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May 2009



Medicaid Risk-based Managed Care: Analysis of Financial Results for 2008





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INTRODUCTION

Risk-based managed care is the current platform from which Medicaid recipients receive healthcare benefits, at least in part, in more than 30 states in the United States. Managed care organizations (MCOs) of all varieties contract with state Medicaid agencies to deliver and manage the healthcare benefits under the Medicaid program in exchange for predetermined capitation revenue.

Most states require that a contracted MCO also be a licensed health maintenance organization (HMO), which includes the requirement to file a statutory annual statement with the state insurance regulator. This statutory HMO annual statement is a standard reporting structure developed and maintained by the National Association of Insurance Commissioners (NAIC) with prescribed definitions allowing comparisons among various reporting entities.

This report summarizes the calendar year (CY) 2008 experience for selected financial metrics of organizations reporting Medicaid (Title XIX) experience. The information was compiled from the reported annual statements.¹ Companies may be excluded from this report if they did not submit an annual statement, if they have less than \$10 million in annual Medicaid (Title XIX) revenue, if they are a specialized behavioral health or community care plan, or if they are omitted from the annual statement software.

The primary purpose of this report is to provide reference and benchmarking information for certain key financial metrics used in the day-to-day analysis of Medicaid MCO financial performance. The financial results are summarized on a composite basis for all reporting MCOs. Additionally, this report explores the differences among various types of MCOs using available segmentation attributes defined from the reported financial statements.

The target audiences of this report include state Medicaid agency and MCO personnel responsible for reviewing and monitoring the financial results of a risk-based managed care program.

The intent is to provide periodic updates to this research as programs change and economic catalysts continue to influence Medicaid programs in the United States.

¹ National Association of Insurance Commissioners Annual Statement Database, as delivered by Highline Data, LLC, a division of Summit Business Media, LLC, all rights reserved.

SUMMARY OF RESULTS

The CY 2008 annual statements for 31 states comprising 140 MCOs were compiled to produce outcomes of key financial metrics for various company groupings. The distribution of results is summarized in this report to allow for user reference and benchmarking purposes.

MCOs reporting \$10 million or more in annual Medicaid (Title XIX) revenue, excluding specialized behavioral health and community care plans, were retained and categorized using certain key attributes. The attributes included the Centers for Medicare & Medicaid Services (CMS) region, annual Medicaid revenue, type of MCO (Medicaid only or Medicaid other), type of MCO (independent or affiliated), MCO financial structure, pharmacy indicator, and underwriting (UW) gain or loss.

The financial metrics include the medical loss ratio (MLR), administrative loss ratio (ALR), underwriting ratio (UW Ratio), and risk-based capital ratio (RBC Ratio). The selected metrics focus primarily on the income statement values of the financial statement, with the exception of the RBC Ratio, which is a capital (or solvency) measure.

Figure 1 summarizes the composite CY 2008 financial results for the 140 companies meeting the criteria selected for this study. The companies represent experience from 31 states with over \$39 billion in revenue.

FIGURE 1

FINANCIAL METRIC	COMPOSITE MEAN	25TH PERCENTILE	50TH PERCENTILE	75TH PERCENTILE
MEDICAL LOSS RATIO (MLR)	87.2%	82.8%	87.3%	90.5%
ADMINISTRATIVE LOSS RATIO (ALR)	11.8%	9.1%	11.8%	14.5%
UW RATIO	1.1%	(1.9%)	1.2%	4.8%
RBC RATIO	462%	298%	395%	521%

1. Values have been rounded.
2. The percentile distributions were developed independently for each metric. As such, the MLR plus ALR plus UW Ratio do not sum to 100%.

Figure 2 summarizes the composite financial results for the most recent five-year period. The companies in each year are not the same; however, the criterion used to select the companies is consistent from year to year.

FIGURE 2

FINANCIAL METRIC	CY 2004	CY 2005	CY 2006	CY 2007	CY 2008
MEDICAL LOSS RATIO (MLR)	87.0%	86.7%	86.3%	87.3%	87.2%
ADMINISTRATIVE LOSS RATIO (ALR)	10.8%	11.6%	12.2%	11.8%	11.8%
UW RATIO	2.2%	1.7%	1.5%	0.8%	1.1%
RBC RATIO	455%	491%	516%	519%	462%

1. Values have been rounded.

The remainder of the report provides the definitions and assumptions used in this analysis as well as additional results for various MCO groupings.

Appendix 1 illustrates the mapping of CMS regions used in various groupings throughout this report.

Appendix 2 provides additional detail with respect to MCO groupings for each of the financial metrics included in this report.

Appendix 3 provides the listing of each MCO as well as the company attributes assumed for purposes of the MCO groupings included in this report.

FINANCIAL METRICS

The financial metrics calculated for purposes of this report included the medical loss ratio (MLR), administrative loss ratio (ALR), underwriting ratio (UW Ratio), and risk-based capital ratio (RBC Ratio). The selected metrics focus primarily on the income statement values of the financial statement, with the exception of the RBC Ratio, which is a capital (or solvency) measure.

The financial metrics selected encompass four of the primary ratios used by MCOs, state Medicaid agencies, and other stakeholders to evaluate the financial performance of a health plan. The metrics are defined in greater detail below.

Medical Loss Ratio (MLR)

Medical loss ratio (MLR) is a common financial metric used to report and benchmark the financial performance of an MCO. The MLR represents the proportion of revenue that was used by the MCO to fund claim expenses. The MLR is stated as a percentage with claim expense in the numerator and premium revenue in the denominator.

In terms of the statutory annual statement, the MLR was defined as follows:

$$\text{MLR} = \frac{\text{Total Hospital and Medical Expenses} + \text{Increase in Reserves for A\&H Contracts}}{\text{Total Revenue}}$$

Where: Total Hospital and Medical Expenses: Title XIX–Medicaid (P.7, L.17, C.8)
 Increase in Reserves for Accident and Health (A&H) Contracts:
 Title XIX–Medicaid (P.7, L.21, C.8)
 Total Revenue: Title XIX–Medicaid (P.7, L.7, C.8)

1. Certain states include pass-through type programs such as franchise fees or provider taxes. These items may or may not be included in the total revenue reported by the MCO because the reporting practices vary among plans. If reported in the total revenue, there should be a corresponding offset amount included in the administrative costs for this as well.

Actuaries and financial analysts use the MLR as a measure of premium adequacy and often compare the resulting MLR to a *target* level. The MLR alone is not sufficient to compare MCO financial results among various states and programs. The target loss ratios (the claim cost included in the premium or capitation rate) vary by state and populations enrolled. Additionally, there may be reporting differences among MCOs as to what is classified as medical expense versus administrative expense.

