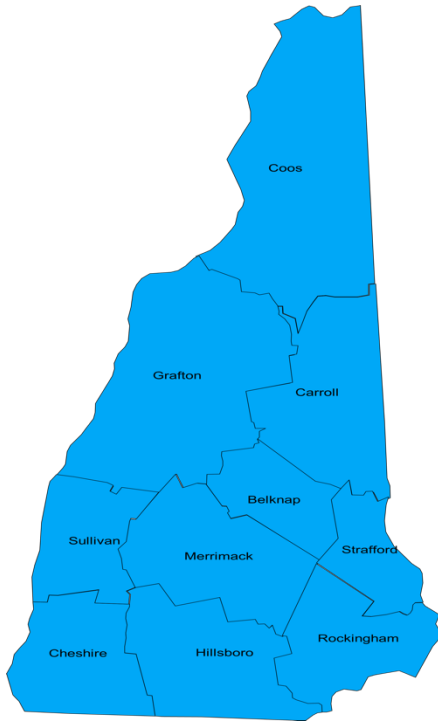


# New Hampshire Market Overview

2018

## New Hampshire

Medicare Advantage 2018 Service Area



● Current Footprint (includes PFFS)

### Market Landscape (UHC 2018 Footprint)

Eligibles (as of 5/1/17)	279,145
YOY Eligible Growth	11.2%
MA Penetration	7.4%
YOY MA Enrollment Growth	30.9%
UHC Market Share	47.8%

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



## Market Highlights

- Strong UnitedHealthcare® and AARP® brand recognition in the area
- Longest tenured MA plan in the market and the only plan focused on growing across all of New England
- Portfolio approach offers choice of lower member cost sharing and coordinated care with HMO products or freedom of choice with an RPPO
- Higher premium plan has rich benefits designed to be attractive to those looking for lower out-of-pocket costs and more predictability
- No referrals required with all HMOs
- 4.0 and 4.5 Star Plans available



## 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
- Removed deductible for Tier 3 on H1944-017
- 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



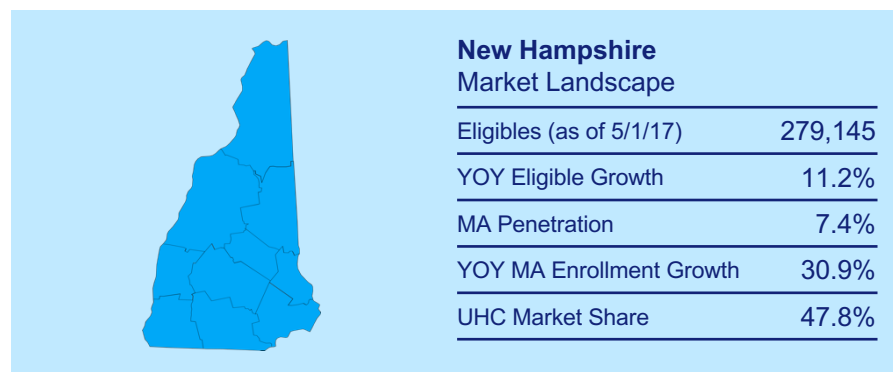
## Provider

- Access to broad network of providers across New England, including Boston teaching hospitals
- Key providers include Dartmouth Hitchcock, St. Joseph's, Portsmouth Hospital, Southern NH Medical Center and Exeter Hospital
- 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



● Current Footprint

# New Hampshire Product Overview

2018

Plan Name	AARP® MedicareComplete® Plan 2	AARP® MedicareComplete® Plan 3	AARP® MedicareComplete Choice®
H-PBP	H1944-017	H1944-019	R5329-001
Plan Highlights	Low premium plan for those shopping for value and comfortable with higher out-of-pocket costs	Higher premium plan with low out-of-pocket costs and rich ancillaries	Higher premium RPPO plan offering statewide choice, low copays and additional ancillaries
Plan Type	HMO	HMO	Regional PPO
Service Area	New Hampshire: Carroll, Cheshire, Coos, Grafton, Hillsborough, Rockingham, Strafford, Sullivan	New Hampshire: Carroll, Cheshire, Coos, Grafton, Hillsborough, Rockingham, Strafford, Sullivan	Maine: Statewide Non-commissionable in Aroostook, Hancock, Piscataquis and Washington) New Hampshire: Statewide
Premium	\$29	\$69	\$83
PCP Copay	\$5	\$0	\$0
Specialist Copay	\$35	\$30	\$25
Referral Required	N	N	N
Inpatient Hospital	\$295 days 1-5	\$250 days 1-7	\$225 days 1-7
Outpatient Surgery	\$295	\$200	\$200
Max Out-of-Pocket	\$5,900	\$3,400	\$3,500
Lab Copay	\$5	\$5	\$5
Rx Copays	\$2/\$10/\$47/\$100/27%	\$2/\$10/\$47/\$100/33%	\$3/\$10/\$45/\$95/33%
Rx Deductible	\$270 (T4 & T5 only)	\$0 All Tiers	\$0 All Tiers
Extra Benefits	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine

Plan designs and service areas described in this document are pending government approval and are subject to change. Benefits reflect pending in-network cost sharing. This information may not be a complete description of benefits. Limitations, copayments, and restrictions may apply. Benefits, premium and/or copayments/coinsurance may change on January 1 of each year. Renew by UnitedHealthcare is not available on all plans. Rx usage based on 2017 year to date claims data. Star ratings are current as of July 2017 and are subject to change in October. Confidential property of UnitedHealth Group. For Agent use only. Not intended for use as marketing material for the general public. Do not distribute, reproduce, edit or delete any portion without the express permission of UnitedHealth Group. ©2017 United HealthCare Services, Inc.

