



December 2019 Medigap Enrollment & Market Share

Prepared for

**UnitedHealthcare Ins Co & UnitedHealthcare Ins Co of NY |
UnitedHealthcare Medicare & Retirement Insurance Solutions**

by Mark Farrah Associates

April 2020

Introduction

Medicare Supplement Insurance, also known as Medigap insurance, is health insurance sold by private insurance companies to fill coverage gaps for beneficiaries enrolled in the Original Medicare Program, Medicare Parts A and B. These policies help pay some of the health care costs that Original Medicare doesn't cover. Insurance companies offer standardized Medigap plan types that provide different levels of coverage based on benefits mandated by law.

This report was prepared expressly for use by UnitedHealthcare Ins Co & UnitedHealthcare Ins Co of NY | UnitedHealthcare Medicare & Retirement Insurance Solutions to objectively report UnitedHealth's Medigap membership and market share representing the AARP Medicare Supplement Program. The source of the data is the *Medicare Supplement Insurance Experience Exhibit* that insurers file annually with state insurance regulators and the National Association of Insurance Commissioners (NAIC). Membership and market share are "as reported" by carrier and aggregated by parent company to reflect Medigap business as of December 31, 2019. Enrollment figures for carriers other than UnitedHealthcare, while presented anonymously, are actual accounts.

Some beneficiaries are enrolled in "pre-standardized" Medigap plans; this refers to policies issued before the government developed the model to standardize benefits across plans. A few states also permit "other" Medigap plans to be offered. By statute, "other" plans differ from model standardized Medigap plans.

Note that a few Medigap plans that are regulated by the California Department of Managed Health Care are not included in enrollment totals and market share calculations for this report. This enrollment is noted in the California market overview.

Mark Farrah Associates is a licensed data distributor for the NAIC (National Association of Insurance Commissioners). Should you have questions about this report, please contact Mark Farrah Associates.

Though every effort was made to accurately report data as filed by carrier, Mark Farrah Associates does not guarantee freedom from errors and we do not assume liability for the accuracy of the information provided in this report. Should readers encounter data anomalies, please contact Mark Farrah Associates.

Mark Farrah Associates
P.O. Box 997
McMurray, Pennsylvania 15317
Phone: (724) 338-4100
www.markfarrah.com

United States Medigap Enrollment & Market Share by Leading Carrier

	<i>Medigap Enrollment</i>	<i>Medigap Market Share</i>
UNITEDHEALTHCARE INS CO *	4,511,794	32.21%
Medigap Carrier 2**	1,423,318	10.16%
Medigap Carrier 3**	770,463	5.50%
Medigap Carrier 4**	643,079	4.59%
Medigap Carrier 5**	625,754	4.47%
Medigap Carrier 6**	584,971	4.18%
Medigap Carrier 7**	296,997	2.12%
Medigap Carrier 8**	283,850	2.03%
Medigap Carrier 9**	237,276	1.69%
Medigap Carrier 10**	198,233	1.42%
Medigap Carrier 11**	189,190	1.35%
Medigap Carrier 12**	180,850	1.29%
Medigap Carrier 13**	178,985	1.28%
Medigap Carrier 14**	171,497	1.22%
Medigap Carrier 15**	160,920	1.15%
Medigap Carrier 16**	154,861	1.11%
Medigap Carrier 17**	152,853	1.09%
Medigap Carrier 18**	146,567	1.05%
Medigap Carrier 19**	128,785	0.92%
Medigap Carrier 20**	126,551	0.90%
All Other Medigap Carriers**	2,840,319	20.28%
Total	14,007,113	100.00%

*UNITEDHEALTHCARE INS CO includes UnitedHealthcare Ins Co & UnitedHealthcare Ins Co of NY.

**Membership and market share are “as reported” by carrier and aggregated by parent company (includes both individual and group insurance).

Key Observations:

- Over 14 million Medicare beneficiaries nationwide are enrolled in a Medigap plan.
- At over 4.5 million members, UnitedHealthcare covers more enrollees than any other company.
- UnitedHealthcare plans enroll over 32% of the U.S. Medigap market.

United States Medigap Enrollment & Market Share by Standardized Plan Type

	<i>Medigap Enrollment</i>	<i>Medigap Market Share</i>
A	107,898	0.77%
B	206,490	1.47%
C	618,541	4.42%
D	123,117	0.88%
E	51,203	0.37%
F	6,804,076	48.58%
G	3,067,424	21.90%
H	31,014	0.22%
I	74,338	0.53%
J	371,432	2.65%
K	80,527	0.57%
L	42,546	0.30%
M	4,151	0.03%
N	1,359,949	9.71%
Other	857,760	6.12%
Pre-Standardized	206,647	1.48%
Total	14,007,113	100.00%

Key Observation:

→ Nationwide, almost 49% of all Medigap enrollees chose Plan F over other plan types.