Administrative Loss Ratio (ALR)

Administrative loss ratio (ALR) is also a common financial metric used to report and benchmark the financial performance of an MCO. The ALR represents the proportion of revenue that was used by the MCO to fund administrative expenses. The ALR is stated as a percentage with administrative expense in the numerator and premium revenue in the denominator.

In terms of the statutory annual statement, the ALR was defined as follows:

$$\text{ALR} = \frac{\text{Claim Adjustment Expenses} + \text{General Administrative Expenses}}{\text{Total Revenue}}$$

Where: Claim Adjustment Expenses: Title XIX–Medicaid (P.7, L.19, C.8)
 General Administrative Expenses: Title XIX–Medicaid (P.7, L.20, C.8)
 Total Revenue: Title XIX–Medicaid (P.7, L.7, C.8)

1. Certain states include pass-through type programs such as franchise fees or provider taxes. These items may or may not be included in the total revenue reported by the MCO because the reporting practices vary among plans. If reported in the total revenue, there should be a corresponding offset amount included in the administrative costs for this as well.

The ALR requires interpretation and considerations similar in nature to the MLR metric outlined above.

Underwriting Ratio

The underwriting ratio (UW Ratio) is the sum of the MLR and the ALR compared to 100%. A positive UW Ratio indicates a gain, while a negative UW Ratio indicates a loss. This financial metric is used to report and benchmark the financial performance of an MCO in consideration of both medical and administrative expenses. The UW Ratio represents the proportion of revenue that was *left over* to fund the MCO's contribution to surplus and profit after funding medical and administrative expenses. The UW Ratio is stated as a percentage with total underwriting gain or loss in the numerator and premium revenue in the denominator.

In terms of the statutory annual statement, the UW Ratio was defined as follows:

$$\text{UW Ratio} = \frac{\text{Net Underwriting Gain or (Loss)}}{\text{Total Revenue}}$$

Where: Net Underwriting Gain or (Loss): Title XIX–Medicaid (P.7, L.24, C.8)
Total Revenue: Title XIX–Medicaid (P.7, L.7, C.8)

1. Certain states include pass-through type programs such as franchise fees or provider taxes. These items may or may not be included in the total revenue reported by the MCO because the reporting practices vary among plans. If reported in the total revenue, there should be a corresponding offset amount included in the administrative costs for this as well.

The UW Ratio is focused on the income from operations and excludes consideration of investment income and income taxes. The UW Ratio requires interpretation and considerations similar in nature to the MLR and ALR metrics outlined above.

Risk-based Capital Ratio (RBC Ratio)

The Risk-based capital ratio (RBC Ratio) is a financial metric used by many insurance regulators to monitor the solvency of the MCOs. The RBC Ratio represents the proportion of the required minimum capital that is held by the MCO as of a specific date (the end of the financial reporting period). The RBC Ratio is stated as a percentage or a ratio with total adjusted capital (TAC) in the numerator and authorized control level (ACL) in the denominator.

The National Association of Insurance Commissioners (NAIC) prescribes a specific formula to develop both the TAC and the ACL. Further, the MCO is subjected to various action levels based on the resulting RBC Ratio as follows:

- Company action level (TAC is between 150% and 200% of the ACL RBC)
- Regulatory action level (TAC is between 100% and 150% of the ACL RBC)
- Authorized control level (TAC is between 70% and 100% of the ACL RBC)
- Mandatory control level (TAC less than 70% of the ACL RBC)

Further details and discussion of the RBC requirements may be found at the NAIC Web site (www.naic.org).

In terms of the statutory annual statement, the RBC Ratio was defined as follows:

$$\text{RBC Ratio} = \frac{\text{Total Adjusted Capital}}{\text{Authorized Control Level}}$$

Where: Total Adjusted Capital: Total Adjusted Capital–Current Year (P.29, L.14, C.1)
Authorized Control Level: Authorized Control Level–Current Year (P.29,L.15, C.1)

1. The RBC Ratio is not unique to the Medicaid Title XIX line of business as it is calculated at the company level. Therefore, companies reporting non-Medicaid business will reflect composite RBC Ratios for all lines of business within the reported legal entity.

MCO GROUPING

MCOs reporting \$10 million or more in annual Medicaid (Title XIX) revenue, excluding specialized behavioral health and community care plans, were retained and categorized using certain key attributes. The attributes included the CMS region, annual Medicaid revenue, type of MCO (Medicaid only or Medicaid other), type of MCO (independent or affiliated), MCO financial structure, pharmacy indicator, and UW gain or loss.

The MCO groupings selected encompass plan characteristics that were available on the reported financial statements and may be expected to exhibit differing results for the selected financial metrics. The groupings are defined in greater detail below.

CMS Region

Healthcare delivery and premium revenue are believed to vary by geographic location. As such, it may be inferred that at least some portion of the financial results for an MCO are correlated to the geographic area in which the MCO is operating.

This report includes an MCO grouping representing the geographic segmentation of MCOs. The region was defined using the Centers for Medicare and Medicaid Services (CMS) regional definitions. These definitions were taken from the CMS Web site (www.cms.hhs.gov). The region grouping is not the specific level at which premiums or capitations are established, however, and this could diminish the value of correlation among financial results at this grouping level.

FIGURE 3 (CMS REGION)

CMS REGION	N	MLR	ALR	UW RATIO	RBC RATIO
REGION 1	6	89.9%	8.0%	2.1%	574%
REGION 2	17	89.2%	12.0%	(1.2%)	509%
REGION 3	22	89.6%	10.5%	(0.1%)	420%
REGION 4	20	84.2%	14.7%	1.1%	271%
REGION 5	40	87.4%	11.4%	1.2%	417%
REGION 6	17	84.1%	13.1%	2.8%	363%
REGION 7	7	83.9%	8.9%	7.2%	397%
REGION 8	1	101.2%	12.7%	(13.9%)	368%
REGION 9	4	90.9%	10.4%	(1.3%)	641%
REGION 10	6	84.2%	14.0%	1.8%	769%

Note: The observed differences among the mean values were not determined to be statistically significant, except as follows:

- The difference between the mean ALR values for Region 3 and 4 is statistically significant.
- The difference between the mean UW Ratio values for Region 5 and 10 is statistically significant.
- The difference between the mean RBC Ratio values for Region 1 and 4 is statistically significant.
- The difference between the mean RBC Ratio values for Region 9 and 4 is statistically significant.
- The difference between the mean RBC Ratio values for Region 9 and 6 is statistically significant.

The state in which the MCO is incorporated (State of Domicile) was considered for segmentation purposes because the combination of MCO and State of Domicile is the finest level of detail available for reporting the statutory annual statement values. The state level is also the level at which the premiums are calculated, ignoring populations enrolled, intra-state regions, and other premium rating characteristics. As such, the resulting financial performance for MCOs within a state may be thought to be correlated in some way given the homogenous program characteristics and premium rating methodology. However, the State of Domicile, in certain cases, may contain only a limited number of data points from which to compile reasonable results.

