30/45	5,000	1.0668	15/50/75	300	1.0137
15/30/45	0	1.0458	15/50/75	500	1.0137
8/20/20%	100	1.0861	15/50/75	750	1.0165
8/20/20%	200	1.0861	15/50/75	1,000	1.0165

## Prescription Drug Factors

Drug Option	Deductible	Factor	Drug Option	Deductible	Factor
8/20/20%	250	1.0861	15/50/75	1,500	1.0165
8/20/20%	300	1.0916	15/50/75	2,000	1.0220
8/20/20%	500	1.0916	15/50/75	2,500	1.0220
8/20/20%	750	1.0962	15/50/75	5,000	1.0220
8/20/20%	1,000	1.0962	15/50/75	0	1.0018
8/20/20%	1,500	1.0962	10/20/35	100	1.0760
8/20/20%	2,000	1.1071	10/20/35	200	1.0760
8/20/20%	2,500	1.1071	10/20/35	250	1.0760
8/20/20%	5,000	1.1071	10/20/35	300	1.0815
8/20/20%	0	1.0815	10/20/35	500	1.0815
10/15/20%	100	1.0962	10/20/35	750	1.0861
10/15/20%	200	1.0962	10/20/35	1,000	1.0861
10/15/20%	250	1.0962	10/20/35	1,500	1.0861
10/15/20%	300	1.1016	10/20/35	2,000	1.0962
10/15/20%	500	1.1016	10/20/35	2,500	1.0962
10/15/20%	750	1.1062	10/20/35	5,000	1.0962
10/15/20%	1,000	1.1062	10/20/35	0	1.0668
10/15/20%	1,500	1.1062	10/25/50	100	1.0549
10/15/20%	2,000	1.1190	10/25/50	200	1.0549
10/15/20%	2,500	1.1190	10/25/50	250	1.0549
10/15/20%	5,000	1.1190	10/25/50	300	1.0595
10/15/20%	0	1.0916	10/25/50	500	1.0595
10/25/20%	100	1.0723	10/25/50	750	1.0641
10/25/20%	200	1.0723	10/25/50	1,000	1.0641
10/25/20%	250	1.0723	10/25/50	1,500	1.0641
10/25/20%	300	1.0769	10/25/50	2,000	1.0723
10/25/20%	500	1.0769	10/25/50	2,500	1.0723
10/25/20%	750	1.0815	10/25/50	5,000	1.0723
10/25/20%	1,000	1.0815	10/25/50	0	1.0458
10/25/20%	1,500	1.0815	10/30/50	100	1.0494
10/25/20%	2,000	1.0916	10/30/50	200	1.0494
10/25/20%	2,500	1.0916	10/30/50	250	1.0494
10/25/20%	5,000	1.0916	10/30/50	300	1.0540
10/25/20%	0	1.0678	10/30/50	500	1.0540
10/30/20%	100	1.0604	10/30/50	750	1.0577
10/30/20%	200	1.0604	10/30/50	1,000	1.0577
10/30/20%	250	1.0604	10/30/50	1,500	1.0577
10/30/20%	300	1.0641	10/30/50	2,000	1.0659
10/30/20%	500	1.0641	10/30/50	2,500	1.0659
10/30/20%	750	1.0687	10/30/50	5,000	1.0659
10/30/20%	1,000	1.0687	10/30/50	0	1.0403

# Expenses

<u>Expenses</u>	<u>% of Premium</u>
Network and Utilization Review Fees	1.0%
Taxes	2.0%
Commissions	8.5%
Risk and Profit	3.5%
Benefits	4.0%
Administration/Underwriting/Actuarial	4.5%
Overhead	<u>2.5%</u>
Total	26.0%

## Deductible Factors

Deductible Factors	
<u>Deductible</u>	<u>Factor</u>
0	1.1000
100	1.0500
200	1.0000
250	0.9750
300	0.9600
500	0.9050
750	0.8600
1,000	0.8000
1,500	0.7600
2,000	0.7250
2,500	0.7000
5,000	0.5600
7,500	0.4750
10,000	0.4200

HSA Deductibles	
<u>Deductible</u>	<u>Factor</u>
1,000	0.7600
1,500	0.7220
2,000	0.6890
2,500	0.6650
5,000	0.5320

