MMCO plans in the individual market

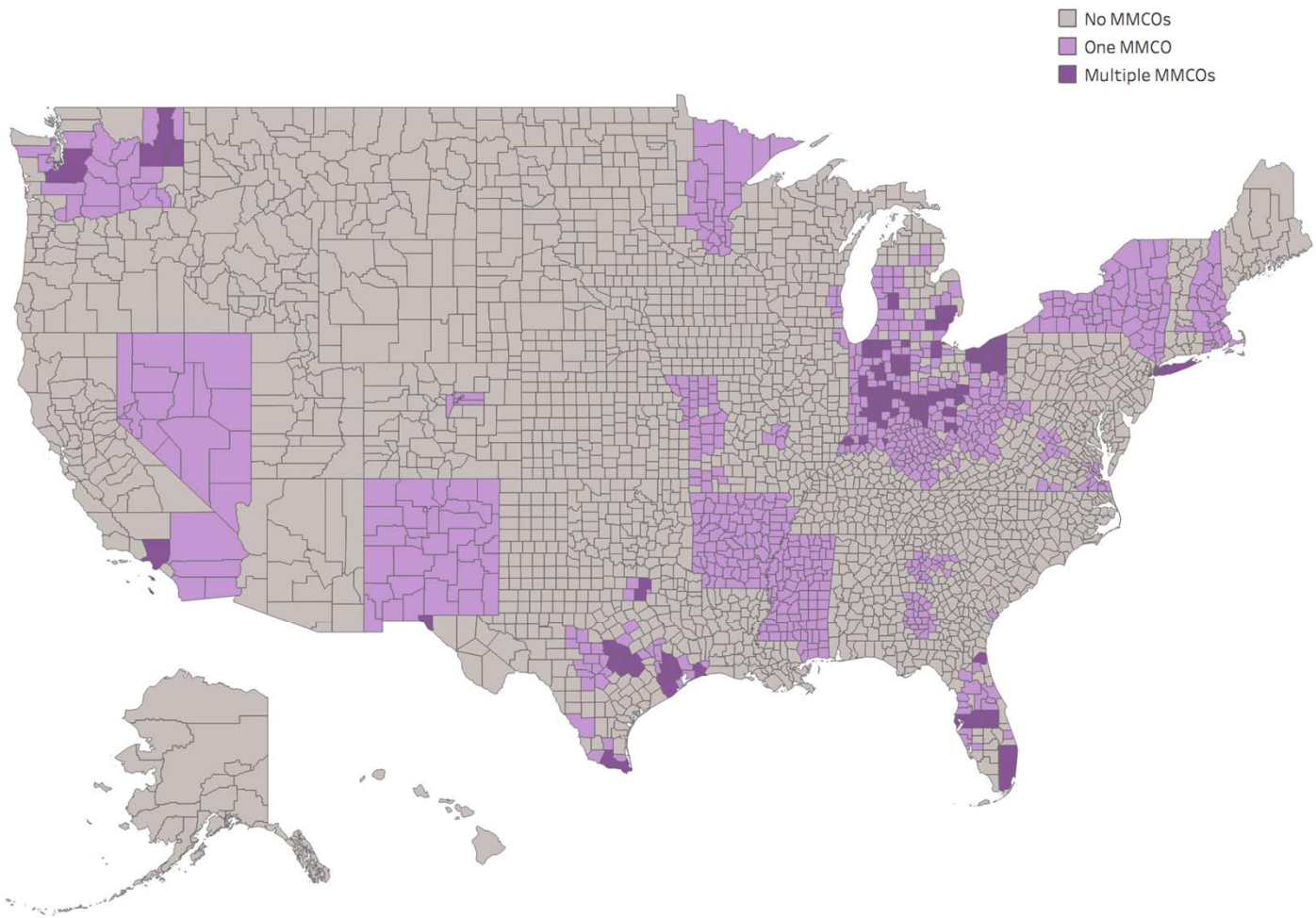
Topline

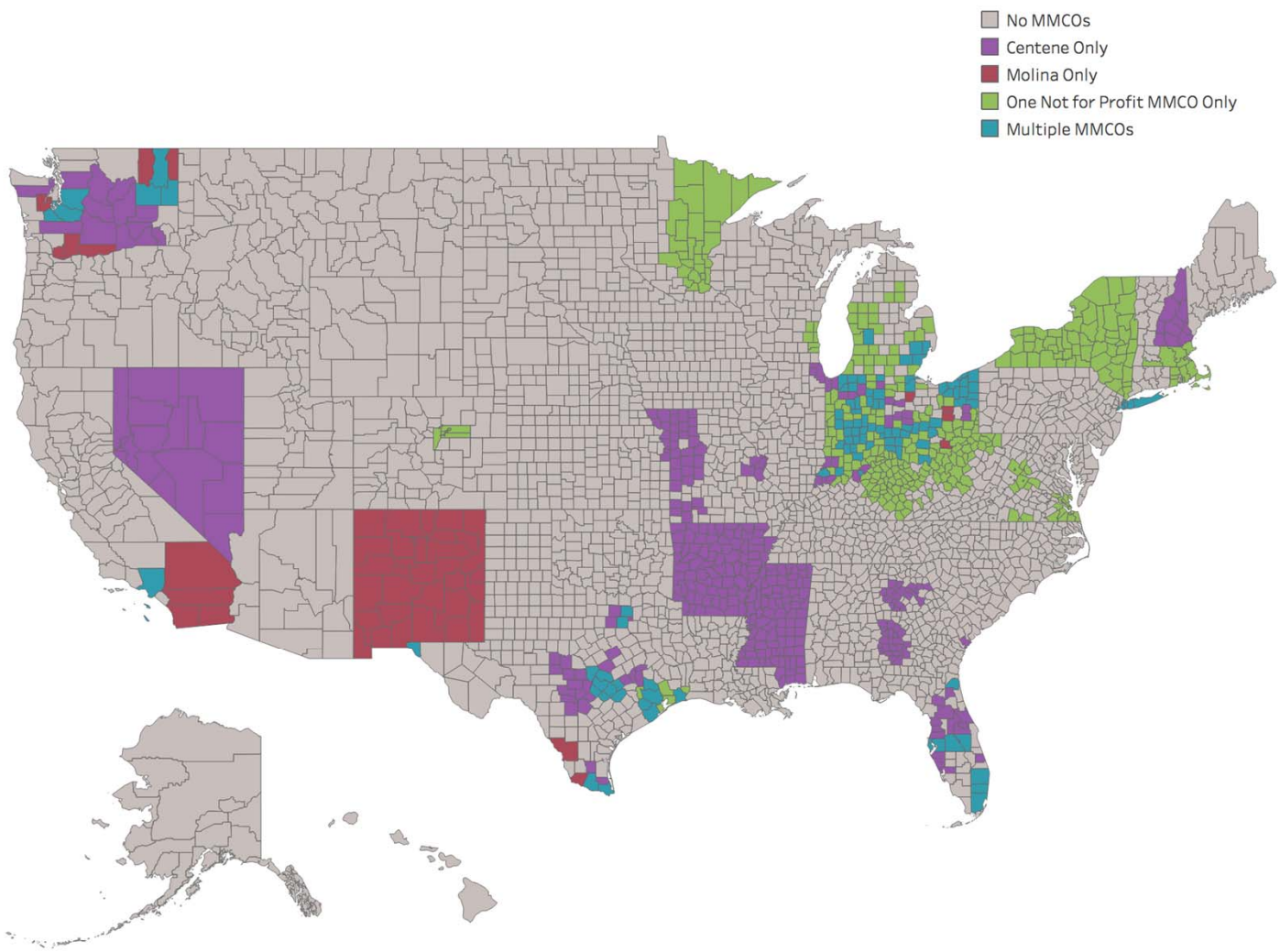
- Participation in HIX has been very important
- Approach has been influential
- MMCOs likely to face more competition

Current participation

- In 2018 - 37 state filings, 16 unique carriers