Annual Medicaid Revenue

The annual revenue under which the MCO operates may be a contributing factor to the resulting financial performance metrics summarized in this report. Administrative expense percentages are believed to vary based on MCO size because of fixed and variable expense structures. Additionally, claim volume may also dictate the amount of leverage an MCO has in negotiations with providers regarding reimbursement levels.

The drawback of developing conclusions based on annual Medicaid revenue is that often MCOs, at the organization or parent company level, are larger than the Medicaid revenue they report in a given state program. The business in other programs such as Medicare and commercial or business in other states may provide the economies of scale to spread costs and create efficiencies. This distinction is not included in this report as each MCO and state was assumed to be an independent data point.

FIGURE 4 (ANNUAL MEDICAID REVENUE)

ANNUAL MEDICAID REVENUE	N	MLR	ALR	UW RATIO	RBC RATIO
\$10 TO \$50 MILLION	23	91.9%	12.7%	(4.6%)	556%
\$50 TO \$100 MILLION	29	86.5%	12.1%	1.4%	548%
\$100 TO \$250 MILLION	29	86.9%	10.9%	2.2%	491%
MORE THAN \$250 MILLION	59	87.1%	11.9%	1.0%	411%

Note: The observed differences among the mean values were not determined to be statistically significant, except as follows:

- The difference between the mean UW Ratio for the \$10 to \$50 million group and the other revenue categories is statistically significant.

The results shown in Figure 4 indicate that the \$10 to \$50 million category does exhibit values less favorable than the larger revenue categories. This may be attributable, in part, to the more limited economies of scale and administrative expense allocation capabilities of the smaller MCOs.

Type of MCO (Medicaid only or Medicaid other)

MCOs participating in Medicaid managed care programs may be a Medicaid-only plan or may participate in programs other than Medicaid. The purpose of this segmentation is to review the results of plans that are only focused on Medicaid programs as opposed to a more diverse product offering.

Medicaid other refers to any MCO reporting \$10 million or more of Medicaid revenue, but also reporting other lines of business making up more than 10% of the total revenue.

FIGURE 5 (MCO TYPE)

MCO TYPE	N	MLR	ALR	UW RATIO	RBC RATIO
MEDICAID ONLY	57	86.7%	11.7%	1.6%	350%
MEDICAID OTHER	83	87.6%	11.9%	0.5%	493%

Note: The observed differences among the mean values were not determined to be statistically significant, except as follows:

- The difference among the mean MLR values is statistically significant.

The annual statements of MCOs are reported at the legal entity level. Many MCOs create separate legal entities for the Medicaid line of business. This practice complicates a comparison of Medicaid-only and other Medicaid MCOs in that a Medicaid-only MCO may be a subsidiary of a larger parent organization.

Type of MCO (Independent or Affiliated)

The complications with the definitions of legal entities described above can be mitigated somewhat by using parent company information for the MCO legal entity located on the jurat page of the annual statement.

Many researchers and analysts believe that an MCO that is affiliated with a larger organization will benefit from administrative efficiencies and other economies of scale because of their resource-sharing and overhead allocation capabilities. The economies of scale could also extend to claim items such as national prescription benefit management (PBM) contracts or stop-loss reinsurance contracts.

FIGURE 6 (MCO AFFILIATION TYPE)

MCO AFFILIATION TYPE	N	MLR	ALR	UW RATIO	RBC RATIO
INDEPENDENT	39	88.1%	9.9%	2.0%	512%
AFFILIATED	101	86.9%	12.2%	0.8%	447%

Note: The observed differences among the mean values were not determined to be statistically significant.

The results shown in Figure 6 do not indicate that MCOs that are affiliated with a larger organization experience ALR values that are, on average, lower than the independent MCOs. To the contrary, the results indicate a higher average ALR for MCOs that are affiliated with a larger organization. The mean MLR, however, is lower for affiliated MCOs.

MCO Financial Structure (stock, nonprofit, BCBS)

The MCO financial structure was defined using the company type found on the jurat page of the annual statement. The segmentation of the financial structure includes stock, nonprofit, and Blue Cross Blue Shield (BCBS) MCOs.

The financial structure of an MCO is thought by some to be correlated to its resulting financial performance. For example, stock companies could be assumed to require higher UW Ratios to provide a greater return on investment for shareholders while nonprofit companies may be generally focused on *breakeven* results as long as there is sufficient contribution to surplus to allow for ongoing research and development as well as other capital initiatives.

FIGURE 7 (MCO FINANCIAL STRUCTURE)

FINANCIAL STRUCTURE	N	MLR	ALR	UW RATIO	RBC RATIO
STOCK	101	86.7%	12.1%	1.2%	374%
NONPROFIT	31	88.2%	10.5%	1.3%	568%
BCBS	8	90.7%	10.8%	(1.5%)	545%

Note: The observed differences among the mean values were not determined to be statistically significant, except as follows:

- The difference between the mean MLR values for stock MCOs and nonprofit MCOs is statistically significant.
- The difference between the mean RBC Ratio values for stock MCOs and the other MCO financial structures is statistically significant.

The results shown in Figure 7 indicate that the stock companies exhibit a lower MLR and a higher ALR compared to the other financial structures. The RBC Ratios indicate a mean value that is lower for stock companies. This appears intuitive in that the nonprofit companies may retain more of their earnings and thus have an increased capital level as compared to stock companies that may release capital in the form of dividends or stock repurchase initiatives.

Pharmacy Indicator

Pharmacy benefits typically make up approximately 15% to 30% of the total claim cost for Medicaid beneficiaries enrolled in managed care. Certain states include pharmacy within the capitation rate while others carve this and potentially other services out of the capitation agreement and make separate arrangements for their payment.

The purpose of reporting the financial results of programs with or without pharmacy benefits in the capitation rates is due to the potential impact of the unique administrative structure of the pharmacy benefits.

FIGURE 8 (PHARMACY INDICATOR)

PHARMACY INDICATOR	N	MLR	ALR	UW RATIO	RBC RATIO
PHARMACY INCLUDED	98	87.1%	11.8%	1.1%	454%
PHARMACY EXCLUDED	42	87.5%	11.6%	0.9%	477%

Note: The observed differences among the mean values were not determined to be statistically significant.

As indicated in Figure 8, the MLR and ALR are not significantly different for plans that carve-in pharmacy as compared to plans that carve-out pharmacy.

