

# Exhibit O

[REDACTED]

March 29, 2013

The Honorable Fred Upton, Chairman  
Congress of the United States  
House of Representatives  
Committee on Energy and Commerce  
2125 Rayburn House Office Building  
Washington, DC 20515-6115

**Re: Response to Letter dated March 14, 2013**

Dear Chairman Upton and Members of the Committee on Energy and Commerce:

In a letter to [REDACTED] dated March 14, 2013, the Committee on Energy and Commerce indicated that it was examining the effect of the Patient Protection and Affordable Care Act on health insurance premiums paid by American families. That letter includes a request for materials or written responses to the Committee's questions based on specific analysis that may have been done [REDACTED]. In response to this request, information is being provided by [REDACTED].

[REDACTED]

Enclosed herein, please find [REDACTED] response (Response) consisting of one (1) page and marked as Attachment A, which is intended to address all three (3) questions set forth in your letter. This information represents the most accurate and up-to-date projections or other predictive data that [REDACTED] has regarding anticipated impacts to premiums.

Please note that [REDACTED] does not publicly disclose its financial information broken out by population groupings, such as the detailed way in which information is set forth in [REDACTED]. It considers this detailed information to be competitively-sensitive and to constitute business confidential/trade secret information. [REDACTED] has concerns that the public disclosure of this information could have negative consequences for the operation of its business. Public disclosure of any information that would allow its competitors to better understand its specific business segments and its pricing would undermine competition in the health insurance markets in which [REDACTED] competes. Accordingly, [REDACTED] respectively requests that the Committee's rules and procedures when dealing with and protecting confidential material be strictly enforced.

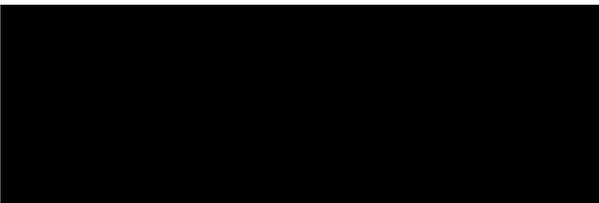
Finally, and by this letter, it is requested that [REDACTED] be given advance notice of any Committee plan or intention to release or make public use of any information being produced that could be specifically associated with [REDACTED] (as compared, for example, to the release of [REDACTED] data or information in an anonymous format and/or aggregated with data from other respondents).

[REDACTED]

The Honorable Fred Upton  
Committee on Energy and Commerce  
March 29, 2013  
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Please feel free to contact me should you have any questions.

Sincerely yours,



Enclosure

To: **The Honorable Joe Barton**  
Chairman Emeritus

**The Honorable Tim Murphy, Chairman**  
Subcommittee on Oversight and  
Investigations

**The Honorable Joseph R. Pitts, Chairman**  
Subcommittee on Health

**The Honorable Marsha Blackburn**  
Vice Chairman

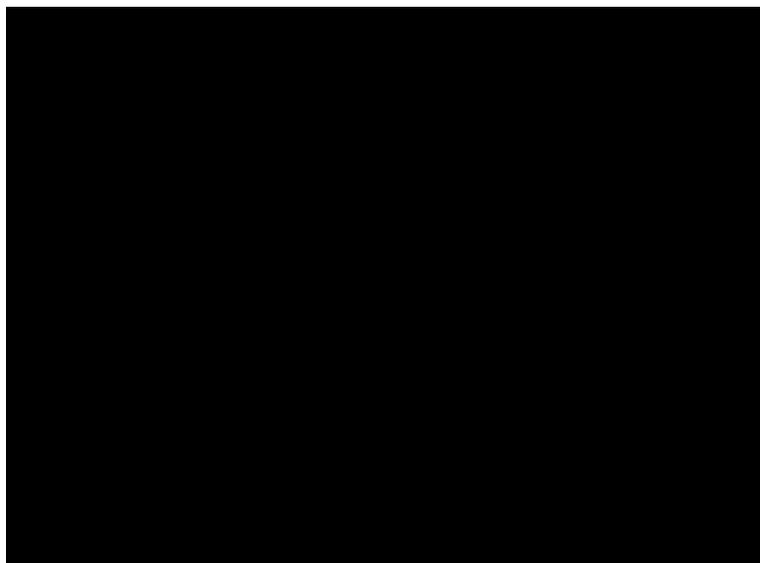
**The Honorable Michael C. Burgess, M.D.**  
Vice Chairman  
Subcommittee on Oversight and Investigations

