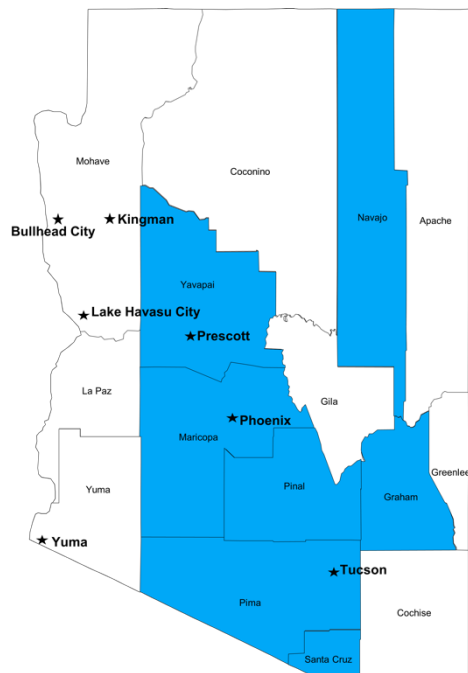


## Arizona

### Medicare Advantage 2018 Service Area



● Current Footprint (includes PFFS)

### Market Landscape (UHC 2018 Footprint)

Eligibles (as of 5/1/17)	1,029,075
YOY Eligible Growth	4.0%
MA Penetration	37.0%
YOY MA Enrollment Growth	4.1%
UHC Market Share	42.6%

May 2017 CMS.gov MA Ind State/County Enrollment within UHC 2018 Non-SNP Footprint



## Market Highlights

- Strong UnitedHealthcare® and AARP® brand recognition with 4.5 Star Plan offerings and over 30 years in the market
- Largest MA plan in the market
- \$0 premium plan with Optum Medical Network offers rich benefits with high performing doctors for consumers seeking value
- Legacy \$0 premium plan will continue to offer broad access to our competitive network with higher copays
- Both plans include UnitedHealth Passport® — Great for snowbirds or those who travel
- Fixed outpatient copay now available on both plans



## Rx Highlights

- \$0 copay for Tiers 1 & 2 when using Preferred Mail 90-day delivery on Plan 1
- No deductible and low copays for Tier 1 and Tier 2, the most commonly used drugs, with Plan 2
- Improved Tier 1 & 2 coverage with nearly 90% of UHC generic claims on these tiers
- 8 of UHC's top 10 most used generics are in Tier 1



## Provider

- Largest provider network within the market
- Comprehensive hospital network
- Provider Specific Plan with exclusive provider Optum Medical Network
- Banner Health Network is available under Plan 1
- Consult the Provider Directory for the full list of providers



## UnitedHealthcare Experience

- UnitedHealth Passport: Coverage travels with members to approved service areas for up to nine straight months
- Renew by UnitedHealthcare: a member-only Health & Wellness Experience that offers members tools to learn, earn rewards, and live their best life
- Hearing Aid Benefit: Access to affordable hearing devices through hi HealthInnovations™
- NurseLine<sup>SM</sup>: 24/7 phone access to a registered nurse
- Personalized service model that connects members with advocates who are best suited for their needs
- Fitness program: Stay active with a gym membership for no additional cost
- Diabetes Navigator helps qualified members manage diabetes more effectively



● Current Footprint

## Phoenix Market Landscape

Eligibles (as of 5/1/17)	711,427
YOY Eligible Growth	3.9%
MA Penetration	37.4%
YOY MA Enrollment Growth	3.6%
UHC Market Share	38.2%

# Phoenix Product Overview

2018

Plan Name	AARP® MedicareComplete® Plan 1	AARP® MedicareComplete® Plan 2
H-PBP	H0609-026	H0609-027
Plan Highlights	\$0 premium plan offers broad access to our full network	\$0 premium plan with Optum Medical Network offers rich benefits for shoppers seeking value
Plan Type	HMO	HMO
Service Area	Arizona: Maricopa, Pinal	Arizona: Maricopa
Premium	\$0	\$0
PCP Copay	\$10	\$0
Specialist Copay	\$45	\$30
Referral Required	Y	Y
Inpatient Hospital	\$285 days 1-7	\$225 days 1-7
Outpatient Surgery	\$285	\$225
Max Out-of-Pocket	\$4,900	\$4,000
Lab Copay	\$10	\$10
Rx Copays	\$3/\$10/\$45/\$95/28%	\$2/\$8/\$45/\$95/33%
Rx Deductible	\$230 (T3, T4, & T5 only)	\$0 All Tiers
Extra Benefits	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, OTC Essentials Catalog, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine, Dental Rider Available

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## Market Highlights

- Strong UnitedHealthcare® and AARP® brand recognition
- UnitedHealth Passport® — Great for snowbirds or those who travel
- HMO plans utilize primary care providers to coordinate care for consistency and improved health
- Fitness benefit included for no additional cost
- 4.5 Star Plan



## Rx Highlights

- \$0 copay on Tiers 1 & 2 when using Preferred Mail 90-day home delivery
- No deductible and low copays for Tiers 1 & 2, the most commonly used drugs
- Improved Tier 1 & 2 coverage with nearly 90% of UHC generic claims on these tiers
- 8 of UHC's top 10 most used generics are in Tier 1



## Provider

- Strong network, including Yavapai Regional Medical Center, Chino Valley Medical, and Thumb Butte
- Consult the Provider Directory for the full list of providers



