

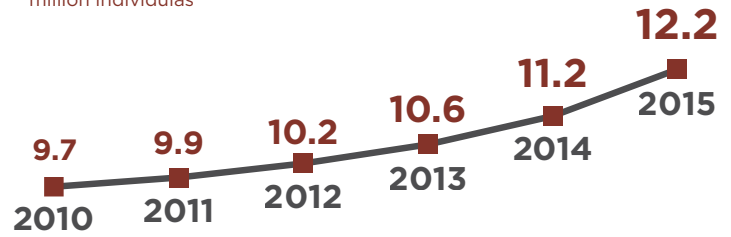
22%
OF MEDICARE ENROLLEES OWN MEDIGAP (2015)

55.2 million Medicare enrollees
12.2 million policies in force

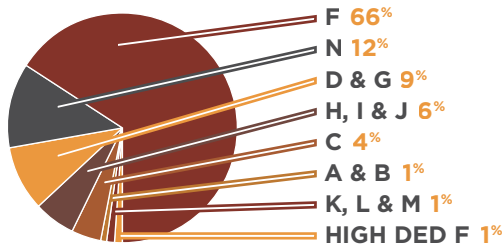
Source: Beneficiaries with Medigap coverage, January 2016, AHIP

MEDIGAP ENROLLMENT INCREASES

million individuals

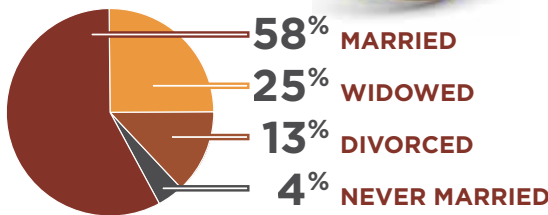


PLAN SELECTION



Source: CSG Actuarial, 2015

MARITAL STATUS



Source: Medicare Beneficiary Survey files, 2013 (CMS)

2015 POLICY HOLDERS



58% WOMEN
42% MEN

Source: Beneficiaries with Medigap coverage January 2016, AHIP

AGE GROUPS

	Younger Than 65 Years	65-74 Years	75-84 Years	85 years and Older
ALL MEDICARE	17%	46%	27%	11%
ALL MEDIGAP	4%	50%	32%	13%

INCOME RANGES

	Less than \$10,000	\$10,000 Less than \$19,999	\$20,000 Less than \$29,999	\$30,000 Less than \$39,999	\$40,000 Less than \$49,999	\$50,000 or more
ALL MEDIGAP	4%	17%	18%	15%	12%	35%
URBAN	4%	14%	17%	14%	12%	39%
RURAL	2%	23%	21%	17%	10%	26%

Source: Medicare Current Beneficiary Survey Access to Care files, 2013 (CMS)

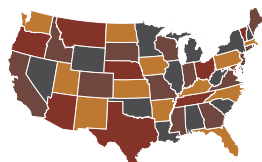
HIGH SATISFACTION

9 out of **10**

Medigap Beneficiaries

... are satisfied with their coverage

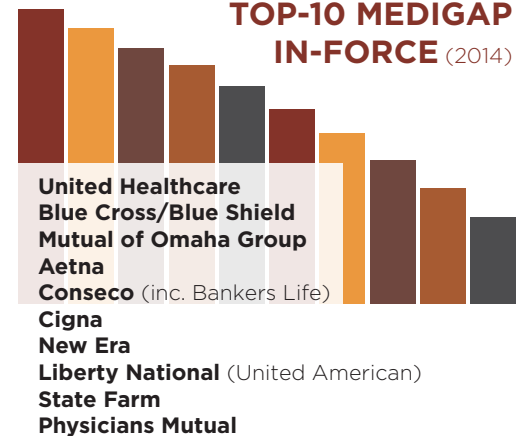
Source: AHIT Press Release 6-15-2012



TOP-20 STATES - COVERED LIVES

Florida	730,177	Virginia	343,765
Illinois	690,858	Indiana	319,668
Texas	675,379	Georgia	298,393
Pennsylvania	634,643	Missouri	288,610
New Jersey	500,694	Massachusetts	274,127
California	427,108	Iowa	270,507
N. Carolina	425,904	Wisconsin	252,378
New York	398,035	Washington	238,177
Michigan	393,229	Arizona	232,496
Ohio	390,293	S. Carolina	216,336

TOP-10 MEDIGAP IN-FORCE (2014)



Source: NAIC, 2015 Medicare Supplement Experience Reports