

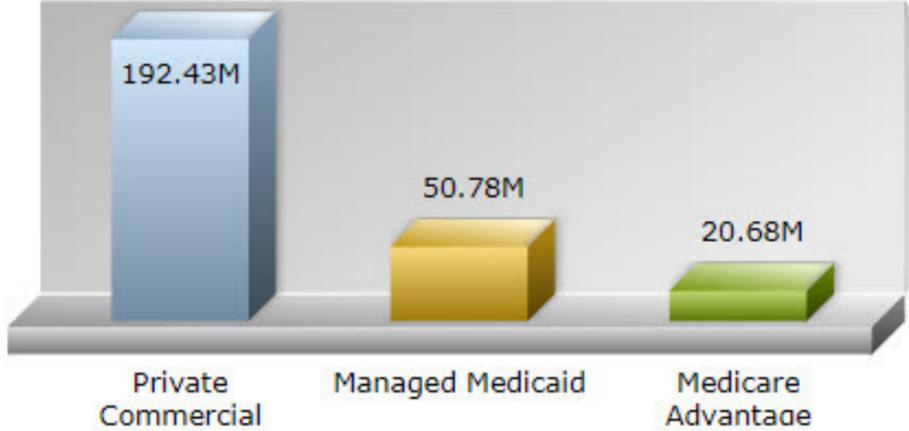


**COUNTY LEVEL ENROLLMENT AND
MARKET SHARE PROVIDING
IMPORTANT LOCAL MARKET
INSIGHTS.**

SIMPLIFYING ANALYSIS OF HEALTH INSURANCE BUSINESS

- County Health Coverage delivers competitive intelligence – enrollment and market share - at local market levels
- Enrollment basis is state-level, statutory financial statements from the National Association of Insurance Commissioners (NAIC) and the California Department of Managed Health Care (CA DMHC)
- Enrollment estimates based on sound logic and in-depth market analysis
- Subscribers also have access to contributory datasets including demographics and labor market statistics
- User-friendly web table design with easy-to-navigate tables and download to Excel
- Interactive heat maps that provide both national and state/county views of membership density, population, insured/uninsured and dual eligible
- Company Market Share by Metro Area

County-level Enrollment Estimates & Market Share

County Enrollment Estimates		State Enrollment Estimates								
<p>Company Market Share by County</p> <p>Enrollment by Product Type by County</p> <p>Insured Demographics by County</p>	<p>Enrollment By Segment as of 2Q18</p>  <table border="1"> <caption>Enrollment By Segment as of 2Q18</caption> <thead> <tr> <th>Segment</th> <th>Enrollment (M)</th> </tr> </thead> <tbody> <tr> <td>Private Commercial</td> <td>192.43M</td> </tr> <tr> <td>Managed Medicaid</td> <td>50.78M</td> </tr> <tr> <td>Medicare Advantage</td> <td>20.68M</td> </tr> </tbody> </table>	Segment	Enrollment (M)	Private Commercial	192.43M	Managed Medicaid	50.78M	Medicare Advantage	20.68M	<p>Company Market Share by State</p> <p>State by Company Market Share</p> <p>Enrollment by Product Type by State</p> <p>Insured Demographics by State</p>
Segment	Enrollment (M)									
Private Commercial	192.43M									
Managed Medicaid	50.78M									
Medicare Advantage	20.68M									
County Maps	Population Demographics	Labor Market Stats								
<p>Company Market Share Maps</p> <p>Market Demographic Maps</p> 	<p>Health Insurance Estimates by County (Census SAHIE)</p> <p>State Health Insurance Profiles</p> <p>Insured Estimates by State</p>	<p>County Employment & Wages</p>								

Query-driven Tables with Easy Download to Excel

Company Market Share - As of June 30, 2018 [County View](#) | [State View](#) | [Metro Area View](#)

Period:

Parent or Company:

State:

County:

Blues:

[? About this Data](#)  [Download](#)

Drag a column header and drop it here to group by that column. When sorting: first click = descending, 2nd click= ascending, 3rd click= no sorting.

Period	State	County	Company	FIPS	Total Private	Private Share	Private Risk	Private ASO	Managed Medicaid	Medicaid Share	Medicare Advantage	Medicare Advantage Share	PDP	PDP Share
2Q18	AK	Anchorage Municipality	OTHER AK TPAS	02020	73,246	19.15 %	0	73,246	0	0.00 %	0	0.00 %	0	0.00 %
2Q18	AK	Anchorage Municipality	PREMERA BLUE CROSS GRP	02020	58,327	15.25 %	42,627	15,700	0	0.00 %	0	0.00 %	0	0.00 %
2Q18	AK	Matanuska-Susitna Borough	OTHER AK TPAS	02170	24,136	6.31 %	0	24,136	0	0.00 %	0	0.00 %	0	0.00 %
2Q18	AK	Fairbanks North Star Borough	OTHER AK TPAS	02090	23,538	6.16 %	0	23,538	0	0.00 %	0	0.00 %	0	0.00 %
2Q18	AK	Anchorage Municipality	AETNA GRP	02020	23,429	6.13 %	3,086	20,343	0	0.00 %	304	36.80 %	928	2.49 %
2Q18	AK	Matanuska-Susitna Borough	PREMERA BLUE CROSS GRP	02170	19,220	5.03 %	14,047	5,173	0	0.00 %	0	0.00 %	0	0.00 %
2Q18	AK	Fairbanks North Star Borough	PREMERA BLUE CROSS GRP	02090	18,744	4.90 %	13,699	5,045	0	0.00 %	0	0.00 %	0	0.00 %

