



**PROVIDING THE MOST RELIABLE
AND ACCURATE PERFORMANCE
DATA IN THE INDUSTRY.**

SIMPLIFYING ANALYSIS OF HEALTH INSURANCE BUSINESS

- Health Coverage Portal is a complete data solution for health insurance market analysis and competitive intelligence. If you need county-level market share, add County Health Coverage for the latest enrollment estimates by company.
- This powerful online database gives you 24/7 access to membership, market share and financials for every company with health insurance business nationwide.
- Analyze your market position, track competitor performance and evaluate business opportunities segment by segment: Individual; Group Risk; Group ASO; Small Group; Medicare; Medicaid; supplemental & ancillary lines.
- Subscriptions include Medicare Business Online, a user-friendly database of CMS-reported Medicare enrollment & market share.
- Choose the complete, 50-state Portal, subscribe to a single state, or opt for a few states within a region. Subscription content is flexible.
- If you subscribe to a single state or only a few states, add Health Plans USA™ for access to industry-wide company contacts, enrollment and revenues to track industry trends and analyze competitors beyond your core markets.

Simplifying analysis of health insurance business with ...

Data-driven competitive intelligence for strategic planning and market analysis

State and county-level enrollment for companies providing Private, Medicare, Medicaid health coverage

Financial performance data powered by NAIC statutory financial statements (licensed NAIC data redistributor)

Segment-level revenue & expenses, loss ratios, and underwriting gain or loss

Bottom line ... we provide unsurpassed analytic support and reliable data

Query-driven Tables with Easy Download to Excel

Enrollment by Segment | [Parent View](#) | [Plan View](#) | [Parent by State View](#) | [State View](#)

Period:

Parent:

State:

Source:

Company Focus:

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	Parent	Individual	Group	FEHBP	ASO	Medicare	Medicaid	Total Health Enrollment	Health Market Share	MedSupp	Dental	Visi
2Q18	A1C HOLDINGS GRP	0	0	0	0	513	0	513	0.00 %	0	0	
2Q18	ABBASZADEH DENTAL GRP	0	0	0	0	0	0	0	0.00 %	0	496,997	
2Q18	ACCESS SENIOR HEALTH PLAN, INC.	0	0	0	0	0	0	0	0.00 %	0	0	
2Q18	ADVANTAGE CAPITAL GRP	0	0	0	0	0	0	0	0.00 %	17,715	0	
2Q18	ADVANTAGE DENTAL PLAN INC	0	0	0	0	0	0	0	0.00 %	0	935	
2Q18	ADVENTIST HEALTH PLAN, INC.	0	0	0	0	0	0	0	0.00 %	0	0	
2Q18	AEGON US HOLDING GRP	0	4,252	0	0	0	0	4,252	0.00 %	157,407	66,869	
2Q18	AETNA BETTER HEALTH OF CALIFORNIA INC.	0	0	0	0	0	5,997	5,997	0.00 %	0	0	
2Q18	AETNA GRP	114,851	3,280,303	131,066	13,793,000	1,462,570	970,862	19,752,652	7.48 %	663,475	4,935,280	
2Q18	AFLAC GRP	0	0	0	0	0	0	0	0.00 %	14,289	575,374	
2Q18	AHF GRP	0	0	0	0	1,550	1,973	3,523	0.00 %	0	0	
2Q18	AIDS HLTHCARE FOUND	0	0	0	0	0	0	0	0.00 %	0	0	
2Q18	ALAMEDA ALLIANCE FOR HEALTH	0	0	0	0	0	267,639	267,639	0.10 %	0	0	

Market Segment Detail and MLR Indicators

- Financials and enrollment detail from the Supplemental Health Care Exhibit (NAIC)
- Subscribers may compare data across Parent Companies and Plans or view Detail for a particular plan
- Same user-friendly web table design with easy-to-navigate tables and download to excel

Policies, Covered Lives, Groups and Member Months by Plan and State

Year	Line	Item	Indiv Comp	Small Grp Comp	Large Grp Comp	Indiv Mini-Med	Small Grp Mini-Med	Large Grp Mini-Med	Expatriate	Expatriate Small Grp	Expatriate Large Grp	Student Health Plan	Government	Other Business	Other Health
		<input type="text"/>													
2017	1	Number of certificates / policies	8,117,944	6,673,287	18,424,920	23,958	7	678	N/A	1,304	106,744	1,107,290	25,566,722	N/A	74,170,901
2017	2	Number of covered lives	12,066,855	11,761,615	35,308,521	34,629	9	41,710	N/A	1,747	262,773	1,256,010	25,804,182	N/A	191,488,943
2017	3	Number of groups	0	1,116,017	218,385	0	7	388	N/A	193	3,484	1,221	145,391	N/A	1,095,693
2017	4	Member months	157,291,607	142,551,249	423,521,261	433,874	108	501,904	N/A	20,138	3,051,951	13,258,083	309,378,901	N/A	2,256,722,582

