

**2019 ACA  
INDIVIDUAL NON-MEDIGAP (INM) and SMALL GROUP (SG)  
HEALTH INSURANCE RATES, IN CONTEXT**

**MARYLAND INSURANCE ADMINISTRATION (MIA)  
OFFICE OF THE CHIEF ACTUARY (OCA)**

**MARYLAND HEALTH INSURANCE COVERAGE PROTECTION COMMISSION (HICPC)  
TUESDAY, 10/02/18, 1 PM - 4 PM**

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Chief Actuary**

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Senior Actuary**

**2019 ACA  
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**EXHIBIT 1: 2019 MARYLAND, ACA, INDIVIDUAL NON-MEDIGAP (INM) MARKET  
RATE FILING SUMMARY**

	1	2	4	7	8	9	10	13	14	15	28	29	30	31	
			Actual	Actual			Pre-1332 Pre-MIA (05/01/18) Average	2018	Filed		Post-1332 Post-MIA Average	Approved	vs.	vs.	
			Members	Members	vs.	06/30/18	Rate	Illustrative*	Illustrative*	\$	Rate	2019	2018	Filed	
	Legal	Coverage	Exchange	Exchange	02/28/18	Market	Increase	Monthly	Monthly	Δ/ Change	Increase	Monthly	Δ/ Change	Δ/ Change	
	Entity	Type	~02/28/18	6/30/2018	Δ	Share		Premium	Premium			Premium			
1	1	CareFirst BlueChoice, Inc.	HMO	123,188	109,368	-11.2%	57%	18.5%	\$465	\$546	\$81	-17.0%	\$383	(\$82)	-35.5%
2	2	CF GHMSI	PPO	5,666	4,896	-13.6%	3%	91.4%	\$686	\$1,344	\$658	-11.1%	\$626	(\$60)	-102.5%
3	3	CF CFMI	PPO	9,215	8,178	-11.3%	4%	91.4%	\$686	\$1,344	\$658	-11.1%	\$626	(\$60)	-102.5%
4	4	Kaiser	HMO	73,704	69,837	-5.2%	36%	37.4%	\$373	\$518	\$144	-7.4%	\$349	(\$25)	-44.8%
7		<b>TOTAL</b>		<b>211,773</b>	<b>192,279</b>	<b>-9.2%</b>	<b>100%</b>	<b>30.2%</b>	<b>\$449</b>	<b>\$592</b>	<b>\$143</b>	<b>-13.2%</b>	<b>\$388</b>	<b>(\$61)</b>	<b>-43.4%</b>
8															
9		<b>SUBTOTAL (By Insurer)</b>													
10	1	CareFirst		138,069	122,442	-11.3%	64%	26.4%	\$489	\$632	\$143	-16.4%	\$409	(\$80)	-42.7%
11	2	Kaiser		73,704	69,837	-5.2%	36%	37.4%	\$373	\$518	\$144	-7.4%	\$349	(\$25)	-44.8%
13		<b>TOTAL</b>		<b>211,773</b>	<b>192,279</b>	<b>-9.2%</b>	<b>100%</b>	<b>30.2%</b>	<b>\$449</b>	<b>\$592</b>	<b>\$143</b>	<b>-13.2%</b>	<b>\$388</b>	<b>(\$61)</b>	<b>-43.4%</b>
14															
15		<b>SUBTOTAL (By Coverage Type)</b>													
16	1	HMO		196,892	179,205	-9.0%	93%	25.6%	\$431	\$535	\$104	-13.4%	\$370	(\$61)	-39.0%
17	2	PPO		14,881	13,074	-12.1%	7%	91.4%	\$686	\$1,344	\$658	-11.1%	\$626	(\$60)	-102.5%
18		<b>TOTAL</b>		<b>211,773</b>	<b>192,279</b>	<b>-9.2%</b>	<b>100%</b>	<b>30.2%</b>	<b>\$449</b>	<b>\$592</b>	<b>\$143</b>	<b>-13.2%</b>	<b>\$388</b>	<b>(\$61)</b>	<b>-43.4%</b>

\* Before any "Advance Premium Tax Credit" (APTC) subsidy, lowest-cost Silver plan, Off-Exchange, 40-year-old, male, non-smoker, residing in the Baltimore Metro area.

Will not match overall increase since increases vary by metal.

23	CF HMO/KP HMO:	1.245	1.054	1.097
24	<b>CF PPO/CF HMO:</b>	<b>1.475</b>	<b>2.462</b>	<b>1.636</b>
25	CF PPO/KP HMO:	1.837	2.595	1.795

