

Molina High-level Benefit Overview

What's new for 2018?

Molina Healthcare's HMO products feature:

Competitive medical benefits

- o \$0 premium on most plans
- o Low, competitive premiums—Idaho & Roanoke, Virginia
- o No or low PCP copay
- o Competitive Out-Of-Pocket reimbursement

Drug benefits

- o Rich formulary
- o Competitive low copays, specifically on Tiers 1 & 2
- o Lower deductible than defined by Medicare
- o Some gap coverage—New Mexico
- o Preferred pharmacies—New Mexico & Washington

Strong supplemental benefits:

- o Worldwide emergency coverage
- o Supplemental podiatry on most plans—except Utah & Idaho
- o Competitive Over-The-Counter reimbursement
- o Non-emergent transportation—New Mexico, Washington & Boise, Idaho
- o Nutrition counseling
- o 24-hour Nurse Advice line
- o Fitness benefit
- o Supplemental dental coverage on most plans—Idaho, New Mexico, Richmond & Norfolk, Virginia
- o Supplemental coverage for eye exams and eyewear on most plans—Idaho, New Mexico & Washington
- o Supplemental coverage for hearing exams and aids—Boise, Idaho, New Mexico & Washington
- o Remote access to doctors through phone or web-based video—Utah
- o Optional Supplemental Benefit with additional dental and vision—Utah



California Product Overview

Molina Medicare Options Plus (HMO D-SNP) H5810-001

Imperial, Los Angeles, Riverside (partial), San Bernardino
(partial), San Diego

\$0 Cost-Share D-SNP

✓ Preventive dental services

✓ Comprehensive dental services (limits apply)

✓ Eye Exam

✓ Eyewear

✓ Hearing Exam

✓ Hearing aids

12 one-way rides

Podiatry, nutrition counseling, meals, worldwide emergency,

Nursing hotline, Health education

Pending CMS Approval

Washington Product Overview

Molina Medicare Options Plus (HMO D-SNP) H5823-006	Molina Medicare Choice (HMO D-SNP) H5823-007	Molina Medicare Options (MAPD HMO) H5823-008
King, Pierce, Skagit, Snohomish, Spokane, Stevens, Whatcom, Whitman	Pierce, Snohomish	Pierce
Accepts all Dual eligibles	Accepts all Dual eligibles	New \$0 premium high value HMO
		\$0 premium
		\$6,700 MOOP
		\$10 PCP
		\$45 Specialist
		Inpatient Hospital: \$440 days 1-4, \$0 additional days
		Surgery: 15% Coinsurance at Ambulatory Surgical Center
		Preferred Pharmacy: \$2 / \$12 / \$37 / \$100 / 29%
		Standard Pharmacy: \$7 / \$17 / \$47 / \$100 / 29%
\$0 for Tiers 1 & 2	\$0 for Tiers 1 & 2	\$0 Rx Deductible for Tiers 1 & 2 (\$175 for Tiers 3-5)
✓ OTC \$140/quarter with carry over	✓ OTC \$165/quarter with carry over	✓ OTC \$45/quarter with carry over
✓ Preventive dental services	✓ Preventive dental services	
✓ Comprehensive dental services (limits apply)	✓ Comprehensive dental services (limits apply)	
✓ Eye Exam	✓ Eye Exam	✓ Eye Exam
✓ Eyewear	✓ Eyewear	✓ Eyewear
✓ Hearing Exam	✓ Hearing Exam	✓ Hearing Exam
✓ Hearing aids	✓ Hearing aids	✓ Hearing aids
60 one-way rides	30 one-way rides	12 one-way rides
Silver&Fit, podiatry, nutrition counseling, meals, worldwide emergency, Nursing hotline, Health education	Silver&Fit, podiatry, nutrition counseling, meals, worldwide emergency, Nursing hotline, Health education	Silver&Fit, podiatry, nutrition counseling, worldwide emergency, Nursing hotline, Health education