Plan by Plan Revenue, Expenses, Preliminary MLRs and other Financials

Line	Item	Indiv Comp	Small Grp Comp	Large Grp Comp	Indiv Mini-Med	Small Grp Mini-Med	Large Grp Mini-Med
2.4	State stop-loss, market stabilization and claim/census based assessments (informational only)	27,728,150.26	107,762,339.29	90,685,063.64	413.00	0.00	-353.00
3	Incurred medical incentive pools and bonuses	268,761,987.83	270,479,856.26	854,924,557.08	0.00	0.00	0.00
4	Deductible fraud and abuse detection recovery expenses (MLR use only)	11,327,901.86	13,026,321.29	29,489,025.06	0.00	0.00	0.00
5	TOTAL INCURRED CLAIMS (Lines 2.1 + 2.2 - 2.3 + 3)	56,910,497,636.40	50,792,493,703.58	154,279,711,192.10	20,718,537.00	-4,967.00	6,381,591.00
5.1	Net assumed less ceded reinsurance claims incurred	-1,119,400,213.86	-1,340,657,019.58	-7,828,530,583.16	-6,090.00	-1,606.00	-217,035.00
5.2	Other adjustments due to MLR calculations - Claims	-190,119,754.00	-182,072,092.46	-226,157,225.00	34,396.00	0.00	0.00
5.3	Rebates paid	90,462,790.39	155,966,128.00	182,479,400.23	4,585,586.00	0.00	4,921,180.00
5.4	Estimated rebates unpaid prior year	110,194,383.94	141,830,160.00	216,672,293.00	2,660,631.00	0.00	5,856,464.00
5.5	Estimated rebates unpaid current year	118,601,325.00	246,295,547.00	290,579,290.00	906,959.00	0.00	4,835,174.00
5.6	Fee-for-service and co-pay revenue	11,123.00	639,807.00	6,431,836.00	0.00	0.00	0.00
5.7	NET INCURRED CLAIMS AFTER REINSURANCE (Lines 5.0 + 5.1 + 5.2 + 5.3 - 5.4 + 5.5 - 5.6)	55,699,836,293.99	49,531,818,051.54	146,472,716,194.17	23,578,755.00	-6,574.00	10,064,451.00
6.1	Improve health outcomes	268,153,119.31	209,735,361.04	605,401,971.19	0.00	0.00	0.00
6.2	Activities to prevent hospital readmissions	70,551,747.57	57,099,784.68	160,093,500.82	0.00	0.00	0.00
6.3	Improve patient safety & reduce medical errors	72,405,238.04	66,875,690.97	171,313,308.72	0.00	0.00	0.00
6.4	Wellness and health promotion activities	123,818,294.97	121,269,004.00	260,492,817.20	0.00	0.00	0.00
6.5	Health Info Tech expenses	85,599,816.43	76,255,764.56	220,414,058.64	0.00	0.00	0.00

Need More Data? Use "Pick & Click" Custom Spreadsheet Builder

[✓ Select All Data Fields](#) |
 [Data Dictionary](#) |
 [? About this Tool](#) |
 [Download to Excel/CSV](#)


ANNUAL AND QUARTERLY HEALTH STATEMENT DATA SELECTS

✓ Net Admitted Assets

- Bonds
- Stocks
- Cash
- Uncollected premiums
- Deferred premiums
- Accrued retrospective premiums
- Health care and other receivables
- Total Assets

✓ Liabilities, Capital & Surplus

- Claims unpaid - Covered
- Claims unpaid - Uncovered
- Claims unpaid - Total
- Total Liabilities
- Total Capital & Surplus (Net Worth)

✓ Revenue

- Net premium income
- Change premium reserves

✓ Expenses

- Hospital/medical benefits
- Other professional services
- Outside referrals
- Emergency room and out-of-area
- Prescription drugs
- Write-ins for other medical expenses
- Incentive pool, withhold adjust, bonus
- Reinsurance recoveries
- Total hospital and medical expenses
- Claims adjustment expenses
- General administrative expenses
- Total administrative expenses
- Increase in reserves for LAH contracts
- Net underwriting gain or loss
- Investment income gain or loss
- Write-ins for other income or expenses
- Net income or loss before federal taxes
- Federal and foreign income taxes

✓ Members & Member Months

- Total members
- Individual members
- Group members
- Medicare supplement members
- Vision only members
- Dental only members
- FEHBP members
- Title XVIII Medicare members
- Title XIX Medicaid members
- Other members
- Total member months
- Individual member months
- Group member months
- Medicare supplement member months
- Vision only member months
- Dental only member months
- FEHBP member months
- Medicare member months

✓ Schedule T - Premiums

- Accident & health premiums
- Title XVIII Medicare premiums
- Title XIX Medicaid premiums
- FEHBP premiums
- Total direct premiums

✓ MFA Ratios & PMPM Values

- Profit margin
- Operating margin
- Admin loss ratio
- Medical loss ratio
- Equity finance ratio
- Risk based capital ratio
- Return on equity
- Return on assets
- Revenue PMPM
- Commercial premiums PMPM
- Medicare premiums PMPM
- FEHBP premiums PMPM
- Title XVIII Medicare premiums PMPM