- Net decline from 2015 – 24 carriers, 44 state filings
- Mix of company types:
  - Centene – 13
  - Molina – 7
  - CareSource – 4
  - 13 Single state NFPs
- Many are new to individual market with ACA
  - Like Co-ops, Oscar, Brighthealth, etc…

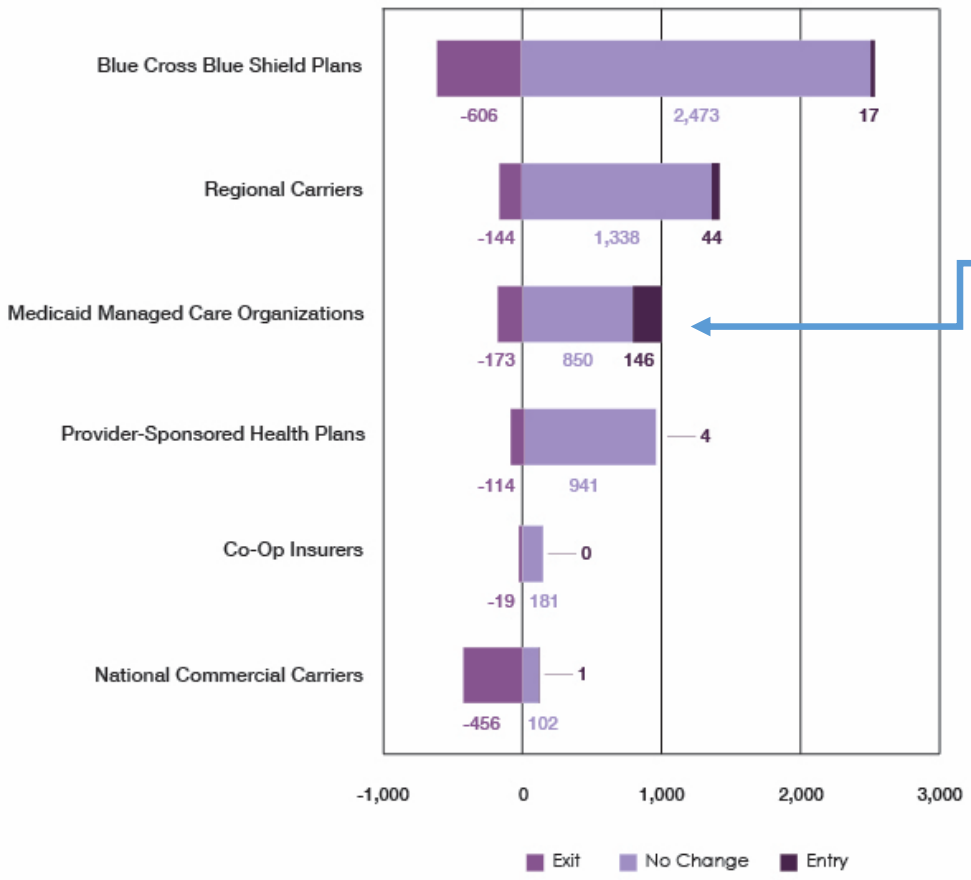
Only substantial HIX participation by publicly traded companies, right now.


