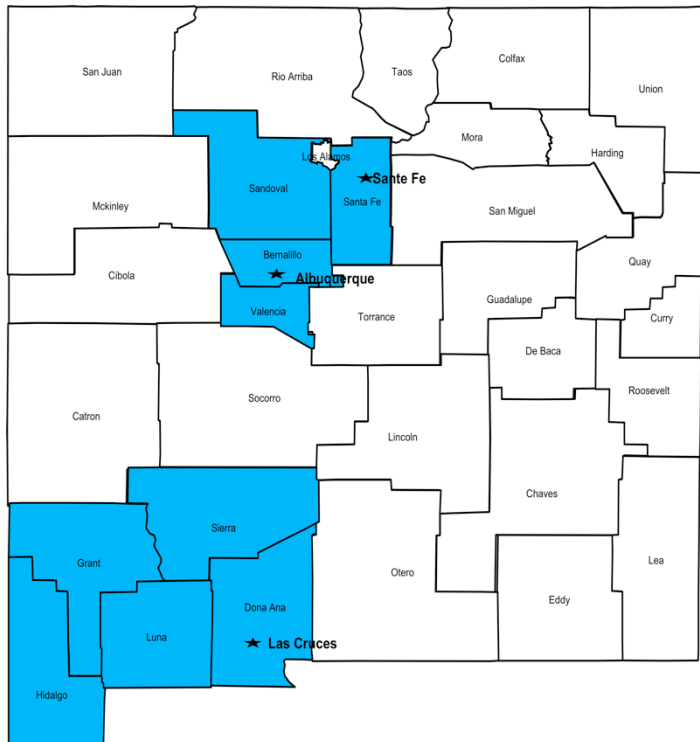


New Mexico Market Overview

2018

New Mexico

Medicare Advantage 2018 Service Area



● Current Footprint

Market Landscape (UHC 2018 Footprint)

Eligibles (as of 5/1/17)	255,778
YOY Eligible Growth	3.8%
MA Penetration	35.8%
YOY MA Enrollment Growth	6.5%
UHC Market Share	25.2%

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

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Market Highlights

- UnitedHealthcare® is invested in Medicare Advantage across the nation including New Mexico
- New for 2018 - \$0 HMO offering in four counties
 - H6526-001: Bernalillo, Sandoval, Valencia
 - H6526-002: Santa Fe
- Portfolio approach with choice of MA plans to meet a variety of different needs
- UnitedHealth Passport® travel benefit great for snowbirds and those who travel
- Fitness benefit available on all plans
- 4.0 and 4.5 Star Plans



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



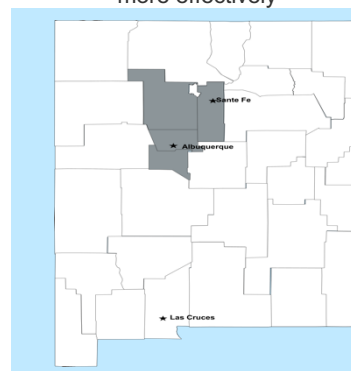
Provider

- Strong provider network with open access through LPPOs H2228-049 and H2228-047 with Lovelace, Davita and St. Vincent's accessed in-network
- Access to popular provider Lovelace network with new HMO H2526-001
- Access to popular provider St. Vincent's network with new HMO H2526-002
- See Provider Directory for complete listing



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



● HMO Expansion

New Mexico Market Landscape

Eligibles (as of 5/1/17)	198,359
YOY Eligible Growth	4.0%
MA Penetration	37.2%
YOY MA Enrollment Growth	5.9%
UHC Market Share	11.8%

New Mexico Product Overview

2018

Plan name	AARP® MedicareComplete®	AARP® MedicareComplete Choice®	AARP® MedicareComplete®	AARP® MedicareComplete Choice®
H-PBP	H6526-002	H2228-049	H6526-001	H2228-047
Plan Highlights	\$0 premium plan for consumers shopping for value and comfortable with higher out-of-pocket costs. Access to St. Vincent's network	Modest premium plan designed for the consumer looking for open network access	\$0 premium plan for consumers shopping for value and comfortable with higher out-of-pocket costs. Access to Lovelace network	Modest premium plan designed for the consumer looking for open network access
Plan Type	HMO	Local PPO	HMO	Local PPO
Service Area	New Mexico: Santa Fe	New Mexico: Santa Fe	New Mexico: Bernalillo, Sandoval, Valencia	New Mexico: Bernalillo, Sandoval, Valencia
Premium	\$0	\$16	\$0	\$16
PCP Copay	\$0	\$10	\$0	\$10
Specialist Copay	\$50	\$40	\$50	\$40
Referral Required	N	N	N	N
Inpatient Hospital	\$325 days 1-5	\$295 days 1-6	\$325 days 1-5	\$295 days 1-6
Outpatient Surgery	\$325	\$295	\$325	\$295
Max Out-of-Pocket	\$5,000	\$3,500	\$5,000	\$3,500
Lab Copay	\$10	\$5	\$10	\$5
Rx Copays	\$2/\$12/\$47/\$100/27%	\$2/\$12/\$47/\$100/27%	\$2/\$12/\$47/\$100/27%	\$2/\$12/\$47/\$100/27%
Rx Deductible	\$300 (T3, T4, & T5 only)	\$300 (T3, T4, & T5 only)	\$300 (T3, T4, & T5 only)	\$300 (T3, T4, & T5 only)
Extra Benefits	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Passport, NurseLine

 New Plan

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