Reported Gain or Loss

It is intuitive that the financial results for MCOs reporting an underwriting gain would be more favorable than the financial results for MCOs reporting an underwriting loss. This segmentation is intended to review the resulting MLR or ALR values and determine whether one had a stronger contribution to the gain or loss position as compared to the other.

FIGURE 9 (MCO GAIN/LOSS)

MCO GAIN / (LOSS)	N	MLR	ALR	UW RATIO	RBC RATIO
REPORTED A GAIN	87	84.7%	11.7%	3.6%	444%
REPORTED A LOSS	53	91.4%	12.0%	(3.4%)	483%

Note: The observed differences among the mean UW Ratio values for this MCO grouping are different by definition. The differences among the mean MLR and ALR values were not subjected to significance testing because of their interdependence with the UW Ratio.

As observed in Figure 9, the mean value of the MLR appears to be the primary driver of the resulting gain or loss position. The ALR mean values are relatively consistent, on average, among plans that reported a gain to those that reported a loss.

Statistical Significance of Results

The results presented in this report include the average (or mean) value of observations for various MCO groupings for CY 2008. The differences among groupings were tested to determine whether they represent statistically significant differences.

Each MCO and state combination was considered a data point. The total number of data points for CY 2008 was equal to 140. The MCOs were segmented by plan characteristics, which were believed to contribute to the resulting financial metrics outlined in this report. Each resulting mean value was tested to determine the statistical significance of the variation between company groupings. The statistical significance was estimated using a combination of the standard t-test (for groupings with only two classes) and Tukey's test for honestly significant differences (HSD) (for groupings with more than two classes).

The results of the statistical significance testing indicate that not all of the differences observed among the mean values are significant at a 95% confidence level. However, there are certain groupings that exhibited statistical significance as noted in each specific section. Additionally, the results observed, even if not determined to be statistically significant, are still of value to interested parties for reference and benchmarking purposes.

CONCLUSION

Risk-based managed care represents a large portion of total Medicaid expenditures for CY 2008 and the growth will likely continue. MCOs are an integral part of this delivery system and their financial results will help us understand the sustainability of risk-based managed care.

The results provide reference and benchmarking information for certain key financial metrics used in the day-to-day analysis of Medicaid MCO financial performance. The results observed for the MCOs were volatile in nature and do not suggest strong correlations to various MCO characteristics selected for this study. However, the averages among groupings do suggest certain potential variances that are due to MCO grouping, which may be of value in certain instances.

It will be important to monitor the results over time as the world of healthcare finance continues to evolve and poses new challenges.

LIMITATIONS AND DATA RELIANCE

The results contained in this report were compiled using data and information obtained from the statutory annual statements for Medicaid MCOs filed with the respective state insurance regulators. The annual statements were retrieved as of April 24, 2009, from the online database. In addition to the limiting criteria used to select companies in this report, certain MCOs may be omitted from this report because of the timing of the annual statement submission or their exclusion from the online database. The information was relied upon as reported and without audit. To the extent that the data reported contained material errors or omissions, the values contained within this report would likewise contain similar reporting errors.

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ABOUT THE AUTHOR

Jeremy Palmer is an actuary with the Indianapolis office of Milliman and is a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries. Mr. Palmer joined Milliman in 2004 and currently has over 12 years of healthcare-related actuarial experience.

Mr. Palmer has developed an expertise in the financial forecasting, pricing, reporting, and reserving of all types of health insurance, including Medicaid and commercial populations. Much of Mr. Palmer's experience is focused on Medicaid managed care consulting for both state Medicaid programs and Medicaid managed care plans in nine states.

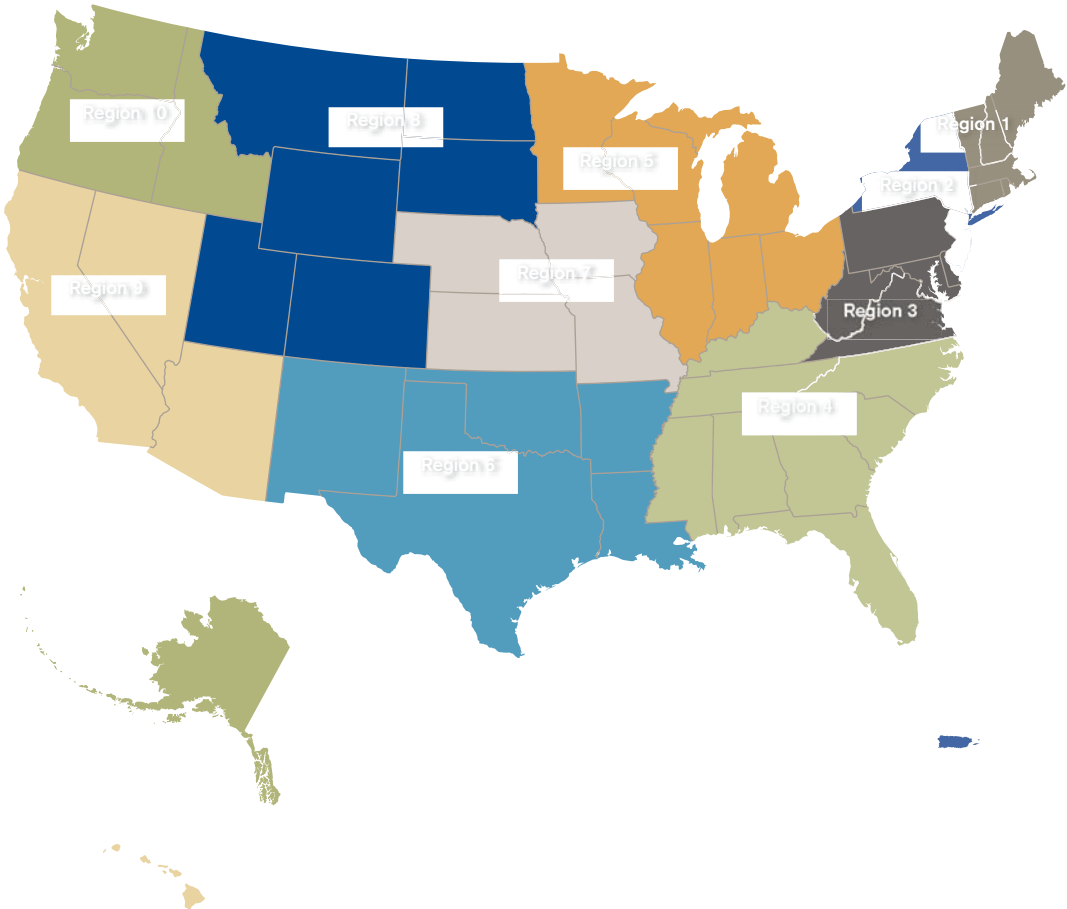
ACKNOWLEDGEMENTS

The author gratefully acknowledges John D. Meerschaert, FSA, MAAA, Principal and Consulting Actuary in the Milwaukee office of Milliman for his peer review and comments during the writing of this report.

