

2016 exchange market remains in flux: Evolution of carriers and offerings

Findings across 50 states and DC

As of 1.04.2016

CARRIER PARTICIPATION¹

MARKET VIEW

Counting carriers unique at state level

✓ Mix of carriers is continuing to change.

TOTAL 2016 EXCHANGE CARRIERS **315****275**WITHDRAWALS IN 2016 FROM COUNTIES BY STILL PRESENT ELSEWHERE IN STATE²**631**NEW 2106 ENTRANTS TO COUNTIES WITH EXISTING PRESENCE ELSEWHERE IN STATE²

= 10 CARRIERS

CONSUMER VIEW⁴

Counting carriers at a county level

✓ 16% of consumers are seeing an increase in carriers, and nearly half of consumers are seeing a new entrant.

63%

ARE SEEING AN EXIT BY A CARRIER IN THEIR COUNTY

47%

ARE SEEING A NEW ENTRANT IN THEIR COUNTY

40%ARE SEEING A NET DECREASE IN CARRIERS IN THEIR COUNTY³**16%**ARE SEEING A NET INCREASE IN CARRIERS IN THEIR COUNTY³

PLAN OFFERINGS⁵

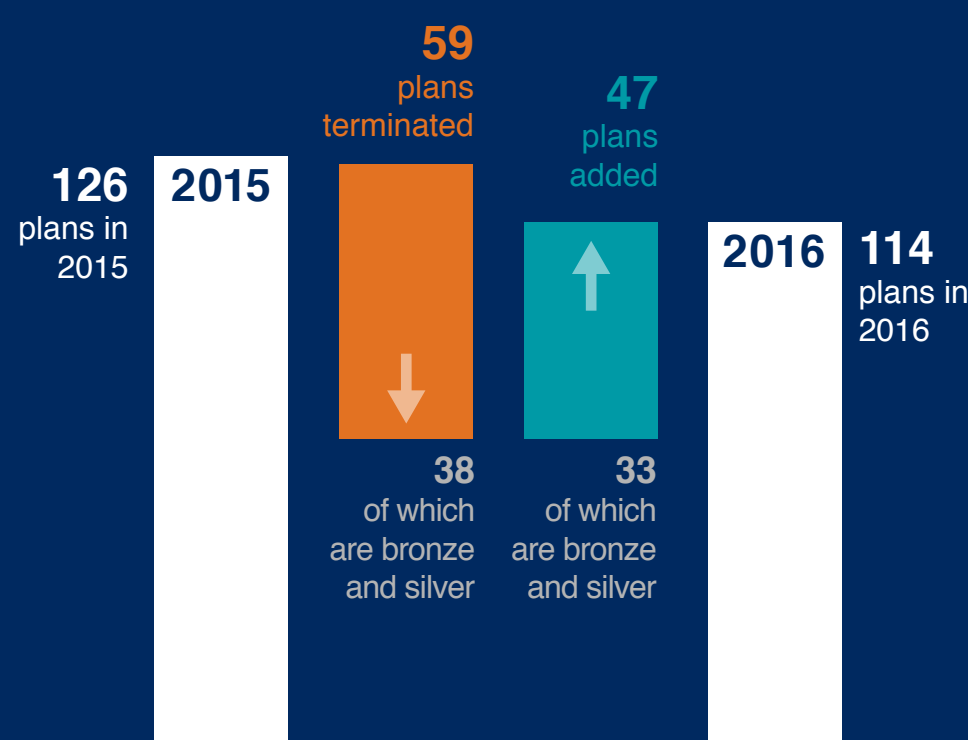
MARKET VIEW

Counting plans at a county level

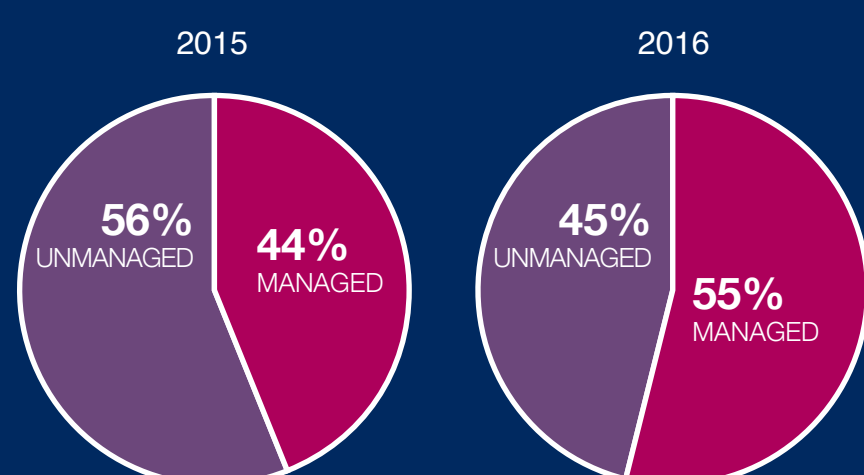
✓ The plan type mix is becoming more managed.

