

Insurer Revenue - 5 Year Projections

1. Expected Base Revenue

Billed PMPM Rate: \$0.10

Top 10 States - Revenue (Conservative Low)

Year	1	2	3	4	5
Gross Revenue (Conservative Low)					
BCBSTN (Beta Client)	\$400,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
#2 Insurers Lives (Year 1 40%)	619,000	2,701,500	3,172,140	3,721,180	5,056,700
#2 Insurers Revenue	\$742,800	\$3,241,800	\$3,806,568	\$4,465,416	\$6,068,040
Total	\$1,142,800	\$4,241,800	\$4,806,568	\$5,465,416	\$7,068,040

Top 10 States - Revenue (Conservative High)

Year	1	2	3	4	5
Gross Revenue (Conservative High)					
BCBSTN (Beta Client)	\$400,000	\$2,246,400	\$2,246,400	\$2,246,400	\$2,246,400
#1 Insurers Lives (Year 1 40%)	841,840	5,162,700	8,751,330	13,212,280	16,433,240
#1 Insurers Revenue	\$1,010,208	\$6,195,240	\$10,501,596	\$15,854,736	\$19,719,888
Total	\$1,410,208	\$8,441,640	\$12,747,996	\$18,101,136	\$21,966,288

Top 10 States - Revenue (BCBS Only)

Year	1	2	3	4	5
Gross Revenue (BCBS - Conservative)					
BCBSTN (Beta Client)	\$400,000	\$2,246,400	\$2,246,400	\$2,246,400	\$2,246,400
Lives (Year 1 40%)	2,065,080	13,212,280	22,287,890	27,913,790	37,355,820
Revenue	\$2,478,096	\$15,854,736	\$26,745,468	\$33,496,548	\$44,826,984
Total	\$2,878,096	\$18,101,136	\$28,991,868	\$35,742,948	\$47,073,384