cc: The Honorable Henry A. Waxman  
Ranking Member

The Honorable John D. Dingell  
Chairman Emeritus

The Honorable Diana DeGette  
Ranking Member  
Subcommittee on Oversight and  
Investigations

The Honorable Frank Pallone, Jr.  
Ranking Member  
Subcommittee on Health



[REDACTED]

**Committee on Energy and Commerce Letter dated March 14, 2013**

[REDACTED]

**Table 1 - Impact of PPACA Rating Rules and Taxes & Fees by Market Segment**

Impacts are prescribed as either PMPM or % of premium.

Taxes & Fees are as defined. All other values reflect current modeling estimates.

PPACA Rating Rule / Tax / Fee	Individual	Small Group	Large Group
Guaranteed Issue / Community Rating	TBD	< 1%	< 1%
Required Essential Health Benefits	6.0% to 7.5%	1.5% to 2.0%	< 1%
New Rating Rules and Factors; Limiting Premium Variation to Age (3:1) and Tobacco (1.5:1)	See Table 2 & Table 3	See Table 2	n/a
Taxes & Fees - PCORI Fee	\$0.17	\$0.17	\$0.17
Taxes & Fees - Risk Adjuster / Reinsurance Fees	\$0.09	\$0.09	n/a
Taxes & Fees - Exchange User Fee (*)	1.5% to 2.0%	< 1%	n/a
Taxes & Fees - Health Insurer Tax	2.3%	2.3%	2.3%
Taxes & Fees - Reinsurance Fee / Contribution	\$5.25	\$5.25	\$5.25

\* Reflects 3.5% fee applicable to membership enrolling through the Individual Exchange or the SHOP

**Table 2 - Estimated Distribution of Members by Range of Impact to Premium**

Attributable to PPACA Rating Factor Changes Only.

Impact of Taxes & Fees and Guaranteed Issue / Community Rating are not included.

Range of Premium Impact	Individual		Small Group	
Decrease of 80% or more	0.0%	0.0%	0.0%	0.0%
Decrease of 60% to 79%	0.6%	0.0%	0.2%	0.0%
Decrease of 40% to 59%	1.5%	0.0%	3.8%	0.0%
Decrease of 20% to 39%	4.8%	0.0%	11.0%	1.2%
Decrease of 1% to 19%	33.1%	60.8%	21.2%	44.4%
No impact	0.0%	0.0%	0.0%	0.0%
Increase of 1% to 19%	37.4%	21.0%	32.3%	45.3%
Increase of 20% to 39%	11.2%	7.7%	21.7%	8.0%
Increase of 40% to 59%	9.4%	10.5%	6.9%	0.8%
Increase of 60% to 79%	2.0%	0.0%	1.9%	0.3%
Increase of 80% to 99%	0.0%	0.0%	0.7%	0.0%
Increase of 100% or more	0.0%	0.0%	0.3%	0.0%

**Table 3 - Estimated Impact to Premium by Gender and Age Range - Individual Market**

Attributable to PPACA Rating Factor Changes Only.

Impact of Taxes & Fees and Guaranteed Issue / Community Rating are not included.

Gender / Age Cohort		Range of Premium Impact	
Gender	Age Range		
Female	18-20	-74% to -2%	-8%
Female	21-39	-59% to -2%	-8% to +17%
Female	40-59	-48% to +10%	-18% to +3%
Female	60-64	-3% to +23%	-2% to +8%
Male	18-20	-74% to -2%	-8%
Male	21-39	-59% to +65%	+30% to +52%
Male	40-59	-48% to +25%	-16% to +25%
Male	60-64	-16% to +23%	-19% to -10%