Additionally, the author expresses gratitude to Sheamus K. Parkes and Teye M. Morton of the health actuarial staff in the Indianapolis office of Milliman for their data mining and statistical support during the writing of this report.

APPENDIX 1

CMS REGIONS



APPENDIX 2

MEDICAL LOSS RATIO – CY 2008 RESULTS

MCO GROUPING	CATEGORY	N	MEAN	PERCENTILE				
				10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	140	87.2%	78.9%	82.8%	87.3%	90.5%	97.1%
CMS REGION	REGION 1	6	89.9%	88.7%	89.5%	89.8%	90.2%	91.2%
	REGION 2	17	89.2%	84.5%	87.6%	90.0%	94.2%	100.9%
	REGION 3	22	89.6%	79.7%	82.4%	87.2%	93.9%	96.4%
	REGION 4	20	84.2%	78.7%	82.2%	84.1%	89.0%	93.7%
	REGION 5	40	87.4%	76.7%	83.0%	86.7%	89.2%	92.0%
	REGION 6	17	84.1%	78.0%	80.4%	85.2%	88.6%	94.4%
	REGION 7	7	83.9%	81.0%	81.5%	84.8%	85.8%	87.3%
	REGION 8	1	101.2%	101.2%	101.2%	101.2%	101.2%	101.2%
	REGION 9	4	90.9%	89.9%	90.2%	90.4%	92.2%	95.4%
	REGION 10	6	84.2%	76.9%	80.4%	85.5%	90.2%	129.4%
ANNUAL REVENUE	\$10 TO \$50 MILLION	23	91.9%	75.1%	82.0%	90.1%	98.3%	106.4%
	\$50 TO \$100 MILLION	29	86.5%	77.9%	81.3%	85.8%	90.6%	97.0%
	\$100 TO \$250 MILLION	29	86.9%	79.2%	85.0%	88.3%	90.0%	91.2%
	MORE THAN \$250 MILLION	59	87.1%	80.6%	83.7%	86.6%	89.9%	93.0%
MCO TYPE	MEDICAID ONLY	57	86.7%	79.0%	82.1%	85.7%	89.4%	92.2%
	MEDICAID OTHER	83	87.6%	78.8%	83.5%	88.4%	92.2%	99.3%
MCO AFFILIATION TYPE	INDEPENDENT	39	88.1%	78.3%	83.0%	88.0%	90.3%	94.6%
	AFFILIATED	101	86.9%	79.4%	82.8%	86.9%	90.8%	97.3%
MCO FINANCIAL STRUCTURE	STOCK	101	86.7%	77.7%	82.2%	86.3%	89.6%	95.0%
	NONPROFIT	31	88.2%	81.6%	84.7%	89.5%	91.9%	98.4%
	BCBS	8	90.7%	88.2%	90.2%	90.8%	95.1%	102.7%
PHARMACY INDICATOR	INCLUDED	98	87.1%	80.0%	83.3%	87.7%	90.5%	95.1%
	EXCLUDED	42	87.5%	76.0%	81.0%	86.4%	91.7%	98.3%
GAIN/(LOSS) POSITION	REPORTED A GAIN	87	84.7%	77.1%	80.8%	84.4%	87.8%	89.9%
	REPORTED A LOSS	53	91.4%	85.9%	88.7%	91.4%	96.4%	102.3%

ADMINISTRATIVE LOSS RATIO – CY 2008 RESULTS

MCO GROUPING	CATEGORY	N	MEAN	PERCENTILE				
				10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	140	11.8%	7.0%	9.1%	11.8%	14.5%	17.1%
CMS REGION	REGION 1	6	8.0%	7.4%	8.6%	8.9%	11.6%	12.6%
	REGION 2	17	12.0%	7.6%	9.8%	13.1%	14.7%	16.3%
	REGION 3	22	10.5%	5.6%	6.7%	10.7%	13.8%	16.8%
	REGION 4	20	14.7%	9.6%	12.0%	14.3%	17.3%	18.9%
	REGION 5	40	11.4%	7.4%	9.0%	10.6%	13.8%	16.6%
	REGION 6	17	13.1%	9.8%	10.2%	11.1%	13.8%	16.1%
	REGION 7	7	8.9%	7.3%	7.8%	11.0%	12.1%	12.9%
	REGION 8	1	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%
	REGION 9	4	10.4%	4.3%	6.6%	8.9%	12.2%	16.3%
	REGION 10	6	14.0%	12.1%	13.5%	14.8%	15.3%	15.6%
ANNUAL REVENUE	\$10 TO \$50 MILLION	23	12.7%	6.7%	10.0%	13.7%	16.4%	18.4%
	\$50 TO \$100 MILLION	29	12.1%	7.0%	9.8%	11.9%	14.0%	16.4%
	\$100 TO \$250 MILLION	29	10.9%	7.3%	8.3%	10.8%	12.9%	16.3%
	MORE THAN \$250 MILLION	59	11.9%	7.1%	9.2%	11.9%	14.4%	16.6%
MCO TYPE	MEDICAID ONLY	57	11.7%	7.4%	9.4%	12.1%	14.9%	17.7%
	MEDICAID OTHER	83	11.9%	7.0%	8.8%	11.7%	14.3%	16.5%
MCO AFFILIATION TYPE	INDEPENDENT	39	9.9%	6.9%	8.4%	10.9%	13.3%	15.2%
	AFFILIATED	101	12.2%	7.0%	9.4%	12.3%	15.1%	17.4%
MCO FINANCIAL STRUCTURE	STOCK	101	12.1%	7.2%	9.6%	12.3%	14.8%	17.2%
	NONPROFIT	31	10.5%	6.6%	8.3%	10.6%	14.0%	16.5%
	BCBS	8	10.8%	7.6%	7.8%	8.5%	12.9%	14.2%
PHARMACY INDICATOR	INCLUDED	98	11.8%	7.0%	8.5%	12.0%	14.3%	17.1%
	EXCLUDED	42	11.6%	7.6%	9.9%	11.7%	14.9%	16.9%
GAIN/(LOSS) POSITION	REPORTED A GAIN	87	11.7%	7.1%	8.9%	11.2%	13.4%	16.0%
	REPORTED A LOSS	53	12.0%	6.7%	9.4%	13.4%	15.9%	18.2%