No MMCOs
One MMCO
Multiple MMCOs


No MMCOs
Centene Only
Molina Only
One Not for Profit MMCO Only
Multiple MMCOs

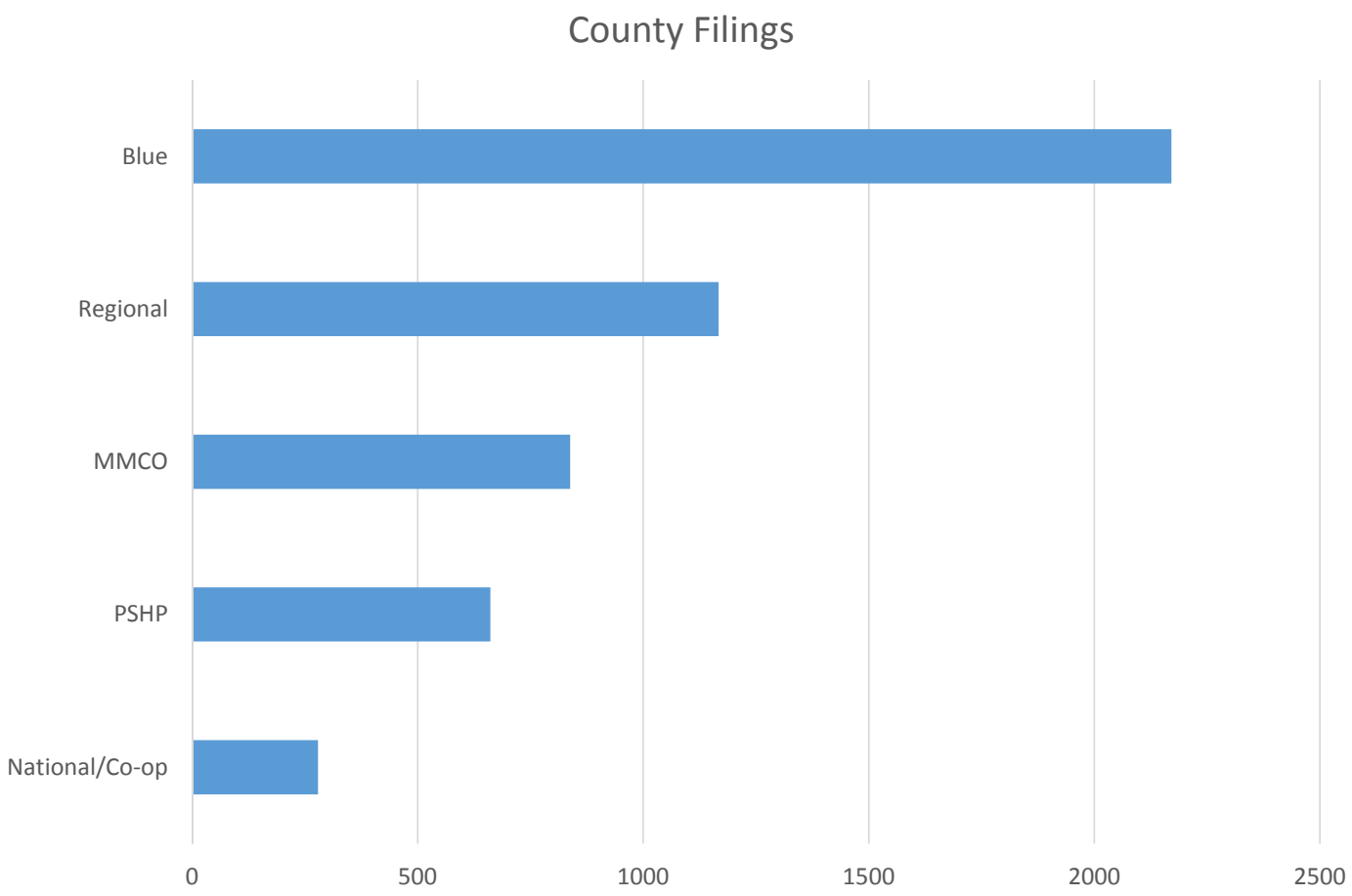
Marketplace Shifts as National Carriers Withdraw

(Change in County-Level Participation by Insurer Type)