Non-PPO Deductible	
<u>Deductible</u>	<u>Factor</u>
100	0.9662
200	0.9638
250	0.9628
300	0.9619
500	0.9583
750	0.9552
1,000	0.9528
1,500	0.9487
2,000	0.9455
2,500	0.9426
5,000	0.9330

## Preventive Care

<b>In network benefit</b>	<b>In network maximum</b>	<b>Out of network benefit</b>	<b>Out of network maximum</b>	<b>Factor</b>
Subject to deductible and coinsurance	\$ 2,500	Subject to deductible and coinsurance	\$ 2,500	1.010
Subject to office visit copay	\$ 500	Subject to deductible and coinsurance	\$ 2,500	1.015
100% paid, first dollar benefit	\$ 500	100% paid, first dollar benefit	\$ 500	1.020
100% paid, first dollar benefit	unlimited *	Subject to deductible and coinsurance	unlimited*	1.050

\*Unlimited preventive is mandatory for a non-grandfathered group and optional for a grandfathered group.

SERFF Tracking #:

TRST-128445060

State Tracking #:

Company Tracking #:

12.00276

State:

Arkansas

Filing Company:

Trustmark Life Insurance Company

TOI/Sub-TOI:

H16G Group Health - Major Medical/H16G.003A Small Group Only - PPO

Product Name:

WXX/C

Project Name/Number:

small group rate filing/12.00276

## Supporting Document Schedules

		Item Status:	Status Date:
Bypassed - Item:	Flesch Certification	Approved-Closed	08/13/2012
Bypass Reason:	not applicable		
Comments:			

		Item Status:	Status Date:
Satisfied - Item:	Consumer Disclosure Form	Approved-Closed	08/13/2012
Comments:			
Attachment(s):			
HIOS Rate Review System Part 2 Written Description AR 201209.pdf			

## HIOS Rate Review System – Part 2: Written Description Justifying the Rate Increase

The 9.4% increase requested within this filing is necessary to ensure the continued financial soundness of this Trustmark Life Insurance product offering. The request is made up of the following components:

### Trend Increases – 13%

1. Medical Utilization Changes – Defined as the increase in total plan claim costs not attributable to changes in the unit cost of underlying services, or renegotiation of provider contracts. Examples include changes in the mix of services utilized, or an increase/decrease in the frequency of service utilization. This component is 4% of the 13% filed trend increase.
2. Medical Price Changes – Defined as the increase in total plan claim costs attributable to changes in the unit cost of underlying services, or renegotiation of provider contracts. This component is 9% of the 13% filed trend increase.

### Other Increases – -3.2%

1. Medical Benefit Changes Required by Law – Defined as any new mandated plan benefit changes, as mandated by either State or Federal Regulation. This component is 0% of the filed increase.
2. Medical Benefit Changes Not Required by Law – Defined as changes in plan benefit design made by Trustmark Life Insurance Company, which are not required by either State or Federal Regulation. This component is 0% of the filed increase.
3. Changes to Administration Costs – Defined as increases in the costs of providing insurance coverage. Examples include claims payment expenses, distribution costs, taxes, and general business expenses such as rent, salaries, and overhead. This component is 0% of the filed increase.
4. Experience on Prior Rates – Defined as the experience rated component of the increase. This is based on market specific experience, to the extent that it is credible, and supplemented with nationwide experience. This component is -3.2% of the filed increase.

Scope and Range of the Increase: This filing will impact 30 covered lives. The minimum and maximum increases due to the components listed above are 9.0% and 11.2% respectively. Individuals within the group may vary from the aggregate of the above increase components, based on age, plan, and dependent status changes.

The 13% trend component of this filed increase was calculated using the nationwide experience of this product offering.

Financial Experience of the Product - Nationwide: The 2009 Actual Loss Ratio developed 13% higher than the 2009 Expected Loss Ratio. The 2010 Actual Loss Ratio developed 9% higher than the 2010 Expected Loss Ratio. The 2011 Actual Loss Ratio developed 1% higher than the Expected Loss Ratio. Three percent of the 2011 claims experience is estimated. Overall, rate adjustments are intended to meet the Expected Loss Ratio.