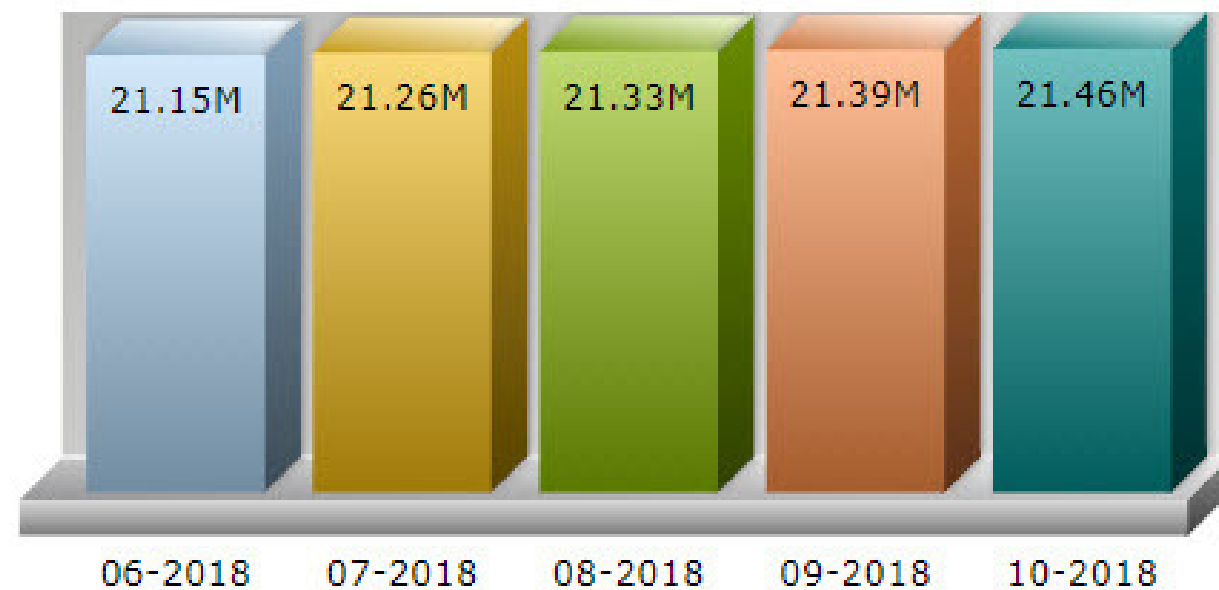
✓ Segment Premiums & Claims

- Total health premiums earned
- Individual health premiums earned
- Group health premiums earned
- Med Supp premiums earned
- Vision only premiums earned
- Dental only premiums earned
- FEHBP premiums earned
- Title XVIII Medicare premiums earned
- Title XIX Medicaid premiums earned
- Other premiums earned
- Total health claims incurred
- Individual health claims incurred
- Group health claims incurred
- Med Supp claims incurred
- Vision only claims incurred
- Dental only claims incurred
- FEHBP claims incurred
- Title XVIII Medicare claims incurred

CMS-reported Managed Medicare Enrollment and Market Share

Track MEDICARE ADVANTAGE and PART D membership by plan

Medicare Business
ONLINE™



COMPETE more effectively for SENIOR MARKET business using the latest product and plan intelligence

Save TIME and MONEY with **Medicare Business Online™** ... MFA processes & uploads CMS data to make it easy for you.

- ✓ Updates within 1-day of CMS release
- ✓ All tables & datasets Downloadable
- ✓ Medicare eligible data and senior market projections

Track month to month enrollment for **Medicare Advantage** and **PDP** nationwide.

- ✓ Competitor and market analysis just got easier
- ✓ Membership trends and market share from 2006 through current
- ✓ County-level, state and parent-level tables
- ✓ Metropolitan Statistical Area Views
- ✓ CMS reports, directories and important notices

PRODUCT FEATURES

- Health insurance data for all U.S. competitors
- Robust database of financials, enrollment & industry ratios
- User-friendly web interface with Download to Excel
- Annual 2006, quarter-to-quarter through subscription term
- Private risk and ASO enrollment
- Segment and Line of Business assessments
- Medicare Advantage enrollment, market share & financials (MBO)
- Medicaid enrollment, market share & financials
- Medicare Supplement enrollment, market share & financials
- NAIC PDF Financial Statements as filed by insurance companies with health insurance business
- (50-state subscribers only)
- Insured and uninsured population statistics
- Labor market statistics
- Ongoing support from our team of experienced analysts

SUBSCRIPTION OPTIONS:

Single State (10 user seats) * Selective States (10 user seats) * 50 States (10 user seats)

50 States (enterprise-wide license) * Optional add-on databases

CALL FOR PRICING

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™.

Call 724-338-4100 to Schedule an Online Demo Today