Dominated entry in 2018

Data from HIX Compare, product of RWJF and Vericred

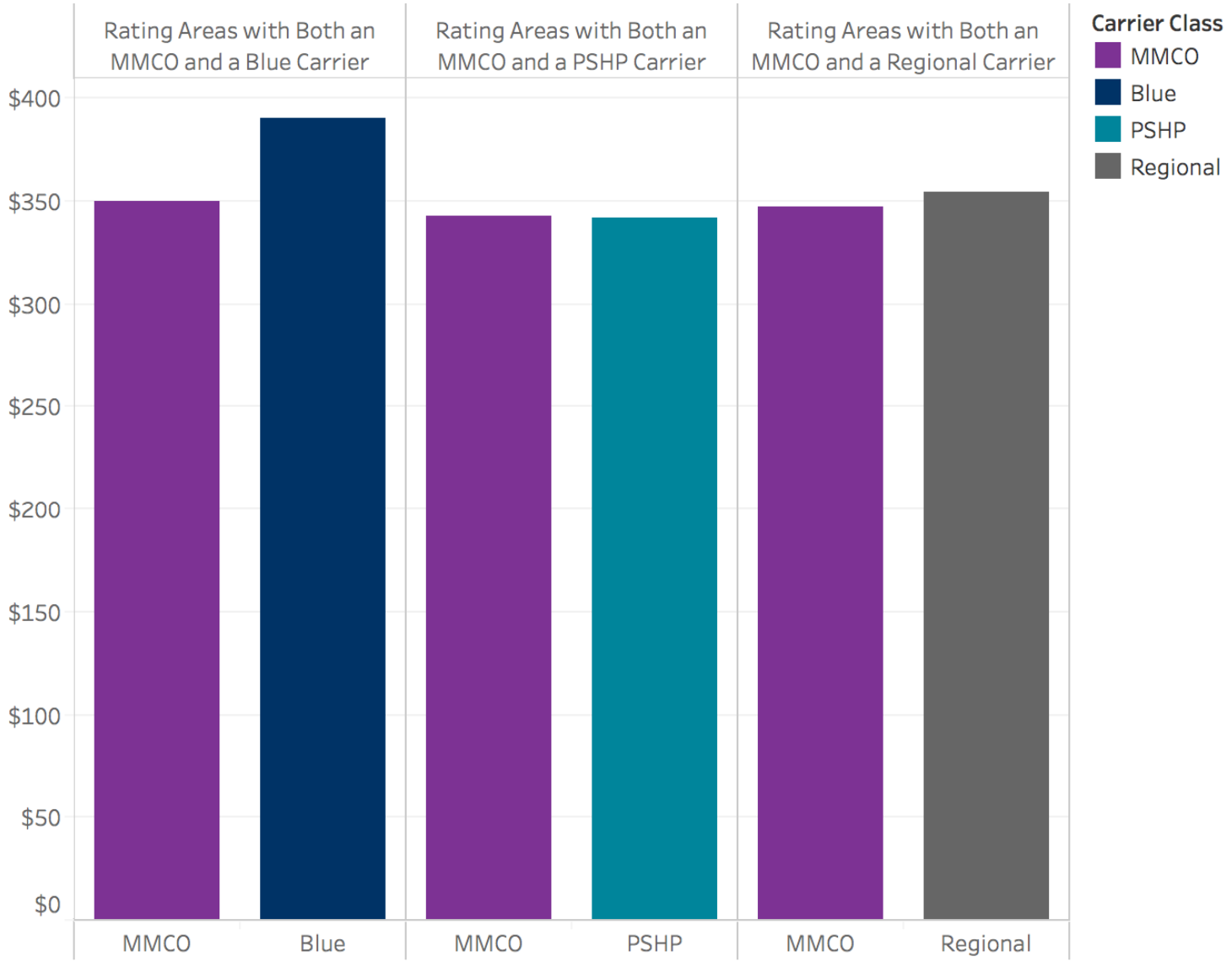

County Filings
Blue
Regional
MMCO
PSHP
National/Co-op
0
500
1000
1500
2000
2500

Characteristics of participation

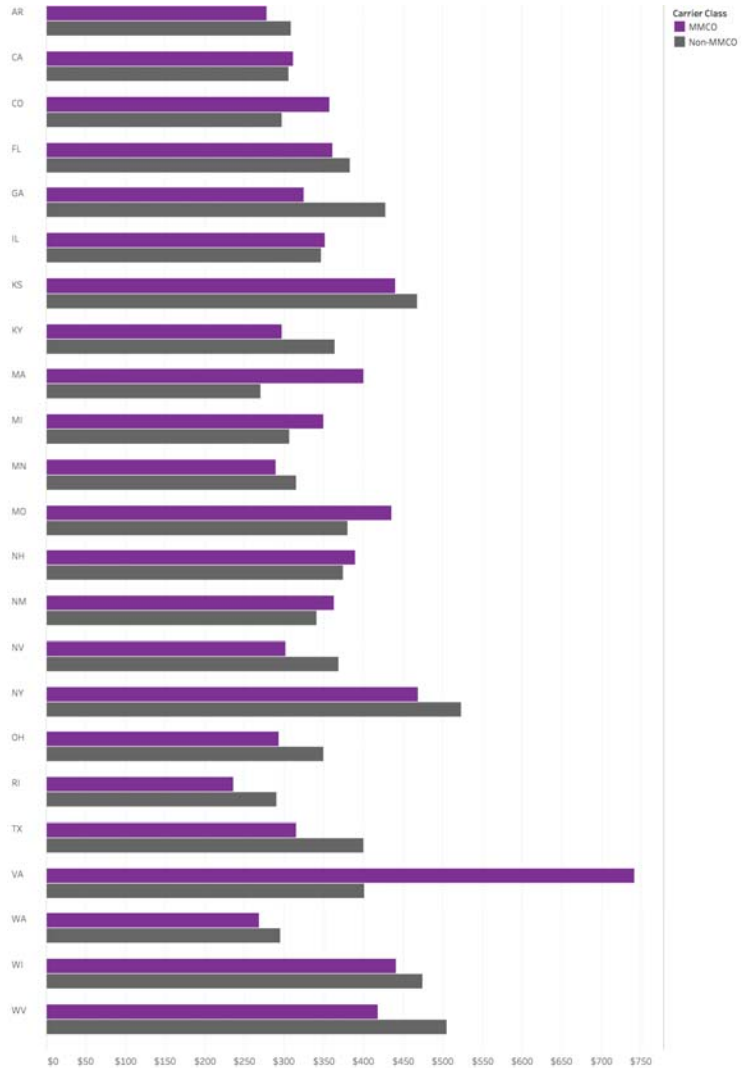
- Variety of market types
  - Solo carrier in 37% of counties (Blues: 45%)
  - Market with 3+ carriers in 40% of counties (Blues 24%)
- MMCOs compete with each other in 15% of counties
- Selective re: geography
  - Statewide participation – less than 20% (Blues 60%)
  - Least likely to be in rural counties
- Very little off-exchange-only participation