UNDERWRITING RATIO - CY 2008 RESULTS								
MCO GROUPING	CATEGORY	N	MEAN	PERCENTILE				
				10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	140	1.1%	(8.7%)	(1.9%)	1.2%	4.8%	8.7%
CMS REGION	REGION 1	6	2.1%	(1.8%)	(1.1%)	0.4%	1.3%	2.8%
	REGION 2	17	(1.2%)	(14.4%)	(8.2%)	(1.3%)	1.3%	3.8%
	REGION 3	22	(0.1%)	(6.5%)	(1.4%)	0.2%	6.1%	8.0%
	REGION 4	20	1.1%	(11.4%)	(3.0%)	1.5%	3.4%	8.8%
	REGION 5	40	1.2%	(4.1%)	(0.2%)	2.4%	5.6%	9.3%
	REGION 6	17	2.8%	(5.7%)	0.2%	2.7%	5.8%	8.5%
	REGION 7	7	7.2%	2.3%	2.8%	4.5%	7.1%	9.5%
	REGION 8	1	(13.9%)	(13.9%)	(13.9%)	(13.9%)	(13.9%)	(13.9%)
	REGION 9	4	(1.3%)	(6.1%)	(2.4%)	(0.3%)	0.2%	1.1%
	REGION 10	6	1.8%	(44.5%)	(4.2%)	1.0%	5.7%	9.2%
ANNUAL REVENUE	\$10 TO \$50 MILLION	23	(4.6%)	(23.1%)	(12.3%)	(1.5%)	6.0%	12.4%
	\$50 TO \$100 MILLION	29	1.4%	(7.0%)	(0.8%)	1.6%	6.5%	9.9%
	\$100 TO \$250 MILLION	29	2.2%	(5.0%)	(0.9%)	2.2%	4.5%	8.7%
	MORE THAN \$250 MILLION	59	1.0%	(4.4%)	(0.8%)	1.1%	4.2%	6.1%
MCO TYPE	MEDICAID ONLY	57	1.6%	(4.0%)	(0.8%)	2.3%	5.5%	8.7%
	MEDICAID OTHER	83	0.5%	(12.3%)	(3.0%)	0.9%	4.0%	8.7%
MCO AFFILIATION TYPE	INDEPENDENT	39	2.0%	(6.5%)	(1.0%)	1.4%	6.3%	10.8%
	AFFILIATED	101	0.8%	(9.5%)	(2.0%)	1.1%	4.6%	7.3%
MCO FINANCIAL STRUCTURE	STOCK	101	1.2%	(6.4%)	(1.3%)	1.5%	5.0%	8.7%
	NONPROFIT	31	1.3%	(14.9%)	(2.1%)	0.4%	4.4%	9.6%
	BCBS	8	(1.5%)	(11.3%)	(7.2%)	(0.9%)	1.0%	1.7%
PHARMACY INDICATOR	INCLUDED	98	1.1%	(8.5%)	(1.8%)	1.1%	4.3%	7.5%
	EXCLUDED	42	0.9%	(9.7%)	(2.0%)	1.5%	6.3%	10.8%
GAIN/(LOSS) POSITION	REPORTED A GAIN	87	3.6%	0.8%	1.5%	3.9%	6.7%	10.3%
	REPORTED A LOSS	53	(3.4%)	(16.3%)	(9.0%)	(3.6%)	(1.0%)	(0.3%)

RISK BASED CAPITAL RATIO – CY 2008 RESULTS

MCO GROUPING	CATEGORY	N	MEAN	PERCENTILE				
				10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	138	462%	187%	298%	395%	521%	747%
CMS REGION	REGION 1	6	574%	380%	400%	486%	692%	878%
	REGION 2	17	509%	187%	313%	434%	533%	780%
	REGION 3	22	420%	198%	300%	475%	595%	660%
	REGION 4	18	271%	71%	161%	278%	406%	458%
	REGION 5	40	417%	250%	316%	384%	467%	688%
	REGION 6	17	363%	220%	296%	342%	451%	554%
	REGION 7	7	397%	270%	333%	396%	440%	498%
	REGION 8	1	368%	368%	368%	368%	368%	368%
	REGION 9	4	641%	457%	630%	832%	962%	1,004%
	REGION 10	6	769%	241%	378%	462%	706%	849%
ANNUAL REVENUE	\$10 TO \$50 MILLION	23	556%	99%	213%	301%	462%	695%
	\$50 TO \$100 MILLION	29	548%	146%	292%	436%	586%	827%
	\$100 TO \$250 MILLION	29	491%	259%	345%	409%	537%	824%
	MORE THAN \$250 MILLION	57	411%	232%	310%	394%	474%	602%
	MCO TYPE	MEDICAID ONLY	56	350%	195%	290%	386%	442%
	MEDICAID OTHER	82	493%	193%	302%	414%	550%	751%
MCO AFFILIATION TYPE	INDEPENDENT	39	512%	157%	265%	401%	543%	804%
	AFFILIATED	99	447%	215%	309%	395%	508%	733%
MCO FINANCIAL STRUCTURE	STOCK	99	374%	175%	272%	368%	487%	627%
	NONPROFIT	31	568%	258%	341%	425%	560%	864%
	BCBS	8	545%	372%	448%	543%	723%	799%
PHARMACY INDICATOR	INCLUDED	96	454%	164%	302%	395%	506%	768%
	EXCLUDED	42	477%	220%	295%	382%	526%	637%
GAIN/(LOSS) POSITION	REPORTED A GAIN	85	444%	218%	335%	420%	510%	685%
	REPORTED A LOSS	53	483%	168%	249%	329%	511%	796%