**EXHIBIT 2: 2019 MARYLAND, ACA, SMALL GROUP (SG) MARKET  
RATE FILING SUMMARY**

SMALL GROUP	1	2	4	7	8	9	14	17	18	31	32	33	34	35	37	38	39	
			Actual	Actual			Filed		Filed	Approved	Approved	Approved	Approved	Approved	2019	Approved	vs.	
			Members	Members	vs.	06/30/18	2019	1Q18	1Q19	1Q19	2Q19	3Q19	4Q19	2019	2019	1Q19	Filed	
			On & Off	On & Off	02/28/18	Market	Average	Illustrative*	Illustrative*	Average	Average	Average	Average	Average	vs.	Illustrative*	vs.	
			Exchange	Exchange	Δ	Share	Rate	Monthly	Monthly	Rate	Rate	Rate	Rate	Rate	Filed	Monthly	Δ/	
		Legal	~02/28/18	6/30/2018			Increase	Premium	Premium	Increase	Increase	Increase	Increase	Increase	Δ	Premium	Change	
	Entity	Coverage																
1	1	CareFirst BlueChoice, Inc.	HMO	158,001	160,705	1.7%	59%	4.9%	\$317	\$335	4.7%	4.9%	5.0%	5.2%	5.0%	0.1%	\$337	\$2
2	2	CF GHMSI	PPO	15,455	15,064	-2.5%	6%	3.8%	\$398	\$411	-0.7%	-0.7%	-0.7%	-0.8%	-0.7%	-4.5%	\$400	(\$11)
3	3	CF CFMI	PPO	7,239	7,332	1.3%	3%	3.8%	\$398	\$411	-0.7%	-0.7%	-0.7%	-0.8%	-0.7%	-4.5%	\$400	(\$11)
4	4	Kaiser	HMO	9,243	9,345	1.1%	3%	3.3%	\$243	\$252	3.5%	3.1%	3.1%	3.1%	3.2%	-0.1%	\$252	\$0
5	5	Aetna Health, Inc.	HMO	3,034	3,383	11.5%	1%	10.7%	\$423	\$448	3.3%	3.3%	3.4%	3.5%	3.4%	-7.3%	\$426	(\$22)
6	6	Aetna Life Insurance Co.	PPO	3,417	4,752	39.1%	2%	8.7%	\$432	\$472	2.9%	3.0%	3.1%	3.1%	3.0%	-5.7%	\$454	(\$18)
7	7	United Healthcare of the Mid-Atlantic	HMO	5,442	5,565	2.3%	2%	9.5%	\$249	\$277	6.1%	6.2%	6.3%	6.4%	6.3%	-3.2%	\$271	(\$6)
8	8	United Healthcare (Optimum Choice)	HMO	18,223	18,381	0.9%	7%	14.9%	\$277	\$304	6.2%	6.3%	6.4%	6.5%	6.4%	-8.5%	\$283	(\$20)
9	9	United Healthcare (MAMSI)	EPO	22,875	22,596	-1.2%	8%	12.0%	\$304	\$315	5.7%	5.7%	5.6%	5.6%	5.6%	-6.4%	\$300	(\$15)
10	10	United Healthcare Insurance Co.	PPO	22,780	23,144	1.6%	9%	13.3%	\$308	\$339	10.7%	10.7%	10.6%	10.6%	10.6%	-2.7%	\$334	(\$5)
12		<b>TOTAL</b>		<b>265,709</b>	<b>270,267</b>	<b>1.7%</b>	<b>100%</b>	<b>7.0%</b>	<b>\$318</b>	<b>\$337</b>	<b>4.9%</b>	<b>5.0%</b>	<b>5.1%</b>	<b>5.2%</b>	<b>5.0%</b>	<b>-1.9%</b>	<b>\$334</b>	<b>(\$3)</b>
13		<b>SUBTOTAL (By Insurer)</b>																
15	1	CareFirst		180,695	183,101	1.3%	68%	4.8%	\$328	\$345	4.0%	4.2%	4.3%	4.4%	4.3%	-0.5%	\$345	\$1
16	2	Aetna		6,451	8,135	26.1%	3%	9.6%	\$428	\$461	3.1%	3.2%	3.2%	3.3%	3.2%	-6.4%	\$441	(\$20)
17	3	Kaiser		9,243	9,345	1.1%	3%	3.3%	\$243	\$252	3.5%	3.1%	3.1%	3.1%	3.2%	-0.1%	\$252	\$0
18	4	UnitedHealthcare (UHC)		69,320	69,686	0.5%	26%	13.0%	\$294	\$317	7.5%	7.5%	7.5%	7.5%	7.5%	-5.5%	\$305	(\$12)
20		<b>TOTAL</b>		<b>265,709</b>	<b>270,267</b>	<b>1.7%</b>	<b>100%</b>	<b>7.0%</b>	<b>\$318</b>	<b>\$337</b>	<b>4.9%</b>	<b>5.0%</b>	<b>5.1%</b>	<b>5.2%</b>	<b>5.0%</b>	<b>-1.9%</b>	<b>\$334</b>	<b>(\$3)</b>
21		<b>SUBTOTAL (By Coverage Type)</b>																
23	1	HMO		193,943	197,379	1.8%	73%	6.0%	\$310	\$328	4.8%	5.0%	5.1%	5.2%	5.0%	-1.0%	\$328	(\$1)
24	2	EPO		22,875	22,596	-1.2%	8%	12.0%	\$304	\$315	5.7%	5.7%	5.6%	5.6%	5.6%	-6.4%	\$300	(\$15)
25	3	PPO		48,891	50,292	2.9%	19%	8.6%	\$358	\$382	4.9%	4.9%	4.8%	4.8%	4.8%	-3.7%	\$373	(\$9)
26		<b>TOTAL</b>		<b>265,709</b>	<b>270,267</b>	<b>1.7%</b>	<b>100%</b>	<b>7.0%</b>	<b>\$318</b>	<b>\$337</b>	<b>4.9%</b>	<b>5.0%</b>	<b>5.1%</b>	<b>5.2%</b>	<b>5.0%</b>	<b>-1.9%</b>	<b>\$334</b>	<b>(\$3)</b>
27																		
28																		
29																		
30		CF HMO/KP HMO:							1.307	1.328							1.336	
31		CF PPO/CF HMO:							1.252	1.228							1.186	
32		CF PPO/KP HMO:							1.637	1.631							1.584	
33																		
34		Aetna PPO/Aetna HMO:							1.021	1.052							1.064	
35																		
36		UHC PPO/UHC HMO:							1.238	1.224							1.234	
37		UHC HMO OCI/UHC HMO MA:							1.111	1.096							1.046	
38																		
39		High/Low Spread:							1.778	1.871							1.796	

\* Before any employer contributions, lowest-cost Silver plan, Off Exchange, 40-year-old, male, non-smoker, residing in the Baltimore Metro area. Will not match overall increase since increases vary by metal.