Idaho Product Overview

New Molina Market for 2018

Need to pull out if don't get state confirmation
That we can use agents

Molina Medicare Options Plus (HMO D-SNP) H5628-008	Molina Medicare Options (MAPD HMO) H5628-009	Molina Medicare Options (MAPD HMO) H5628-010
Ada, Bannock, Bingham, Bonner, Bonneville, Canyon, Kootenai, Nez Perce, Twin Falls	Ada, Canyon	Kootenai, Twin Falls
\$0 Cost Share Fully Integrated Dual Eligible	\$0 premium	\$45 premium
\$2,500 MOOP	\$6,000 MOOP	\$5,500 MOOP
	\$5 PCP	\$5 PCP
	\$45 Specialist	\$50 Specialist
	Inpatient Hospital: \$345 days 1-5, \$0 additional days	Inpatient Hospital: \$295 days 1-6, \$0 additional days
	Surgery: \$245 at Ambulatory Surgical Center	Surgery: \$225 at Ambulatory Surgical Center
	30-Day Standard Pharmacy: \$3 / \$9 / \$45 / \$100 / 30%	30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 28%
	90-Day Mail Pharmacy: \$6 / \$18 / \$90 / \$300 / 30%	90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 28%
	\$0 Rx Deductible for Tiers 1 & 2 (\$150 for Tiers 3-5)	\$0 Rx Deductible for Tiers 1 & 2 (\$250 for Tiers 3-5)
✓ OTC \$50/quarter with carry over	✓ OTC \$30/quarter with carry over	✓ OTC \$50/quarter with carry over
		✓ Preventive dental services
✓ Eye Exam	✓ Eye Exam	✓ Eye Exam
✓ Eyewear	✓ Eyewear	✓ Eyewear
	✓ Hearing Exam	
	✓ Hearing aids	
22 one-way rides	12 one-way rides	
Silver&Fit, podiatry, nutrition counseling, meals, worldwide emergency, Nursing hotline, Health education	Silver&Fit, nutrition counseling, worldwide emergency, Nursing hotline, Health education	Silver&Fit, podiatry, nutrition counseling, worldwide emergency, Nursing hotline, Health education



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Utah Product Overview

Molina Medicare Options Plus (HMO D-SNP) H5628-001	Molina Healthy Advantage (HMO D-SNP) H5628-006	Molina Healthy Advantage Plus (MAPD HMO) H5628-007
Box Elder, Cache, Davis, Iron, Salt Lake, Tooele, Utah, Washington, Weber	Davis, Salt Lake, Utah, Weber	Davis, Salt Lake, Utah, Weber
Accepts all Dual eligibles	Accepts all Dual eligibles	\$0 premium
		\$5,400 MOOP
		\$0 PCP
		\$40 Specialist
		Inpatient Hospital: \$295 days 1-6, \$0 additional days
		Surgery: \$225 at Ambulatory Surgical Center
		30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 33%
		90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 33%
\$0 for Tiers 1 & 2	\$0 for Tiers 1 & 2	\$0 Rx Deductible
✓ OTC \$75/quarter with carry over	✓ OTC \$75/quarter with carry over	✓ OTC \$50/quarter with carry over
✓ Preventive dental services	✓ Preventive dental services	Optional Supplemental Benefits
✓ Comprehensive dental services (limits apply)	✓ Comprehensive dental services (limits apply)	✓ Premium down from \$40 to \$30
✓ Eye Exam	✓ Eye Exam	✓ Preventive and comprehensive dental
✓ Eyewear	✓ Eyewear	✓ Eye exam and eyewear
	✓ Hearing Exam	
	✓ Hearing aids	
24 one-way rides	24 one-way rides	
Silver&Fit, podiatry, nutrition counseling, meals, Nursing hotline, Health education, Remote Access Technology	Silver&Fit, podiatry, nutrition counseling, meals, Nursing hotline, Health education, Remote Access Technology	Silver&Fit, nutrition counseling, worldwide emergency, Nursing hotline, Health education, Remote Access Technology

