



December 2023 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, 2023. Enrollment figures for carriers other than UnitedHealthcare Ins Co, 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 *	4,339,774	31.95%
Medigap Carrier 2	1,332,844	9.81%
Medigap Carrier 3	1,155,736	8.51%
Medigap Carrier 4	676,665	4.98%
Medigap Carrier 5	570,178	4.20%
Medigap Carrier 6	461,138	3.40%
Medigap Carrier 7	307,163	2.26%
Medigap Carrier 8	239,501	1.76%
Medigap Carrier 9	214,203	1.58%
Medigap Carrier 10	205,045	1.51%
Medigap Carrier 11	178,098	1.31%
Medigap Carrier 12	166,872	1.23%
Medigap Carrier 13	163,222	1.20%
Medigap Carrier 14	157,451	1.16%
Medigap Carrier 15	156,206	1.15%
Medigap Carrier 16	150,305	1.11%
Medigap Carrier 17	147,048	1.08%
Medigap Carrier 18	135,830	1.00%
Medigap Carrier 19	121,323	0.89%
Medigap Carrier 20	120,591	0.89%
All Other Medigap Carriers	2,582,571	19.01%
Total	13,581,764	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:

- Nearly 13.6 million Medicare beneficiaries nationwide are enrolled in a Medigap plan.
- With over 4.3 million members, UnitedHealthcare Ins Co covers more enrollees than any other company.
- UnitedHealthcare Ins Co plans enroll almost 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	78,179	0.58%
B	140,592	1.04%
C	350,328	2.58%
D	107,418	0.79%
E	29,283	0.22%
F	4,884,493	35.96%
G	5,272,496	38.82%
H	19,546	0.14%
I	34,974	0.26%
J	242,498	1.79%
K	58,508	0.43%
L	27,603	0.20%
M	3,484	0.03%
N	1,363,398	10.04%
Other	825,627	6.08%
Pre-Standardized	143,337	1.06%
Total	13,581,764	100.00%

Key Observation:

- Nationwide, close to 39% of all Medigap enrollees chose Plan G over other plan types.
- In 2023, Plan G surpassed Plan F as the most popular plan type.

New York Medigap Enrollment & Market Share by Leading Carrier

	<i>Medigap Enrollment</i>	<i>Medigap Market Share</i>
UNITEDHEALTHCARE INS CO of NY	354,571	76.15%
Medigap Carrier 2	40,925	8.79%
Medigap Carrier 3	35,734	7.67%
Medigap Carrier 4	12,633	2.71%
All Other Medigap Carriers	21,773	4.68%
Total	465,636	100.00%

Key Observations:

- Medigap plans provide supplemental coverage for 465,636 Medicare beneficiaries in New York.
- UnitedHealthcare Ins Co of NY provides Medigap coverage for over 76% 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	7,196	1.55%
B	9,020	1.94%
C	11,963	2.57%
D	762	0.16%
E	1,852	0.40%
F	197,504	42.42%
G	84,681	18.19%
H	1,134	0.24%
I	3,392	0.73%
J	4,311	0.93%
K	8,033	1.73%
L	1,970	0.42%
M	6	0.00%
N	133,115	28.59%
Other	-	0.00%
Pre-Standardized	697	0.15%
Total	465,636	100.00%

Key Observation:

- In New York, over 42% of those enrolled in Medigap plans have chosen Plan F.