**2019 ACA RATES - ASSUMPTIONS**

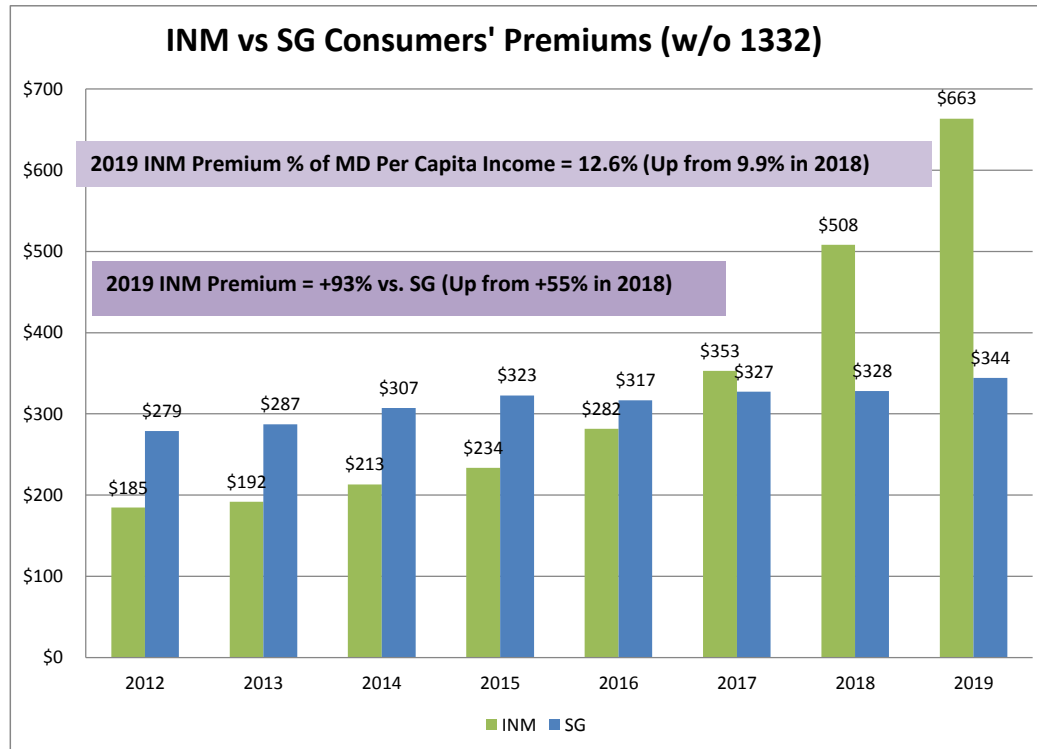
	1	2	3	4	10	11	12
		INDIVIDUAL NON-MEDIGAP FILED			INDIVIDUAL NON-MEDIGAP MIA/OCA		
	<u>Assumptions</u>	<u>Average</u>	<u>Low</u>	<u>High</u>	<u>Average</u>	<u>Low</u>	<u>High</u>
1	Morbidity - 2017 to 2019	1.406	1.103	2.133	1.341	1.103	2.039
2	Risk Adjustment \$s (Zero Sum)	\$104	+/- \$55M to \$159M		\$4	+/- \$100M	
3	Trend	8.0%	5.3%	9.5%	6.5%	5.0%	7.5%
4	Contribution to Reserve/Profit	2.7%	2.0%	5.0%	0.5%	0.0%	2.0%
5	Administrative Costs PMPM	\$66	\$35	\$108	\$66	\$37	\$105
6	Broker Costs PMPM	\$6	\$4	\$7	\$5	\$2	\$7
7	<b>Projected Traditional Loss Ratio</b>	<b>83.4%</b>	<b>82.0%</b>	<b>86.6%</b>	<b>84.4%</b>	<b>82.0%</b>	<b>90.1%</b>
8	<b>Projected NAIC Minimum Loss Ratio</b>	<b>87.4%</b>	<b>86.4%</b>	<b>90.9%</b>	<b>88.4%</b>	<b>86.4%</b>	<b>94.6%</b>
9	<b>2019 Renewal (Pre-1332)</b>	<b>30.2%</b>			<b>23.4%</b>		
10	<b>2019 Renewal (Post-1332)</b>				<b>-13.2%</b>		
11							
12		SMALL GROUPS FILED			SMALL GROUPS MIA/OCA		
13							
14							
15	<u>Assumptions</u>	<u>Average</u>	<u>Low</u>	<u>High</u>	<u>Average</u>	<u>Low</u>	<u>High</u>
16	Morbidity - 2017 to 2019	1.007	1.000	1.129	1.004	0.973	1.129
17	Risk Adjustment \$s (Zero Sum)	\$24	Net + \$24M		\$4	+/- \$35M	
18	Trend	7.8%	3.6%	10.9%	6.5%	3.2%	7.5%
19	Contribution to Reserve/Profit	1.7%	0.0%	6.0%	1.3%	0.0%	5.0%
20	Administrative Costs PMPM	\$60	\$42	\$73	\$60	\$42	\$73
21	Broker Costs PMPM	\$26	\$3	\$30	\$26	\$3	\$30
22	<b>Projected Traditional Loss Ratio</b>	<b>76.2%</b>	<b>75.6%</b>	<b>79.8%</b>	<b>76.6%</b>	<b>76.1%</b>	<b>80.1%</b>
23	<b>Projected NAIC Minimum Loss Ratio</b>	<b>80.5%</b>	<b>80.0%</b>	<b>85.5%</b>	<b>80.9%</b>	<b>80.5%</b>	<b>85.8%</b>
24	<b>2019 Renewal</b>	<b>7.0%</b>			<b>5.0%</b>		

2019 ACA - INM & SG - RENEWALS X METAL

	1	2	3	4	5	6	7	8	9	10	11	14	15
1	<b>INM</b>	KP	CF	CF		Members							
2		<u>HMO</u>	<u>HMO</u>	<u>PPO</u>		<u>03/31/18</u>	<u>%</u>						
3	Young Adult	-6.2%	-30.5%			7,685	4%						
4	Bronze	-4.4%	-19.1%	-7.9%		50,709	25%						
5	Silver	-7.2%	-14.5%	-10.4%		100,579	50%						
6	Gold	-9.3%	-15.3%	-12.8%		42,167	21%						
7	Platinum	-9.2%				1,799	1%						
8	<b>TOTAL</b>	<b>-7.4%</b>	<b>-17.0%</b>	<b>-11.1%</b>		<b>202,939</b>	<b>100%</b>						
9													
10	<b>SG</b>							UHC	UHC	UHC	UHC		
11								MidAtlantic	Optimum				
12		KP	CF	CF	Aetna	Aetna		Narrow	Choice	MAMSI		Members	
13		<u>HMO</u>	<u>HMO</u>	<u>PPO</u>	<u>HMO</u>	<u>PPO</u>		<u>HMO</u>	<u>HMO</u>	<u>EPO</u>	<u>PPO</u>	<u>03/31/18</u>	<u>%</u>
14	Young Adult	N/A										0	0%
15	Bronze	3.3%	6.5%	-0.1%	2.3%	-3.0%		9.6%	5.0%	6.7%		15,809	6%
16	Silver	2.3%	5.7%	0.2%	-0.7%	3.3%		6.1%	3.6%	3.3%	8.1%	149,083	53%
17	Gold	3.6%	2.6%	-1.9%	16.7%	9.3%		4.5%	2.1%	3.0%	8.5%	76,275	27%
18	Platinum	3.8%	1.4%	-1.4%					13.2%	13.0%	16.4%	40,873	14%
19	<b>TOTAL</b>	<b>3.2%</b>	<b>5.0%</b>	<b>-0.7%</b>	<b>3.3%</b>	<b>3.0%</b>		<b>6.3%</b>	<b>6.4%</b>	<b>5.6%</b>	<b>10.6%</b>	<b>282,040</b>	<b>100%</b>