Characteristics of plans

- Specialize in heavily subsidized enrollee
- Closed narrow network plans
- Lowest cost @ 70% of time
  - Centene most likely to be lowest cost
  - Molina least
  - NFP plans in between
- Higher deductibles
- Higher likelihood of pre-deductible benefits

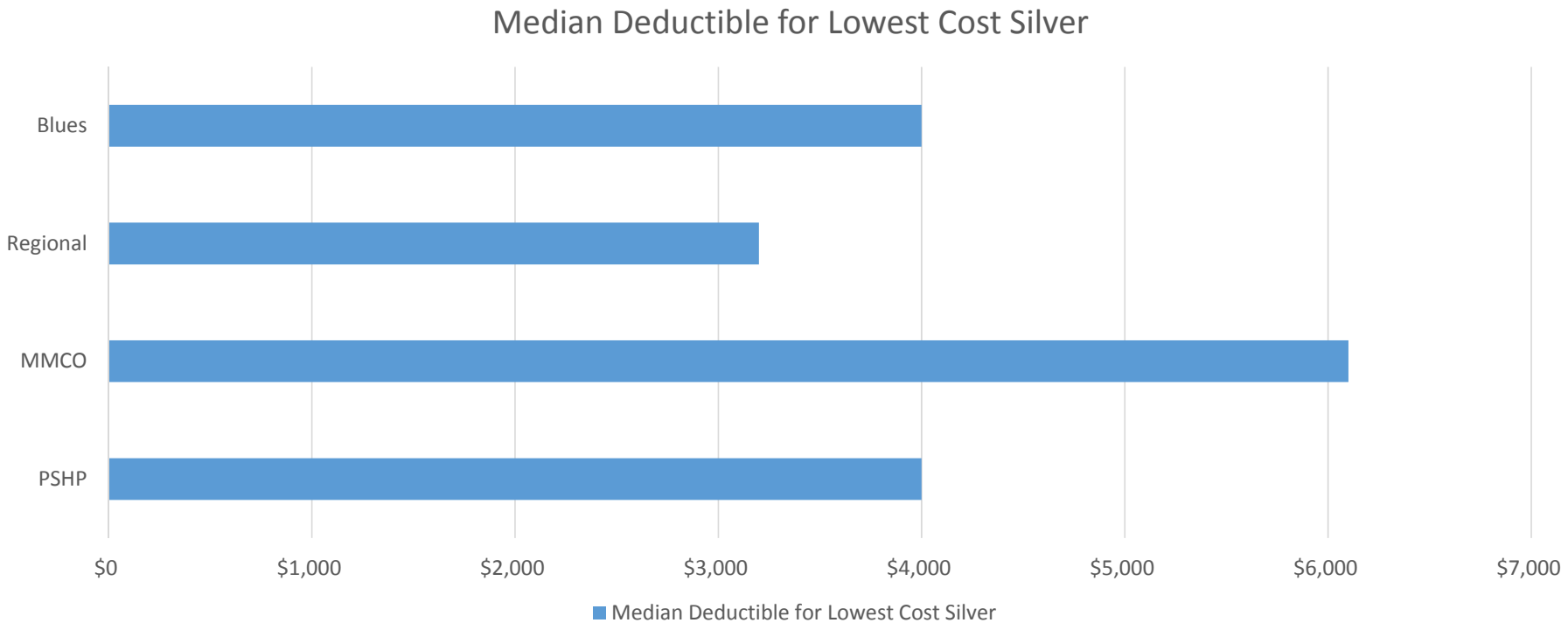


Mean of lowest silvers in rating areas where both carrier types participate