APPENDIX 3

MCO GROUPING ASSUMPTIONS - 2008

STATE	MCO	CMS REGION	ANNUAL REVENUE (\$ MILLIONS)	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
COLORADO	HMO COLORADO INC	REGION 8	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
DELAWARE	COVENTRY HEALTH CARE OF DE INC	REGION 3	\$ 10-50	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
DISTRICT OF COLUMBIA	AMERIGROUP MD INC	REGION 3	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
DISTRICT OF COLUMBIA	DC CHARTERED HEALTH PLAN INC	REGION 3	\$ 100-250	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
DISTRICT OF COLUMBIA	HEALTH RIGHT INC	REGION 3	\$ 10-50	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
DISTRICT OF COLUMBIA	UNISON HLTH PLAN OF THE CAPITAL AREA	REGION 3	\$ 10-50	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	AMERIGROUP FL INC	REGION 4	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	CITRUS HEALTH CARE INC	REGION 4	\$ 50-100	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
FLORIDA	HEALTHSEASE OF FL INC	REGION 4	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	HUMANA MEDICAL PLAN INC	REGION 4	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	PREFERRED MEDICAL PLAN INC	REGION 4	\$ 50-100	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
FLORIDA	TOTAL HEALTH CHOICE INC	REGION 4	\$ 10-50	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
FLORIDA	UNITED HEALTHCARE OF FL INC	REGION 4	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	UNIVERSAL HEALTH CARE INC	REGION 4	\$ 10-50	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	VISTA HEALTH PLAN INC	REGION 4	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	VISTA HLTHPLN OF S FL INC	REGION 4	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	WELLCARE OF FL INC	REGION 4	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
GEORGIA	AMGP GEORGIA MANAGED CARE CO INC	REGION 4	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
GEORGIA	PEACH STATE HEALTH PLAN INC	REGION 4	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
GEORGIA	WELLCARE OF GEORGIA INC	REGION 4	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
HAWAII	ALOHA CARE	REGION 9	\$ 100-250	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	LOSS
HAWAII	HAWAII MEDICAL SERVICE ASSN	REGION 9	\$ 100-250	MEDICAID OTHER	INDEPENDENT	BCBS	RX - YES	GAIN
HAWAII	KAISER FOUNDATION HEALTH PLAN INC	REGION 9	\$ 10-50	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
ILLINOIS	HARMONY HLTH PLAN OF IL INC	REGION 5	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
ILLINOIS	UNITEDHEALTHCARE PLAN OF THE RIVER V	REGION 5	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
INDIANA	ANTHEM INSURANCE COMPANIES INC	REGION 5	\$ 250+	MEDICAID OTHER	AFFILIATED	BCBS	RX - YES	LOSS
INDIANA	COORDINATED CARE CORP INDIANA INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
INDIANA	MDWISE INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN

MCO GROUPING ASSUMPTIONS - 2008 (CONTINUED)

STATE	MCO	CMS REGION	ANNUAL REVENUE (\$ MILLIONS)	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
KANSAS	UNICARE HLTH PLAN OF KS INC	REGION 7	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
KENTUCKY	UNIVERSITY HEALTH CARE INC	REGION 4	\$ 250+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MARYLAND	UNITED HEALTHCARE MID ATLANTIC INC	REGION 3	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
MASSACHUSETTS	BOSTON MEDICAL CENTER HLTH PLAN INC	REGION 1	\$ 250+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MASSACHUSETTS	FALLON COMMUNITY HEALTH PLAN INC	REGION 1	\$ 50-100	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MASSACHUSETTS	NEIGHBORHOOD HEALTH PLAN INC	REGION 1	\$ 250+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MICHIGAN	BLUECAID OF MI	REGION 5	\$ 50-100	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	LOSS
MICHIGAN	CARESOURCE MI	REGION 5	\$ 100-250	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MICHIGAN	GREAT LAKES HEALTH PLAN	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	HEALTH PLAN OF MI INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	HEALTHPLUS PARTNERS INC	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	LOSS
MICHIGAN	MCLAREN HEALTH PLAN	REGION 5	\$ 100-250	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	GAIN
MICHIGAN	MIDWEST HEALTH PLAN INC	REGION 5	\$ 100-250	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	GAIN
MICHIGAN	MOLINA HEALTHCARE OF MI	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	OMNICARE HEALTH PLAN INC	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	PHYSICIANS HLTH PLAN MID MI FAMLYCAR	REGION 5	\$ 10-50	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	LOSS
MICHIGAN	PRIORITY HLTH GOVERNMENT PROGRAMS	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
MICHIGAN	TOTAL HEALTH CARE INC	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
MICHIGAN	UPPER PENINSULA HEALTH PLAN	REGION 5	\$ 50-100	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	GAIN
MINNESOTA	HMO DBA BLUE PLUS	REGION 5	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
MINNESOTA	MEDICA HEALTH PLANS	REGION 5	\$ 250+	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
MISSOURI	ALLIANCE FOR COMM HEALTH LLC	REGION 7	\$ 100-250	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
MISSOURI	BLUE ADVANTAGE PLUS OF KC INC	REGION 7	\$ 50-100	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MISSOURI	CHILDREN'S MERCY'S FAMILY HLTH PTNRS	REGION 7	\$ 250+	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MISSOURI	HEALTHCARE USA OF MISSOURI LLC	REGION 7	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MISSOURI	MISSOURI CARE INC	REGION 7	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
NEBRASKA	UNITED HEALTHCARE OF MIDLANDS INC	REGION 7	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
NEVADA	HEALTH PLAN OF NEVADA	REGION 9	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS

MCO GROUPING ASSUMPTIONS - 2008 (CONTINUED)

STATE	MCO	CMS REGION	ANNUAL REVENUE (\$ MILLIONS)	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
NEW JERSEY	AMERICHOICE OF NJ INC	REGION 2	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
NEW JERSEY	AMERIGROUP NJ	REGION 2	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
NEW JERSEY	HEALTH NET OF NJ INC	REGION 2	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
NEW JERSEY	HORIZON HEALTHCARE OF NJ INC	REGION 2	\$ 250+	MEDICAID OTHER	AFFILIATED	BCBS	RX - YES	GAIN
NEW JERSEY	UNIVERSITY HEALTH PLANS INC	REGION 2	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
NEW MEXICO	LOVELACE SANDIA HEALTH SYSTEMS INC	REGION 6	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
NEW MEXICO	MOLINA HEALTHCARE OF NM	REGION 6	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
NEW MEXICO	PRESBYTERIAN HEALTH PLAN INC	REGION 6	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
NEW YORK	CAPITAL DISTRICT PHYSICIANS HLTHPLN	REGION 2	\$ 100-250	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	LOSS
NEW YORK	EXCELLUS HEALTH PLAN INC	REGION 2	\$ 100-250	MEDICAID OTHER	AFFILIATED	BCBS	RX - NO	GAIN
NEW YORK	GHI HMO INC	REGION 2	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
NEW YORK	HEALTH INS PLAN OF GREATER NY	REGION 2	\$ 250+	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	LOSS
NEW YORK	HEALTH NOW NY INC	REGION 2	\$ 50-100	MEDICAID OTHER	INDEPENDENT	BCBS	RX - NO	LOSS
NEW YORK	INDEPENDENT HEALTH ASSOCIATION INC	REGION 2	\$ 50-100	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	LOSS
NEW YORK	MVP HEALTH PLAN INC	REGION 2	\$ 10-50	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	LOSS
NEW YORK	ROCHESTER AREA HMO INC	REGION 2	\$ 10-50	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	LOSS
NEW YORK	UNITED HEALTHCARE OF NY INC	REGION 2	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
OHIO	AMERIGROUP OH INC	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
OHIO	ANTHEM BCBS PARTNERSHIP PLAN INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	BUCKEYE COMMUNITY HLTH PLAN INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
OHIO	CARESOURCE	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
OHIO	MOLINA HEALTHCARE OF OH INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
OHIO	PARAMOUNT ADVANTAGE	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	LOSS
OHIO	UNISON HEALTH PLAN OF OH INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	WELLCARE OF OH INC	REGION 5	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
OREGON	MID ROGUE HEALTH PLAN	REGION 10	\$ 10-50	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
PENNSYLVANIA	AMERICHOICE OF PA INC	REGION 3	\$ 50-100	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
PENNSYLVANIA	GATEWAY HEALTH PLAN INC	REGION 3	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
PENNSYLVANIA	HEALTH PARTNERS OF PHILADELPHIA INC	REGION 3	\$ 250+	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	LOSS
PENNSYLVANIA	UNISON HEALTH PLAN OF PA INC	REGION 3	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
PENNSYLVANIA	UPMC FOR YOU INC	REGION 3	\$ 250+	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
PENNSYLVANIA	VISTA HEALTH PLAN INC	REGION 3	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	LOSS