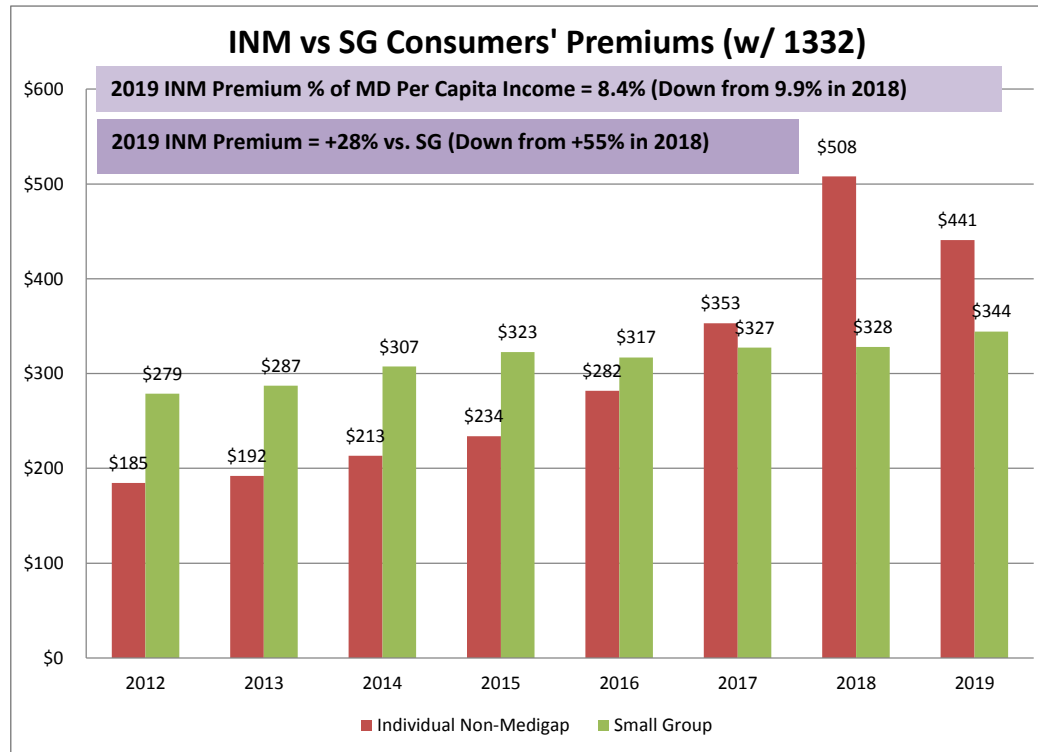
**ACA: HISTORICAL & PROJECTED AVERAGE PREMIUMS (IN THE ABSENCE OF THE 1332 WAIVER)  
INDIVIDUAL NON-MEDIGAP (INM) vs. SMALL GROUP (SG)**

	1	2	3	4	5	6	7	8	9	10	11	12	13
	Individual Monthly Premium		Individual Monthly Premium			RATIO: INM/SG	%	MD Per Capita Income		INM Premium % of Income		RATIO: SG/INM	%
	Year	INM	Δ	SG	Δ				Δ		Δ		
1	2012	\$185		\$279		0.662	-33.8%	\$53,200		4.2%		1.510	51.0%
2	2013	\$192	4.0%	\$287	3.0%	0.669	-33.1%	\$52,500	-1.3%	4.4%	0.2%	1.496	49.6%
3	2014	\$213	11.0%	\$307	7.0%	0.694	-30.6%	\$54,100	3.0%	4.7%	0.3%	1.442	44.2%
4	2015	\$234	9.7%	\$323	5.0%	0.725	-27.5%	\$56,100	3.7%	5.0%	0.3%	1.380	38.0%
5	2016	\$282	20.5%	\$317	-1.8%	0.889	-11.1%	\$57,936	3.3%	5.8%	0.8%	1.125	12.5%
6	2017	\$353	25.3%	\$327	3.3%	1.078	7.8%	\$59,674	3.0%	7.1%	1.3%	0.927	-7.3%
7	2018	\$508	43.9%	\$328	0.2%	1.549	54.9%	\$61,464	3.0%	9.9%	2.8%	0.646	-35.4%
8	2019	\$663	30.6%	\$344	5.0%	1.926	92.6%	\$63,308	3.0%	12.6%	2.7%	0.519	-48.1%
9	2018/2013:	2.65		1.14									
10	Annld:	1.215		1.027									



**ACA: HISTORICAL & PROJECTED AVERAGE PREMIUMS (WITH 1332 WAIVER)  
INDIVIDUAL NON-MEDIGAP (INM) vs. SMALL GROUP (SG)**

	1	2	3	4	5	6	7	8	9	10	11	12	13
	Individual Monthly Premium			Individual Monthly Premium			RATIO:		MD Per Capita Income	INM Premium % of Income		RATIO:	
	Year	INM	Δ	SG	Δ	INM/SG	%	Income	Δ	Income	Δ	SG/INM	%
1	2012	\$185		\$279		0.662	-33.8%	\$53,200		4.2%		1.510	51.0%
2	2013	\$192	4.0%	\$287	3.0%	0.669	-33.1%	\$52,500	-1.3%	4.4%	0.2%	1.496	49.6%
3	2014	\$213	11.0%	\$307	7.0%	0.694	-30.6%	\$54,100	3.0%	4.7%	0.3%	1.442	44.2%
4	2015	\$234	9.7%	\$323	5.0%	0.725	-27.5%	\$56,100	3.7%	5.0%	0.3%	1.380	38.0%
5	2016	\$282	20.5%	\$317	-1.8%	0.889	-11.1%	\$57,936	3.3%	5.8%	0.8%	1.125	12.5%
6	2017	\$353	25.3%	\$327	3.3%	1.078	7.8%	\$59,674	3.0%	7.1%	1.3%	0.927	-7.3%
7	2018	\$508	43.9%	\$328	0.2%	1.549	54.9%	\$61,464	3.0%	9.9%	2.8%	0.646	-35.4%
8	2019	\$441	-13.2%	\$344	5.0%	1.280	28.0%	\$63,308	3.0%	8.4%	-1.6%	0.781	-21.9%
9	2018/2013:	2.65		1.14									
10	Annld:	1.215		1.027									