## UnitedHealthcare Experience

- HouseCalls: A convenient in-home annual clinical visit from an advanced practice clinician at no additional cost. Gift card is sent upon completion of visit
- UnitedHealth Passport: Coverage travels with members to approved service areas for up to nine straight months
- Renew by UnitedHealthcare: a member-only Health & Wellness Experience that offers members tools to learn, earn rewards, and live their best life
- Hearing Aid Benefit: Access to affordable hearing devices through hi HealthInnovations™
- NurseLine<sup>SM</sup>: 24/7 phone access to a registered nurse
- Personalized service model that connects members with advocates who are best suited for their needs
- Fitness program: Stay active with a gym membership for no additional cost
- Diabetes Navigator helps qualified members manage diabetes more effectively



### Prescott Market Landscape

Eligibles (as of 5/1/17)	74,226
YOY Eligible Growth	3.9%
MA Penetration	24.7%
YOY MA Enrollment Growth	2.4%
UHC Market Share	63.2%

 Current Footprint

# Prescott Product Overview

2018

<b>Plan Name</b>	AARP® MedicareComplete®
<b>H-PBP</b>	H5253-036
<b>Plan Highlights</b>	Premium plan with low PCP copay, fitness, and Passport for Yavapai county only
<b>Plan Type</b>	HMO
<b>Service Area</b>	Arizona: Yavapai
<b>Premium</b>	\$49
<b>PCP Copay</b>	\$10
<b>Specialist Copay</b>	\$40
<b>Referral Required</b>	Y
<b>Inpatient Hospital</b>	\$295 days 1-5
<b>Outpatient Surgery</b>	20%
<b>Max Out-of-Pocket</b>	\$6,700
<b>Lab Copay</b>	\$5
<b>Rx Copays</b>	\$4/\$12/\$45/\$95/28%
<b>Rx Deductible</b>	\$245 (T3, T4, & T5 only)
<b>Extra Benefits</b>	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine

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## Market Highlights

- Strong UnitedHealthcare® and AARP® brand recognition in the area aided by large commercial presence and longevity in the market
- Largest MA plan in the market
- Portfolio of MA plan choices to meet a variety of needs
- Premium lowered on HMO-POS plan
- UnitedHealth Passport® — Great for snowbirds or those who travel
- Preventive dental available with HMO plan for even richer benefits at \$0 premium
- Primary care physician provides consistency and accuracy in members overall care
- 4.5 Star Plan



## Rx Highlights

- \$0 copay on Tiers 1 & 2 when using Preferred Mail 90-day home delivery
- No deductible and low copays for Tiers 1 & 2, the most commonly used drugs on HMO plan
- Improved Tier 1 & 2 coverage with nearly 90% of UHC generic claims on these tiers
- 8 of UHC's top 10 most used generics are in Tier 1



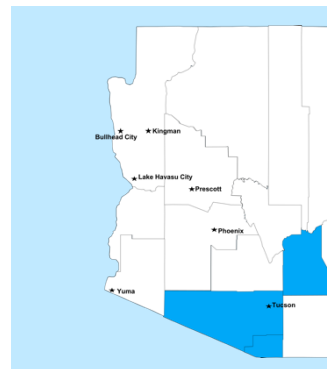
## Provider

- Comprehensive provider network:
  - Arizona Community Physicians
  - Carondelet Medical Group
  - Saguaro Medical Group
  - New Pueblo — exclusive contract
  - Northwest Allied Physicians
- Consult the Provider Directory for the full list of providers



## UnitedHealthcare Experience

- HouseCalls: A convenient in-home annual clinical visit from an advanced practice clinician at no additional cost. Gift card is sent upon completion of visit
- UnitedHealth Passport: Coverage travels with members to approved service areas for up to nine straight months
- Renew by UnitedHealthcare: a member-only Health & Wellness Experience that offers members tools to learn, earn rewards, and live their best life
- Hearing Aid Benefit: Access to affordable hearing devices through hi HealthInnovations™
- NurseLineSM: 24/7 phone access to a registered nurse
- Personalized service model that connects members with advocates who are best suited for their needs
- Fitness program: Stay active with a gym membership for no additional cost
- Diabetes Navigator helps qualified members manage diabetes more effectively



● Current Footprint

### Tucson Market Landscape

Eligibles (as of 5/1/17)	221,602
YOY Eligible Growth	4.1%
MA Penetration	41.7%
YOY MA Enrollment Growth	6.0%
UHC Market Share	49.9%

# Tucson Product Overview

2018

Plan Name	AARP® MedicareComplete®	AARP® MedicareComplete® Plus
H-PBP	H0609-025	H5253-035
Plan Highlights	\$0 premium plan with rich copays available in Pima county only. Includes dental and fitness	Low premium product offers broader network access. Includes fitness
Plan Type	HMO	HMO-POS
Service Area	Arizona: Pima	Arizona: Graham, Pima, Santa Cruz
Premium	\$0	\$19
PCP Copay	\$0	\$20
Specialist Copay	\$35	\$50
Referral Required	Y	N
Inpatient Hospital	\$275 days 1-7	\$280 days 1-7
Outpatient Surgery	\$250	20%
Max Out-of-Pocket	\$2,800	\$6,700
Lab Copay	\$10	\$5
Rx Copays	\$3/\$12/\$45/\$95/33%	\$2/\$8/\$45/\$95/28%
Rx Deductible	\$0 All Tiers	\$225 (T3, T4, & T5 only)
Extra Benefits	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine, Dental Rider Available

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