MCO GROUPING ASSUMPTIONS - 2008 (CONTINUED)

STATE	MCO	CMS REGION	ANNUAL REVENUE (\$ MILLIONS)	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
PUERTO RICO	HUMANA HEALTH PLANS OF PR	REGION 2	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
PUERTO RICO	MCS HEALTH MANAGEMENT OPTIONS INC	REGION 2	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
PUERTO RICO	TRIPLE-S INC	REGION 2	\$ 250+	MEDICAID OTHER	INDEPENDENT	BCBS	RX - YES	GAIN
RHODE ISLAND	BCBS OF RI	REGION 1	\$ 10-50	MEDICAID OTHER	INDEPENDENT	BCBS	RX - YES	LOSS
RHODE ISLAND	NEIGHBORHOOD HEALTH PLAN OF RI INC	REGION 1	\$ 250+	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	LOSS
RHODE ISLAND	UNITED HEALTHCARE OF NEW ENGLAND INC	REGION 1	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
SOUTH CAROLINA	AMERIGROUP COMM CARE OF SC INC	REGION 4	\$ 10-50	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
SOUTH CAROLINA	CAROLINA CRESCENT HLTH PLAN INC	REGION 4	\$ 10-50	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	LOSS
SOUTH CAROLINA	SELECT HEALTH OF SOUTH CAROLINA INC	REGION 4	\$ 250+	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	GAIN
SOUTH CAROLINA	TOTAL CAROLINA CARE INC	REGION 4	\$ 10-50	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
SOUTH CAROLINA	UNISON HEALTH PLAN OF SC INC	REGION 4	\$ 50-100	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
TEXAS	AETNA HEALTH INC TX CORP	REGION 6	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	AMERIGROUP TEXAS INC	REGION 6	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	COMMUNITY FIRST HEALTH PLANS INC	REGION 6	\$ 100-250	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	COMMUNITY HEALTH CHOICE INC	REGION 6	\$ 250+	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
TEXAS	COOK CHILDRENS HEALTH PLAN	REGION 6	\$ 50-100	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
TEXAS	DRISCOLL CHILDRENS HEALTH PLAN	REGION 6	\$ 100-250	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - NO	GAIN
TEXAS	EL PASO FIRST HEALTH PLANS INC	REGION 6	\$ 50-100	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	GAIN
TEXAS	EVERCARE OF TEXAS LLC	REGION 6	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
TEXAS	MOLINA HEALTHCARE OF TX INC	REGION 6	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	PARKLAND COMMUNITY HEALTH PLAN INC	REGION 6	\$ 250+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
TEXAS	SHA LLC	REGION 6	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	SUPERIOR HEALTHPLAN INC	REGION 6	\$ 250+	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	TEXAS CHILDRENS HEALTH PLAN INC	REGION 6	\$ 250+	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	GAIN
TEXAS	UNICARE HEALTH PLANS OF TX INC	REGION 6	\$ 10-50	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
VIRGINIA	AMERIGROUP VIRGINIA INC	REGION 3	\$ 50-100	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
VIRGINIA	HEALTHKEEPERS INC	REGION 3	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
VIRGINIA	OPTIMA HEALTH PLAN	REGION 3	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
VIRGINIA	PENINSULA HEALTH CARE INC	REGION 3	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN

MCO GROUPING ASSUMPTIONS - 2008 (CONTINUED)

STATE	MCO	CMS REGION	ANNUAL REVENUE (\$ MILLIONS)	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
VIRGINIA	PRIORITY HEALTHCARE INC	REGION 3	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
VIRGINIA	SOUTHERN HEALTH SERVICES INC	REGION 3	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
VIRGINIA	VIRGINIA PREMIER HEALTH PLAN INC	REGION 3	\$ 250+	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	LOSS
WASHINGTON	COLUMBIA UNITED PROVIDERS INC	REGION 10	\$ 50-100	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
WASHINGTON	COMMUNITY HEALTH PLAN OF WA	REGION 10	\$ 250+	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
WASHINGTON	GROUP HLTH COOPERATIVE	REGION 10	\$ 10-50	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
WASHINGTON	MOLINA HEALTHCARE OF WA INC	REGION 10	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
WASHINGTON	REGENCE BLUE SHIELD	REGION 10	\$ 50-100	MEDICAID OTHER	AFFILIATED	BCBS	RX - YES	LOSS
WEST VIRGINIA	CARELINK HEALTH PLANS INC	REGION 3	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WEST VIRGINIA	THE HEALTH PLAN THE UPPER OH VALLEY	REGION 3	\$ 50-100	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	GAIN
WEST VIRGINIA	UNICARE HEALTH PLAN OF WV INC	REGION 3	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	ABRI HEALTH PLAN INC	REGION 5	\$ 10-50	MEDICAID ONLY	INDEPENDENT	STOCK	RX - NO	GAIN
WISCONSIN	CHILDREN'S COMMUNITY HEALTH CARE INC	REGION 5	\$ 10-50	MEDICAID ONLY	INDEPENDENT	STOCK	RX - NO	GAIN
WISCONSIN	COMPCARE HEALTH SERVICES INS CORP	REGION 5	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	DEAN HEALTH PLAN INC	REGION 5	\$ 10-50	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
WISCONSIN	GROUP HEALTH COOP OF EAU CLAIRE	REGION 5	\$ 10-50	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
WISCONSIN	HEALTH TRADITION HEALTH PLAN	REGION 5	\$ 10-50	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
WISCONSIN	INDEPENDENT CARE HLTH PLAN	REGION 5	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	MANAGED HEALTH SERVICES INS CORP	REGION 5	\$ 100-250	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	MERCYCARE HMO INC	REGION 5	\$ 10-50	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	NETWORK HEALTH PLAN OF WI INC	REGION 5	\$ 50-100	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	SECURITY HEALTH PLAN OF WI INC	REGION 5	\$ 10-50	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
WISCONSIN	UNITEDHEALTHCARE OF WI INC	REGION 5	\$ 250+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN



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