**2019 ACA - IMPACTS TO AN ILLUSTRATIVE "INDIVIDUAL" and "FAMILY OF 4" - LAST YEAR 2018**

	1	2	3	4	5	6	7
15	<b>INDIVIDUAL</b>					CF	CF
16	2018				<u>Kaiser</u>	<u>HMO</u>	<u>PPO</u>
17	Silver			Deductible	\$6,000	\$3,500	\$3,500
18	Off-Exchange			<b>Out-of-Pocket Max.</b>	<b>\$7,350</b>	<b>\$7,350</b>	<b>\$7,350</b>
20	Unsubsidized			2018 MD Ave. Personal (Per Capita) Income <sup>3</sup>	\$61,299	\$61,299	\$61,299
24	Metro Baltimore			After-Tax Income	\$45,215	\$45,215	\$45,215
27	Age 40			Monthly Premium	\$373	\$465	\$686
28				<b>Annual Premium</b>	<b>\$4,478</b>	<b>\$5,582</b>	<b>\$8,235</b>
29				% of After-Tax Income	10%	12%	18%
30				<b>TOTAL INSURANCE COSTS (If Reach OOP Max)</b>	<b>\$11,828</b>	<b>\$12,932</b>	<b>\$15,585</b>
31				% of After-Tax Income	26%	29%	34%
32							
35	<b>FAMILY OF 4</b>			Deductible	\$12,000	\$7,000	\$7,000
36	2018			<b>Out-of-Pocket Max.</b>	<b>\$14,700</b>	<b>\$14,700</b>	<b>\$14,700</b>
38	Silver			2018 MD Average Household (2+) Income <sup>3</sup>	\$100,783	\$100,783	\$100,783
43	Off-Exchange			After-Tax Income	\$76,536	\$76,536	\$76,536
44	Unsubsidized		<u>Age</u>				
45	Metro Baltimore	Husband	45	Monthly Premium	\$422	\$526	\$775
46		Wife	43		\$396	\$494	\$729
47		Child 1	15		\$243	\$303	\$447
48		Child 2	13		\$223	\$278	\$411
49				<b>MONTHLY TOTAL</b>	<b>\$1,285</b>	<b>\$1,601</b>	<b>\$2,362</b>
50				<b>Annual Premium</b>	<b>\$15,414</b>	<b>\$19,215</b>	<b>\$28,347</b>
51				% of After-Tax Income	20%	25%	37%
52				<b>TOTAL INSURANCE COSTS (If Reach OOP Max)</b>	<b>\$30,114</b>	<b>\$33,915</b>	<b>\$43,047</b>
53				% of After-Tax Income	39%	44%	56%
54							

61 <sup>3</sup> MD State Archives.

62 <sup>4</sup> Federal Register.

**2019 ACA - IMPACTS TO AN ILLUSTRATIVE "INDIVIDUAL" and "FAMILY OF 4" - THIS YEAR 2019 (IN ABSENCE OF 1332 WAIVER)**

	1	2	3	4	5	6	7
15	<b>INDIVIDUAL</b>					CF	CF
16	2019				Kaiser	HMO	PPO
17	Silver			Deductible	\$6,000	\$3,000	\$3,000
18	Off-Exchange			<b>Out-of-Pocket Max.</b>	<b>\$7,900</b>	<b>\$7,900</b>	<b>\$7,900</b>
20	Unsubsidized			2018 MD Ave. Personal (Per Capita) Income <sup>3</sup>	\$63,127	\$63,127	\$63,127
24	Metro Baltimore			After-Tax Income	\$46,357	\$46,357	\$46,357
27	Age 40			Monthly Premium	\$508	\$549	\$1,449
28				<b>Annual Premium</b>	<b>\$6,091</b>	<b>\$6,593</b>	<b>\$17,389</b>
29				<b>% of After-Tax Income</b>	<b>13%</b>	<b>14%</b>	<b>38%</b>
30				<b>TOTAL INSURANCE COSTS</b>	<b>\$13,991</b>	<b>\$14,493</b>	<b>\$25,289</b>
31				<b>% of After-Tax Income</b>	<b>30%</b>	<b>31%</b>	<b>55%</b>
32							
35	<b>FAMILY OF 4</b>			Deductible	\$12,000	\$6,000	\$6,000
36	2019			<b>Out-of-Pocket Max.</b>	<b>\$15,800</b>	<b>\$13,300</b>	<b>\$13,300</b>
38	Silver			2019 MD Average Household (2+) Income <sup>3</sup>	\$103,622	\$103,622	\$103,622
43	Off-Exchange			After-Tax Income	\$78,372	\$78,372	\$78,372
44	Unsubsidized		<u>Age</u>				
45	Metro Baltimore	Husband	45	Monthly Premium	\$574	\$621	\$1,637
46		Wife	43		\$539	\$583	\$1,539
47		Child 1	15		\$331	\$358	\$944
48		Child 2	13		\$304	\$329	\$867
49				<b>MONTHLY TOTAL</b>	<b>\$1,747</b>	<b>\$1,891</b>	<b>\$4,988</b>
50				<b>Annual Premium</b>	<b>\$20,966</b>	<b>\$22,695</b>	<b>\$59,854</b>
51				<b>% of After-Tax Income</b>	<b>27%</b>	<b>29%</b>	<b>76%</b>
52				<b>TOTAL INSURANCE COSTS</b>	<b>\$36,766</b>	<b>\$35,995</b>	<b>\$73,154</b>
53				<b>% of After-Tax Income</b>	<b>47%</b>	<b>46%</b>	<b>93%</b>
54							

61 <sup>3</sup> MD State Archives.