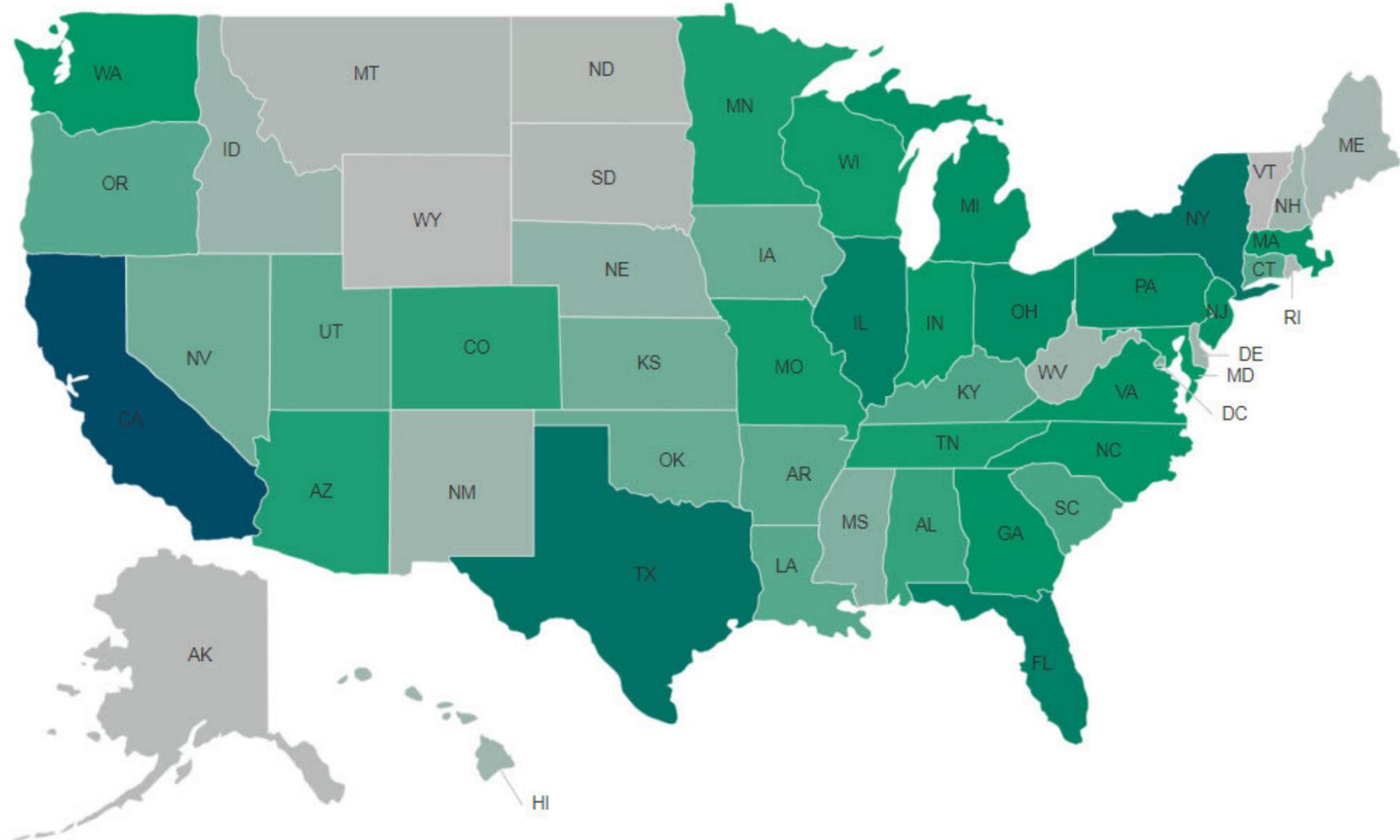
Interactive Heat Maps

Period: 4Q17
 Parent or Company: ALL
 Segment: Private Enrollment
 Blues: ALL

State Enrollment

State	Enrollment
AK	376,020
AL	2,793,337
AR	2,066,234
AZ	3,223,433
CA	25,186,643
CO	3,071,681
CT	2,205,142
DC	1,619,716
DE	824,007
FL	10,757,207
GA	5,435,908
HI	835,637
IA	1,881,142
ID	919,697
IL	10,161,559
IN	3,702,568
KS	1,714,366
KY	2,331,002
LA	2,201,858
MA	5,509,441
MD	4,035,277
ME	716,603
Total	192,714,112

4Q17 Private Enrollment



SUBSCRIPTION TERMS AND OPTIONS:

1 year from start date * Updated quarterly

Single State (5 user seats) * Selective States (5 user seats) * 50 States (5 user seats)

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Mark Farrah Associates (MFA) provides market analysis support for the majority of companies competing for health insurance business today. Our database products include the Health Coverage Portal™, Health Plans USA™, Medicare Business Online™, and Medicare Benefits Analyzer™.

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