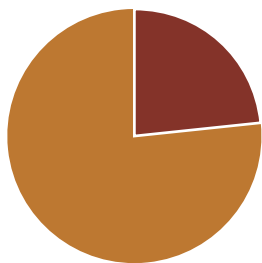


2019 MEDICARE SUPPLEMENT FACTS

American Association
for Medicare Supplement Insurance

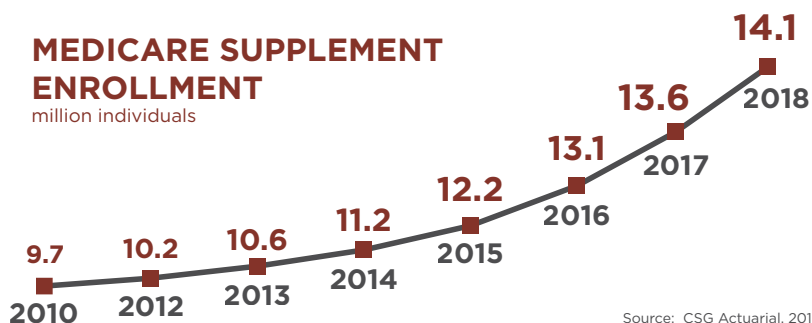


23.5%
OF MEDICARE ENROLLEES OWN MEDIGAP (2018)

51.2 million aged Medicare enrollees
59.9 million total Medicare enrollees

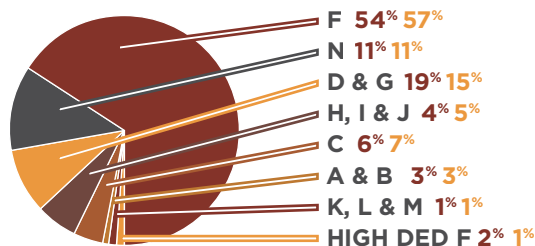
MEDICARE SUPPLEMENT ENROLLMENT

million individuals



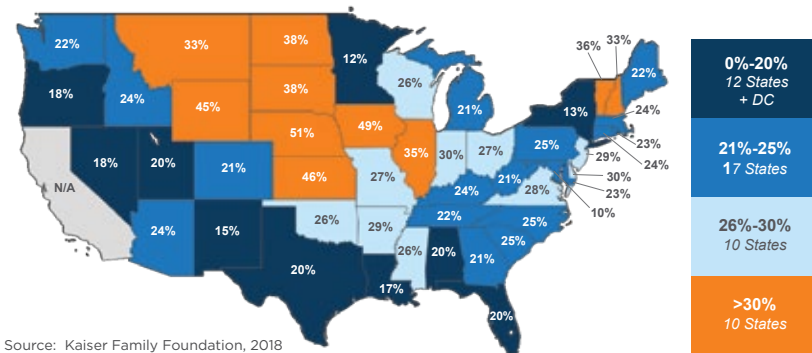
Source: CSG Actuarial, 2019

MEDICARE SUPPLEMENT INSURANCE PLAN SELECTION 2018 & 2017



Source: CSG Actuarial, 2019

MEDICARE SUPPLEMENT PERCENTAGE BY STATE



Source: Kaiser Family Foundation, 2018

TOP-20 STATES COVERED LIVES: MED SUPP INSURANCE

Source: NAIC, 2017/2018 Medicare Supplement Experience Reports

	2016	2017	Increase
Florida	834,958	874,124	39,166
Texas	776,575	818,599	42,024
Illinois	748,367	767,081	18,714
Pennsylvania	660,544	683,367	22,823
Ohio	613,014	568,792	-44,222
California	514,026	560,442	46,416
N. Carolina	468,487	486,013	17,526
New York	462,130	473,317	11,187
New Jersey	453,727	464,599	10,872
Michigan	420,940	420,086	-854

	2016	2017	Increase
Virginia	393,691	412,151	18,460
Indiana	366,003	378,455	12,452
Georgia	346,192	359,456	13,264
Missouri	315,136	320,933	5,797
Massachusetts	304,263	322,856	18,593
Arizona	284,584	306,724	22,140
Iowa	291,945	299,233	7,288
Tennessee	290,214	296,560	6,346
Wisconsin	280,899	295,227	14,328
Washington	273,727	288,708	14,981
TOTAL	9,099,422	9,396,723	297,301

TOP-20 TOTAL POLICIES (INDIVIDUAL AND GROUP) BY DIRECT PREMIUM EARNED (2017)

Company Name	Direct Premiums Earner	Market Share	Number of Covered Lives	Company Name	Direct Premiums Earner	Market Share	Number of Covered Lives
UnitedHealthcare Ins Co	2,608,928,610	17.117	1,034,266	Colonial Penn Life	284,571,692	1.867	119,399
Health Care Serv Corp	1,195,668,042	7.845	436,607	BCBS of NC	279,650,628	1.835	104,287
United Of Omaha Life	905,800,256	5.943	297,124	Continental Life Ins	270,142,072	1.772	102,641
Mutual Of Omaha Ins	428,243,291	2.81	155,716	Bankers Life & Cas	257,185,033	1.687	74,588
BCBS of MI	376,717,430	2.472	118,186	Anthem Hlth of VA	245,332,889	1.61	92,974
BCBS of MA	333,027,451	2.185	143,341	State Farm Mut	229,786,478	1.508	81,184
Wellmark Inc	324,214,134	2.127	123,996	Horizon Ins NJ	223,453,989	1.466	69,163
United World Life	312,022,637	2.047	84,718	USAbile Mut Ins AR	212,222,293	1.392	90,222
BCBS Of FL	301,009,715	1.975	127,554	Highmark Inc PA	200,882,379	1.318	79,431
American Continental	296,311,463	1.944	113,822	BCBS Of KS	200,756,374	1.317	74,905

Source: NAIC, 2018 Medicare Supplement Experience Reports

For more information or to find local Medicare Supplement insurance agents visit the American Association for Medicare Supplement Insurance website www.MedicareSupp.org/data.