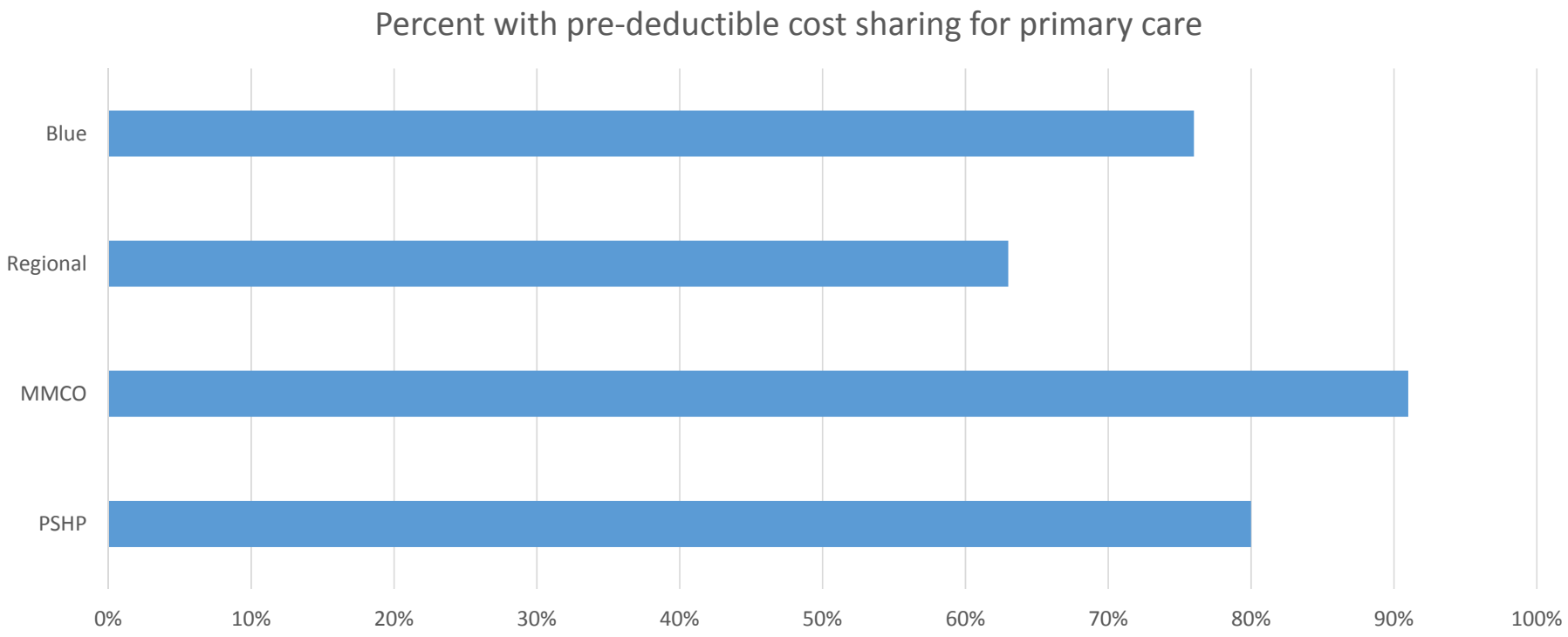


Mean of lowest silvers in rating areas with at least one MMCO and one non-MMCO

MMCO plans have higher deductibles…



And higher rates of pre-deductible benefits



Influence of MMCOs

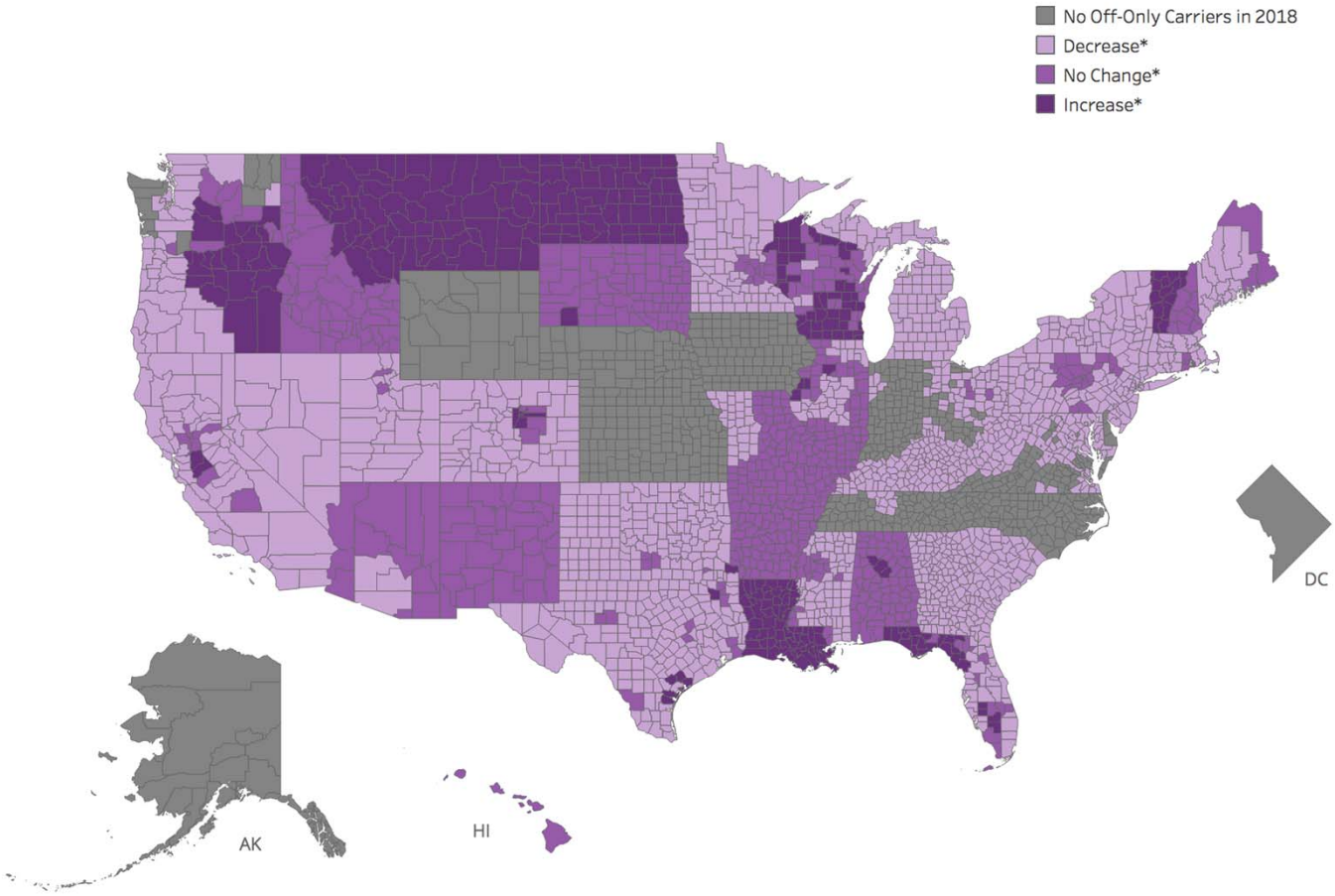
- Uniquely successful among new entrants
  - Enrollment has grown – close to 3 million