**2019 ACA - IMPACTS TO AN ILLUSTRATIVE "INDIVIDUAL" and "FAMILY OF 4" - THIS YEAR 2019 (WITH 1332 WAIVER)**

	1	2	3	4	5	6	7
15	<b>INDIVIDUAL</b>					CF	CF
16	2019				<u>Kaiser</u>	<u>HMO</u>	<u>PPO</u>
17	Silver			Deductible	\$6,000	\$3,000	\$3,000
18	Off-Exchange			<b>Out-of-Pocket Max.</b>	<b>\$7,900</b>	<b>\$7,900</b>	<b>\$7,900</b>
20	Unsubsidized			2018 MD Ave. Personal (Per Capita) Income <sup>3</sup>	\$63,127	\$63,127	\$63,127
24	Metro Baltimore			After-Tax Income	\$46,357	\$46,357	\$46,357
27	Age 40			Monthly Premium	\$349	\$383	\$626
28				<b>Annual Premium</b>	<b>\$4,187</b>	<b>\$4,595</b>	<b>\$7,515</b>
29				<b>% of After-Tax Income</b>	<b>9%</b>	<b>10%</b>	<b>16%</b>
30				<b>TOTAL INSURANCE COSTS</b>	<b>\$12,087</b>	<b>\$12,495</b>	<b>\$15,415</b>
31				<b>% of After-Tax Income</b>	<b>26%</b>	<b>27%</b>	<b>33%</b>
32							
35	<b>FAMILY OF 4</b>			Deductible	\$12,000	\$6,000	\$6,000
36	2019			<b>Out-of-Pocket Max.</b>	<b>\$15,800</b>	<b>\$13,300</b>	<b>\$13,300</b>
38	Silver			2019 MD Average Household (2+) Income <sup>3</sup>	\$103,622	\$103,622	\$103,622
43	Off-Exchange			After-Tax Income	\$78,372	\$78,372	\$78,372
44	Unsubsidized		<u>Age</u>				
45	Metro Baltimore	Husband	45	Monthly Premium	\$394	\$433	\$708
46		Wife	43		\$371	\$407	\$665
47		Child 1	15		\$227	\$250	\$408
48		Child 2	13		\$209	\$229	\$375
49				<b>MONTHLY TOTAL</b>	<b>\$1,201</b>	<b>\$1,318</b>	<b>\$2,156</b>
50				<b>Annual Premium</b>	<b>\$14,413</b>	<b>\$15,816</b>	<b>\$25,868</b>
51				<b>% of After-Tax Income</b>	<b>18%</b>	<b>20%</b>	<b>33%</b>
52				<b>TOTAL INSURANCE COSTS</b>	<b>\$30,213</b>	<b>\$29,116</b>	<b>\$39,168</b>
53				<b>% of After-Tax Income</b>	<b>39%</b>	<b>37%</b>	<b>50%</b>
54							

61 <sup>3</sup> MD State Archives.

**INDIVIDUAL NON-MEDIGAP, ACA MARKET  
ENROLLMENT - MEMBERS and CONTRACTS**

Bought Up (12%)

Free Bronze? (11%)

1	2	3	4	5	6	7	8	9	10	11	12
<b>ACTUAL MEMBERS 03/31/18</b>											
		Federal AV	FPL Threshold	2019 FPL	APTC Eligibility	CSR Eligibility	On APTC	On Non-APTC	Off Non-APTC	On & Off TOTAL	%
	Catastrophic/Young Adult	57%				?	2	2,814	4,869	7,685	4%
	Bronze	60%					21,602	9,006	20,101	50,709	25%
	Silver* Base Plan	70%	401%+	\$48,560	No APTC	?	1,439	1,831	23,147	26,417	13%
		70%	251-400%	\$30,350	APTC		5,642	0	0	5,642	3%
		73%	201-250%	\$24,280	APTC	CSR	8,294	18	0	8,312	4%
		87%	151-200%	\$18,210	APTC	CSR	25,890	25	0	25,915	13%
		94%	100-150%	\$12,140	APTC	CSR	34,269	24	0	34,293	17%
	<b>Silver Subtotal</b>						<b>75,534</b>	<b>1,898</b>	<b>23,147</b>	<b>100,579</b>	<b>50%</b>
	Gold	80%					23,194	5,769	13,204	42,167	21%
	Platinum	90%					691	378	730	1,799	1%
	<b>TOTAL</b>						<b>121,023</b>	<b>19,865</b>	<b>62,051</b>	<b>202,939</b>	<b>100%</b>

16	<b>ACTUAL CONTRACTS 03/31/18</b>											
		Federal AV	FPL Threshold	2019 FPL	APTC Eligibility	CSR Eligibility	On APTC	On Non-APTC	Off Non-APTC	On & Off TOTAL	%	
	Catastrophic/Young Adult	57%				?	2	2,697	4,628	7,327	5%	
	Bronze	60%					14,956	6,092	12,424	33,472	23%	
	Silver* Base Plan	70%	401%+	\$48,560	No APTC	?	1,124	1,352	14,309	16,785	12%	
		70%	251-400%	\$30,350	APTC		3,844	0	0	3,844	3%	
		73%	201-250%	\$24,280	APTC	CSR	6,104	12	0	6,116	4%	
		87%	151-200%	\$18,210	APTC	CSR	19,301	18	0	19,319	13%	
		94%	100-150%	\$12,140	APTC	CSR	27,113	17	0	27,130	19%	
	<b>Silver Subtotal</b>						<b>57,486</b>	<b>1,399</b>	<b>14,309</b>	<b>73,194</b>	<b>51%</b>	
	Gold	80%					15,960	3,954	8,431	28,345	20%	
	Platinum	90%					513	283	482	1,278	1%	
	<b>TOTAL</b>						<b>88,917</b>	<b>14,425</b>	<b>40,274</b>	<b>143,616</b>	<b>100%</b>	

**2019 ACA - REGULATORY APPROVALS  
OTHER STATES (REINSURANCE/1332 and NEIGHBORS)**

	1	2	5	6	7	8	9	10	11	12
			Approved 2019 Renewal	1332 RI Effective	RI Type	RI Parameters			Target RI Prem. Redux	Individual Mandate
	<u>Market</u>	<u>Juris.</u>				<u>Att. Pt.</u>	<u>Coins.</u>	<u>Ceiling</u>		
1	Individual Non-Medigap	MD	-13.2%	2019		\$20,000	80%	\$250,000	-30.0%	No
2	<b>w/ 1332 Reinsurance</b>									
3		NJ	-9.3%	2019	Conditions-Based	\$40,000	60%	\$215,000	-15.0%	Yes
4		ME	-0.4%	2019		90% from \$47K-\$77K, 100% > \$77K			-9.0%	No
5		WI	-3.5%	2019		\$50,000	65%	\$250,000	-10.6%	No
6										
7		OR	4.3%	2018	Conditions-Based	?	50%	\$1,000,000	-7.0%	No
8		AK	-3.9%	2018					-20.0%	No
9		MN	-8.3%	2018		\$50,000	80%	\$250,000	-20.0%	No
10	Individual Non-Medigap	D.C.	17.3%							
11	<b>w/o 1332 Reinsurance /</b>	VA	14.0%							
12	<b>Neighboring</b>	DE	3.0%							
13		PA	-0.9%							
14		WV	13.1%							
15		CA	8.7%							
16		MA	4.2%							Yes
17	Small Groups	MD	5.0%							
18		D.C.	5.4%							
19		VA	6.5%							
20		MN	5.7%							
21										