BY PLAN NUMBER

Thousands (000s)



BY PLAN TYPE



CONSUMER VIEW⁴

Counting plans at a county level

✓ Most consumers are seeing less plan choice, although some are seeing more competitively priced options.

BY PLAN NUMBER⁶

▲31%

of consumers are seeing more plans in 2016

▼58%

of consumers are seeing fewer plans in 2016

% SEEING INCREASE IN PLANS BY METAL TIER ▲

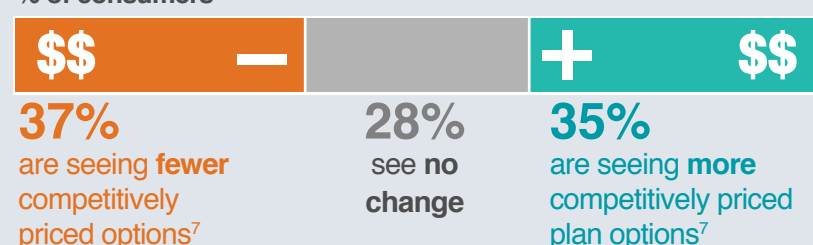


% SEEING DECREASE IN PLANS BY METAL TIER ▼

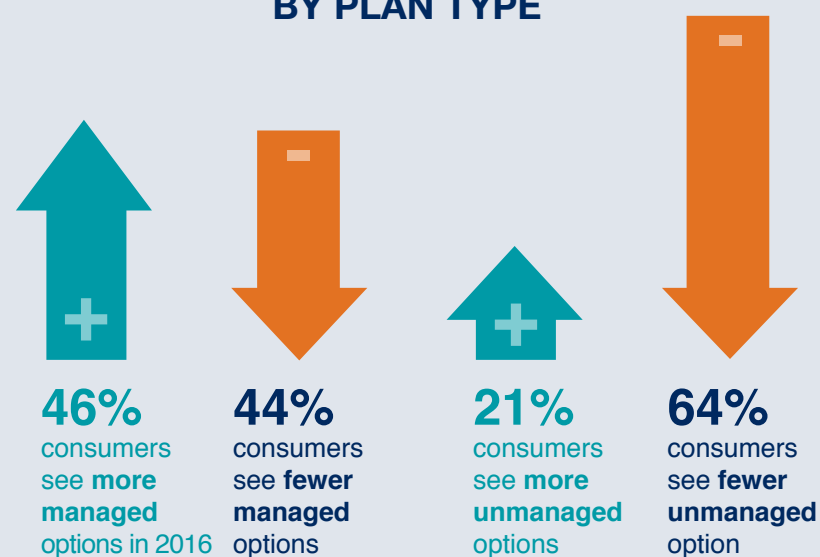


BY SILVER PLAN VALUE⁷

% of consumers



BY PLAN TYPE



BY INCOME LEVEL

✓ The lowest-income consumers are seeing the fewest competitively priced plans.⁷

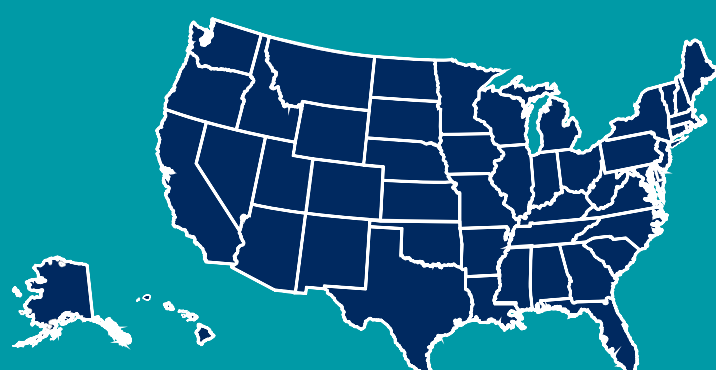
Consumers <200% FPL have, on average, 1.7 competitively priced silver options available to them

Consumers 200-400% FPL have, on average, 3.8 competitively priced silver options available to them

Consumers >400% FPL have, on average 5.1 competitively priced silver options available to them.

METHODOLOGY

The above findings are based on publicly available, approved 2016 individual market exchange rates as displayed on exchanges for all states and DC, compiled within the McKinsey Exchange Offering Database.



1. Carrier is defined as an insurance company
2. Counting carriers unique at county level
3. 43% of QHP eligible are seeing no net change in carriers in their county
4. Consumer defined as all individuals eligible to purchase qualified health plans in the states analyzed
5. Plan is defined as a health insurance offering in which an individual can enroll, offered by a carrier
6. Percentages do not equal 100% as some consumers will see no change in number of plans
7. Competitively priced defined as net premium within 10% of the lowest-price silver plan