- Influence on other carriers:
  - Focus on subsidized population
    - Silver loading enhances strategy
    - Insulated from some other market disruptions
  - Trend toward closed networks
    - Oscar, Bright health, etc.
    - Tiered networks in Blue plans

Looking ahead to 2019

- Rate filings thus far suggest net entry in HIX
- “Goldilocks Process” in individual market
- Unsubsidized market has shrunk, will continue be challenging
- Focus is on the subsidized customer
- Possibility of more carriers serving fewer members

Change in Number of Carriers Offering Off-Exchange Only Plans by County, 2017 to 2018



Source: Data from Vericred, with the support of the Robert Wood Johnson Foundation
With appreciation to Joanna Seirup at Vericred

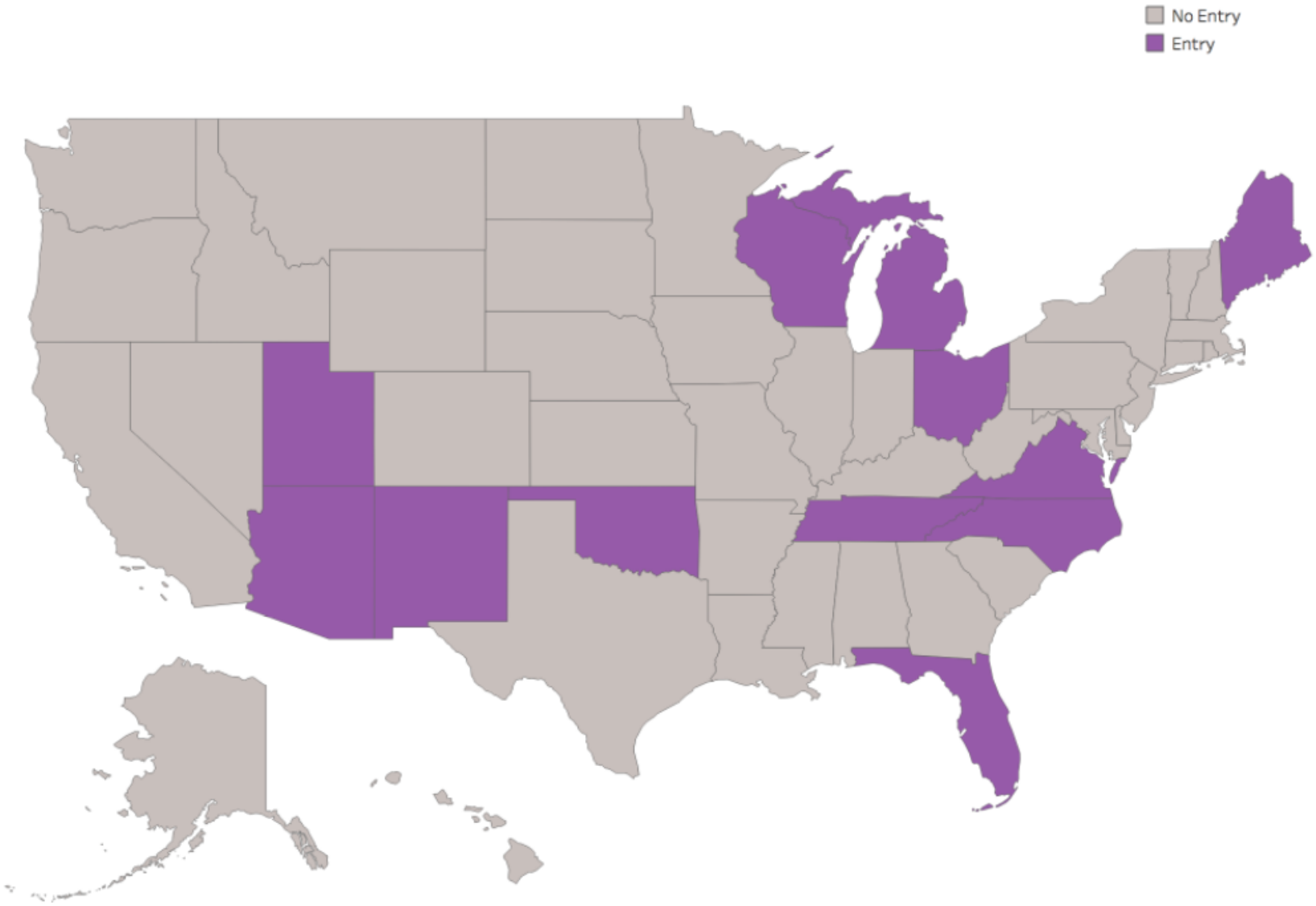
** Decrease, No Change, and Increase counties all have at least one carrier selling off-only plans in 2018*
Note: In 2017, DC, ND, and VT did not permit any plans offered off-exchange only. ND and VT changed this policy in 2018, allowing plans that are sold off-exchange only.

Expansion

Where are the opportunities? Finite number

- Competitive provider markets
- Sufficient scale
- Urban parts of rural states
- Other underserved urban areas

- MMCOs dominated entry in 2018, but 2019 may be different
- Expansions announced include Virginia Premier, Centene, Molina, Oscar, Anthem (?), Medica…


No Entry
Entry

Debuting our participation tracking tool….