2019 ACA INM PORTFOLIO

	1	2	3	4	5	6	7	8				9				12	13	14	15	20	21	22	24	25	26
								Approved 2018 Benefits				Approved 2019 Benefits													
								Actual Members 02/28/18	Actual Members 02/28/18	Actual Members 02/28/18	%	Medical Deductible	Rx Deductible	OOP Max	AV										
	Metal	Company	Coverage	ON	OFF	ON&OFF													Age 40 2018	Age 40 2018	Age 40 2018	Age 40 2019	Age 40 2019	Age 40 2019	
1	Catastrophic/Young Adult	CF	HMO	2,817	4,952	7,769	4%	\$7,350	N/A	\$7,350	61.3%	\$7,900	N/A	\$7,900	61.1%				Age 25 ->		\$172		Age 25 ->	\$119	
2		Optimum	HMO					N/A	N/A	N/A	N/A		\$7,900	N/A	\$7,900	61.1%									
3		Kaiser	HMO	221	55	276	0%	\$7,350	N/A	\$7,350	61.3%	\$7,900	N/A	\$7,900	61.1%				Age 25 ->		\$233		Age 25 ->	\$218	
4	Bronze	CF	HMO	17,900	16,699	34,599	16%	\$6,550	N/A	\$6,550	60.5%	\$7,900	N/A	\$7,900	58.5%							\$387		\$313	
5	60% (-4% / +2% (+5%))	CF	PPO	925	2,306	3,231	2%	\$6,550	N/A	\$6,550	60.5%	\$7,900	N/A	\$7,900	58.5%							\$599		\$552	
6		Optimum	HMO					N/A	N/A	N/A	N/A		\$6,700	N/A	\$6,700	61.3%									
7		Kaiser	HMO					\$6,500	N/A	\$7,350	60.5%	N/A	N/A	N/A	N/A							\$326			
8		Kaiser	HMO	10,974	2,743	13,717	6%	\$6,200	N/A	\$6,550	60.6%	\$6,200	N/A	\$6,550	61.8%							\$314		\$298	
9		Kaiser	HMO	1,368	342	1,710	1%	\$5,500	\$1,000	\$7,350	62.7%	\$6,000	N/A	\$7,900	61.2%							\$349		\$324	
10	Silver	Kaiser	HMO	28,602	1,192	29,794	14%	\$6,000	\$750	\$7,350	67.2%	\$6,000	\$750	\$7,900	67.7%	\$437	\$373					\$404	\$349		
11	70% (-4% / +2%)	CF	HMO	31,645	20,828	52,473	25%	\$3,500	\$250	\$7,350	70.7%	\$3,000	N/A	\$6,650	66.3%	\$558	\$465					\$489	\$383		
12		CF	PPO	2,046	2,213	4,259	2%	\$3,500	\$250	\$7,350	70.7%	\$3,000	N/A	\$6,650	66.3%	\$789	\$686	\$735				\$693	\$626	\$659	
13		Optimum	HMO					N/A	N/A	N/A	N/A		\$2,800	N/A	\$2,800	68.1%									
14		Kaiser	HMO					\$3,000	\$750	\$7,350	70.5%	N/A	N/A	N/A	N/A	\$468	\$400								
15		Kaiser	HMO	13,206	551	13,757	6%	\$2,750	N/A	\$5,000	70.0%	\$3,200	N/A	\$6,000	68.5%	\$456	\$391	\$454				\$419	\$362	\$417	
16		Kaiser	HMO	1,977	82	2,059	1%	\$2,000	\$750	\$7,350	71.8%	\$2,500	\$750	\$7,750	71.9%	\$478	\$409					\$439	\$379		
17	Gold	Kaiser	HMO	1,584	396	1,980	1%	\$1,500	\$200	\$6,850	76.8%	\$1,500	\$200	\$6,850	77.3%							\$450		\$408	
18	80% (-4% / +2%)	CF	HMO	20,193	8,153	28,346	13%	\$1,000	\$150	\$6,500	78.5%	\$1,750	\$150	\$6,650	77.9%							\$516		\$437	
19		CF	PPO	2,638	4,753	7,391	3%	\$1,000	\$150	\$6,500	78.5%	\$1,750	\$150	\$6,650	77.9%							\$760		\$663	
20		Optimum	HMO					N/A	N/A	N/A	N/A		\$1,000	N/A	\$1,000	81.5%									
21		Kaiser	HMO	2,375	594	2,969	1%	\$1,000	\$0	\$6,850	79.0%	\$1,000	\$0	\$6,850	79.5%							\$455		\$414	
22		Kaiser	HMO	4,527	1,132	5,659	3%	\$0	\$0	\$6,850	81.3%	\$0	\$0	\$6,850	81.5%							\$470		\$427	
23	Platinum (90%)	Kaiser	HMO	1,427	357	1,784	1%	\$0	\$0	\$4,000	88.3%	\$0	\$0	\$4,000	88.8%							\$527		\$477	
24	<b>TOTAL</b>			<b>144,425</b>	<b>67,348</b>	<b>211,773</b>	<b>100%</b>	<b>\$4,072</b>	<b>\$329</b>	<b>\$6,806</b>	<b>69.2%</b>	<b>\$4,365</b>	<b>\$371</b>	<b>\$7,056</b>	<b>67.6%</b>	<b>\$517</b>	<b>\$437</b>	<b>\$465</b>						<b>\$405</b>	
25				68%	32%	100%																			
27	SLCSP (CFI+KP (85%))	Kaiser	HMO									\$3,200	N/A	\$6,000	68.5%	\$456						\$419			
28	SLCSP (CFI Only (15%))	CF	PPO									\$3,000	N/A	\$6,650	66.3%	\$789						\$693			
29	Δ															\$332						\$274			
31	Young Adult			3,038	5,007	8,045	4%	\$7,350	N/A	\$7,350	61.3%	\$7,900	N/A	\$7,900	61.1%							\$174		\$123	
32	Bronze			31,167	22,090	53,257	25%	\$6,426	\$1,000	\$6,576	60.6%	\$7,401	N/A	\$7,552	59.5%							\$380		\$324	
33	Silver			77,476	24,866	102,342	48%	\$4,097	\$430	\$7,034	69.6%	\$3,890	\$750	\$6,949	67.1%	\$517	\$437					\$462	\$380		
34	Gold			31,317	15,028	46,345	22%	\$899	\$124	\$6,580	78.8%	\$1,478	\$124	\$6,696	78.4%							\$543		\$469	
35	Platinum			1,427	357	1,784	1%	\$0	\$0	\$4,000	88.3%	\$0	\$0	\$4,000	88.8%							\$527		\$477	
36	<b>TOTAL</b>			<b>144,425</b>	<b>67,348</b>	<b>211,773</b>	<b>100%</b>	<b>\$4,072</b>	<b>\$328.98</b>	<b>\$6,806</b>	<b>69.2%</b>	<b>\$4,365</b>	<b>\$371</b>	<b>\$7,056</b>	<b>67.6%</b>	<b>\$517</b>	<b>\$437</b>	<b>\$465</b>						<b>\$405</b>	
38	KP HMO			66,261	7,444	73,705	35%	\$4,384	\$566	\$6,609	68.8%	\$4,496	\$549	\$7,044	69.0%	\$445	\$380	\$420				\$410	\$354	\$388	
39	CF HMO			72,555	50,632	123,187	58%	\$4,024	\$215	\$6,930	69.0%	\$4,398	\$150	\$7,080	66.5%	\$558	\$465	\$461				\$489	\$383	\$387	
40	CF PPO			5,609	9,272	14,881	7%	\$2,921	\$187	\$6,754	72.4%	\$3,443	\$150	\$6,921	70.4%	\$789	\$686	\$718				\$693	\$626	\$638	
41	<b>TOTAL</b>			<b>144,425</b>	<b>67,348</b>	<b>211,773</b>	<b>100%</b>	<b>\$4,072</b>	<b>\$328.98</b>	<b>\$6,806</b>	<b>69.2%</b>	<b>\$4,365</b>	<b>\$371</b>	<b>\$7,056</b>	<b>67.6%</b>	<b>\$517</b>	<b>\$437</b>	<b>\$465</b>				<b>\$462</b>	<b>\$380</b>	<b>\$405</b>	
43	CFI			78,164	59,904	138,068	65%	\$3,905	\$212	\$6,911	69%	\$4,295	\$150	\$7,063	67%	\$583	\$489	\$488				\$511	\$409	\$414	

