



December 2022 Medigap Enrollment & Market Share

Prepared for

**UnitedHealthcare Ins Co, UnitedHealthcare Ins Co of America
& UnitedHealthcare Ins Co of NY**

by Mark Farrah Associates

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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 America & UnitedHealthcare Ins Co of NY 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, 2022. 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.

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United States Medigap Enrollment & Market Share by Leading Carrier

	<i>Medigap Enrollment</i>	<i>Medigap Market Share</i>
UNITEDHEALTHCARE INS CO *	4,372,111	31.76%
Medicap Carrier 2	1,359,218	9.87%
Medicap Carrier 3	1,203,716	8.74%
Medicap Carrier 4	690,835	5.02%
Medicap Carrier 5	580,458	4.22%
Medicap Carrier 6	488,899	3.55%
Medicap Carrier 7	313,527	2.28%
Medicap Carrier 8	238,874	1.74%
Medicap Carrier 9	218,898	1.59%
Medicap Carrier 10	209,351	1.52%
Medicap Carrier 11	186,016	1.35%
Medicap Carrier 12	173,494	1.26%
Medicap Carrier 13	155,878	1.13%
Medicap Carrier 14	155,649	1.13%
Medicap Carrier 15	153,678	1.12%
Medicap Carrier 16	148,890	1.08%
Medicap Carrier 17	144,629	1.05%
Medicap Carrier 18	134,622	0.98%
Medicap Carrier 19	131,816	0.96%
Medicap Carrier 20	118,285	0.86%
All Other Medigap Carriers	2,587,143	18.79%
Total	13,765,987	100.00%

*UNITEDHEALTHCARE INS CO includes UnitedHealthcare Ins Co, UnitedHealthcare Ins Co of America & 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 13.7 million Medicare beneficiaries nationwide are enrolled in a Medigap plan.
- With almost 4.4 million members, UnitedHealthcare covers more enrollees than any other company.
- UnitedHealthcare plans enroll over 31% 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	96,621	0.70%
B	159,346	1.16%
C	401,465	2.92%
D	123,952	0.90%
E	33,415	0.24%
F	5,318,043	38.63%
G	4,827,422	35.07%
H	21,977	0.16%
I	40,096	0.29%
J	269,401	1.96%
K	64,043	0.47%
L	30,612	0.22%
M	4,469	0.03%
N	1,370,967	9.96%
Other	849,119	6.17%
Pre-Standardized	155,039	1.13%
Total	13,765,987	100.00%

Key Observation:

→ Nationwide, over 38% of all Medigap enrollees chose Plan F over other plan types.

New York Medigap Enrollment & Market Share by Leading Carrier

	<i>Medigap Enrollment</i>	<i>Medigap Market Share</i>
UNITEDHEALTHCARE INS CO of NY	355,135	74.48%
Medigap Carrier 2	51,721	10.85%
Medigap Carrier 3	34,548	7.25%
Medigap Carrier 4	12,463	2.61%
All Other Medigap Carriers	22,937	4.81%
Total	476,804	100.00%

Key Observations:

- Medigap plans provide supplemental coverage for 476,804 Medicare beneficiaries in New York.
- UnitedHealthcare provides Medigap coverage for over 74% of those with policies in the state.

New York Medigap Enrollment & Market Share by Standardized Plan Type

	<i>Medigap Enrollment</i>	<i>Medigap Market Share</i>
A	11,429	2.40%
B	10,320	2.16%
C	13,464	2.82%
D	826	0.17%
E	2,262	0.47%
F	216,672	45.44%
G	67,088	14.07%
H	1,304	0.27%
I	3,897	0.82%
J	4,695	0.98%
K	8,527	1.79%
L	2,210	0.46%
M	5	0.00%
N	133,093	27.91%
Other	-	0.00%
Pre-Standardized	1,012	0.21%
Total	476,804	100.00%

Key Observation:

- In New York, over 45% of those enrolled in Medigap plans have chosen Plan F.