ACA Individual Market Tracking: Filing Status by State

Filter states and statuses using controls to the right

State	
AK	Not Yet Filed
AL	Not Yet Filed
AR	Not Yet Filed
AZ	Not Yet Filed
CA	Not Yet Filed
CO	Not Yet Filed
CT	Not Yet Filed
DC	Filed
DE	Not Yet Filed
FL	Partially Filed
GA	Not Yet Filed
HI	Not Yet Filed
IA	Filed
ID	Not Yet Filed
IL	Not Yet Filed
IN	Partially Filed
KS	Not Yet Filed
KY	Partially Filed
LA	Not Yet Filed
MA	Not Yet Filed
MD	Filed
ME	Not Yet Filed
MI	Not Yet Filed
MN	Not Yet Filed

NOTE: All filings are preliminary
Data from the Robert Wood Johnson Foundation

State Status

- [x] Filed
- [x] Not Yet Filed
- [x] Partially Filed

State (Use Dropdown Arrow)

(All)

State Status

- Filed
- Not Yet Filed
- Partially Filed

ACA Individual Market Tracking: County Summary for Selected States

Select states and statuses to view using controls to the right
Click on any cell for link to downloadable county/carrier dataset

State	County Name	2019 Off-Market Carriers	2018 On-Market Carriers	2019 On-Market Carriers	
NY	Albany County	6	6	6	No Change
	Allegany County	4	4	4	No Change
	Bronx County	4	7	7	No Change
	Broome County	5	5	5	No Change
	Cattaraugus County	4	4	4	No Change
	Cayuga County	3	3	3	No Change
	Chautauqua County	4	4	4	No Change
	Chemung County	2	2	2	No Change
	Chenango County	4	4	4	No Change
	Clinton County	6	4	6	More
	Columbia County	6	6	6	No Change
	Cortland County	3	3	3	No Change
	Delaware County	6	6	6	No Change
	Dutchess County	5	6	6	No Change
	Erie County	4	4	4	No Change
	Essex County	6	6	6	No Change
	Franklin County	4	3	4	More
	Fulton County	7	7	7	No Change
	Genesee County	5	5	5	No Change
	Greene County	6	6	6	No Change
	Hamilton County	4	4	4	No Change
	Herkimer County	4	3	4	More
	Jefferson County	3	3	3	No Change
	Kings County	4	7	7	No Change
	Lewis County	3	3	3	No Change
	Livingston County	3	3	3	No Change
	Madison County	4	4	4	No Change
	Monroe County	3	3	3	No Change
	Montgomery County	7	6	7	More

NOTE: All filings are preliminary
Data from the Robert Wood Johnson Foundation

Change in Number of On-Market Carriers
- More
- No Change

Change in Number of On-Market Carriers
- [x] (All)
- [x] Fewer
- [x] More
- [x] No Change
- [x] Not Yet Filed

2019 On-Market Carriers
- [x] (All)
- [x] One
- [x] Two or More

State (Use Dropdown Arrow)

NY

ACA Individual Market Tracking: County Carriers for Selected States

Select states and statuses to view using controls to the right
Click on any cell for link to downloadable county/carrier dataset

State	County Name	Carrier Name	Issuer Id	2019 Off-Market	2018 On-Market	2019 On-Market	
NY	Albany County	BlueShield of Northeastern New Y..	36346	Yes	Yes	Yes	No Change
		CDPHP	94788	Yes	Yes	Yes	No Change
		EmblemHealth	88582	Yes	Yes	Yes	No Change
		Empire BlueCross BlueShield	80519	Yes	Yes	Yes	No Change
		Fidelis Care	25303	No	Yes	Yes	No Change
		MVP Health Plans	56184	Yes	Yes	Yes	No Change
		UnitedHealthcare	54235	Yes	No	No	Off-Market Only
	Allegany County	BlueShield of Western New York	49526	Yes	Yes	Yes	No Change
		Excellus	78124	Yes	Yes	Yes	No Change
		Fidelis Care	25303	No	Yes	Yes	No Change
		Independent Health	18029	Yes	Yes	Yes	No Change
		UnitedHealthcare	54235	Yes	No	No	Off-Market Only
	Bronx County	EmblemHealth	88582	Yes	Yes	Yes	No Change
		Empire BlueCross BlueShield	80519	Yes	Yes	Yes	No Change
		Fidelis Care	25303	No	Yes	Yes	No Change
		HealthFirst	61405	Yes	No	No	No Change
			91237	Yes	Yes	Yes	No Change
		MetroPlus Health Plan	11177	No	Yes	Yes	No Change
		Oscar	74289	No	Yes	Yes	No Change
		UnitedHealthcare	54235	Yes	Yes	Yes	No Change
	Broome County	CDPHP	94788	Yes	Yes	Yes	No Change
		EmblemHealth	88582	Yes	Yes	Yes	No Change

NOTE: All filings are preliminary
Data from the Robert Wood Johnson Foundation

On-Market Carrier State Status:
Entry: Carrier is new to state in 2019
Expansion: Carrier was in state in 2018, but expanded to this county in 2019
No change: Carrier was in this county in both 2018 and 2019

On-Market Carrier County Status
- Expansion
- No Change
- Off-Market Only

On-Market Carrier County Status
- [x] (All)
- [x] Contraction
- [x] Entry
- [x] Expansion
- [x] No Change
- [x] Not Yet Filed
- [x] Off-Market Only

2019 Carrier Count
- [x] (All)
- [x] One
- [x] Two or More

State (Use Dropdown Arrow)
NY

Link: https://public.tableau.com/profile/vericred#!/vizhome/ACAIndividualMarketTracking/StateList?publish=yes

What is on the horizon?

- Short run - could be more challenging
- Long run – how much could DTC market grow?

”Employer insurance is broken…”

Thank you!

- Katherine Hempstead, Senior Advisor, Robert Wood Johnson Foundation
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- @khemp64