**2019 ACA - OTHER USEFUL DATA**

**1** Silver: 2019 INM Filed On-Exchange Rates Are 11% - 28% Higher Than Silver-Off (2018 = 15% - 20%)

**2 Maryland's Uninsured<sup>1</sup>**

Year	Population	Uninsured			Population	%		#
		Uninsured	%	Δ		Uninsured	Uninsured	
2013	5,813,725	593,000	10.2%					
2014	5,860,759	463,000	7.9%	-2.3%	0.8%	-21.9%	(130,000)	
2015	5,893,939	389,000	6.6%	-1.3%	0.6%	-16.0%	(74,000)	
2016	5,950,820	363,000	6.1%	-0.5%	1.0%	-6.7%	(26,000)	(230,000)
2017	6,000,000	366,000	<b>6.1%</b>	0.0%	0.8%	0.8%	3,000	

**3 INM Reinsurance (RI) Premium Impacts x Insurer (-30%)**

	2019 RI Premium INM Impact	2017 CMS Plan Liability Risk Score
CF HMO	-29%	1.515
CF PPO	-45%	2.466
KP HMO	-27%	1.124
<b>TOTAL</b>	<b>-30%</b>	<b>1.535</b>
SG		1.245

**4 Hospital Uncompensated Care<sup>5</sup>**

Year	Total		UCC %	Δ	Revenue	UCC %	UCC \$
	Hospital Revenue	Uncompensated Care (UCC)					
2013	\$15,172,413,793	\$1,100,000,000	7.25%				
2014	\$15,471,698,113	\$1,066,000,000	6.89%	-0.4%	2.0%	-3.1%	(\$34,000,000)
2015	\$16,012,793,177	\$751,000,000	4.69%	-2.2%	3.5%	-29.5%	(\$315,000,000)
2016	\$16,363,636,364	\$738,000,000	4.51%	-0.2%	2.2%	-1.7%	(\$13,000,000)
2017	\$16,722,166,588	\$700,658,780	<b>4.19%</b>	-0.3%	2.2%	-5.1%	(\$37,341,220)

<sup>1</sup> U.S. Census Bureau, American Community Survey, September 2018.

<sup>5</sup> Health Services Cost Review Commission Report, page 4, 06/13/18.

**2019 ACA - OTHER USEFUL DATA**

**5 Small Groups (SG)**

MD % of SGs offering health insurance has fallen to 32.9% in 2016 vs. 56.4% in 2006 (change of -23.5%).  
 Avg. SG has 5.6 employees as of 2017. Stable premiums may maintain affordability & combat premium volatility.

- 6 Wellness**                      CFI: PCMH, Care Plans  
    KP: Diabetes, Prevention, Screenings  
    UHC: Exercise Program (Motion)  
    Aetna: Provider Incentives for Quality

Date	INM+SG Enrolled in Wellness Program	Selected a "Primary Care Medical Home" PCP			
		INM		SG	
		HMO	PPO	HMO	PPO
12/31/15	1.9%				
12/31/16	2.3%	69.8%	56.8%	65.9%	46.1%
12/31/17	2.7%	70.8%	55.5%	65.5%	48.5%

- 7** About 60% of the INM Pool (115,000 members) Has APTCs  
 When Premiums Come Down, So Do the APTC Subsidies (This Generates Federal Pass-Through \$\$)  
 Most APTC Members Are At ~150% FPL or \$18,210 (2019 Individual)  
 For the Regions Where Both CFI & KP Are Present (85% of Population), KP Will See Subsidy Decreases That Are More Impactful  
 Current Premiums Range from \$0 to \$42 per Month  
*This is Estimated to Impact ~24% of the Pool or ~46,000 Members*

- 8** Open Enrollment Begins in ~4 weeks on Thursday, 11/01/18