New Mexico Product Overview

New \$0 premium high value HMO	Molina Medicare Options (MAPD HMO) H9082-008	Molina Medicare Options Plus (HMO D-SNP) H9082-007
	Bernalillo, Sandoval, Torrance, Valencia, Santa Fe	Bernalillo, Chaves, Dona Ana, Luna, McKinley, Otero, Sandoval, San Juan, Santa Fe, Sierra, Torrance, Valencia
	\$0 premium	Accepts all Dual eligibles
	\$4,500 MOOP	
	\$0 PCP	
	\$50 Specialist	
	Inpatient Hospital: \$325 days 1-5, \$0 additional days	
	Surgery: \$275 at Ambulatory Surgical Center	
	Preferred Pharmacy: \$3 / \$11 / \$37 / \$100 / 33%	
	Standard Pharmacy: \$8 / \$16 / \$47 / \$100 / 33%	
	\$0 Rx Deductible	
	✓ OTC \$45/quarter with carry over	✓ OTC \$150/quarter with carry over
	✓ Preventive dental services	✓ Preventive dental services
		✓ Comprehensive dental services (limits apply)
	✓ Eye Exam	✓ Eye Exam
	✓ Eyewear	✓ Eyewear
	✓ Hearing Exam	
	✓ Hearing aids	✓ Hearing Exam
	12 one-way rides	24 one-way rides
	Silver&Fit, podiatry, nutrition counseling, meals, worldwide emergency, Nursing hotline, Health education	Silver&Fit , PERS, nutrition counseling, meals, worldwide emergency, Nursing hotline, Health education



Texas Product Overview

Molina Medicare Options Plus (HMO D-SNP) H7678-001

Bexar, Collin, Dallas, El Paso, Harris, Hidalgo

\$0 Cost-Share D-SNP

✓ OTC \$120/quarter with carry over

✓ Preventive dental services

✓ Comprehensive dental services (limits apply)

✓ Eye Exam

✓ Eyewear

✓ Hearing Exam

✓ Hearing aids

12 one-way rides

Silver&Fit, PERS, podiatry, nutrition counseling, meals, worldwide
emergency, Nursing hotline, Health education

East North Central Product Overview

Now in **9 new Ohio counties** for 2018!

Molina Medicare Options Plus (HMO D-SNP) H2879-001	Molina Medicare Options Plus (HMO D-SNP) H5926-001	Molina Medicare Options Plus (HMO D-SNP) H0490-004
Wisconsin: Milwaukee, Racine, Waukesha	Michigan: Genesee, Kent, Lapeer, Macomb, Montcalm, Oakland, Saginaw, Wayne	Ohio: Brown , Butler, Clark, Clermont, Clinton , Columbiana , Delaware, Fairfield , Fayette , Franklin, Greene, Hamilton, Highland , Hocking , Lake , Madison, Miami, Montgomery, Morrow, Perry , Pickaway, Preble, Union, Warren
Accepts all Dual eligibles	Accepts all Dual eligibles	Accepts all Dual eligibles
\$0 Rx Deductible and \$0 on Tiers 1 and 2	\$0 for Tiers 1 & 2	
✓ OTC \$175/quarter with carry over	✓ OTC \$75/quarter with carry over	✓ OTC \$60/quarter with carry over
✓ Preventive dental services	✓ Preventive dental services	✓ Preventive dental services
✓ Comprehensive dental services (limits apply)	✓ Comprehensive dental services (limits apply)	✓ Comprehensive dental services (limits apply)
✓ Eye Exam	✓ Eye Exam	✓ Eye Exam
✓ Eyewear	✓ Eyewear	✓ Eyewear
✓ Hearing Exam		
✓ Hearing aids		24 one-way rides
50 one-way rides	22 one-way rides	Silver&Fit , nutrition counseling, meals, Nursing hotline, Health education
Silver&Fit , podiatry, chiropractic services, nutrition counseling, meals, Nursing hotline, Health education	Silver&Fit , podiatry, nutrition counseling, meals, Nursing hotline, Health education	✓ OTC \$60/quarter with carry over



Virginia Product Overview

New Molina Market for 2018

Molina Medicare Options (MAPD HMO) H9595-002	Molina Medicare Options (MAPD HMO) H9595-003	Molina Medicare Options (MAPD HMO) H9595-004
Richmond City	Botetourt, Craig, Franklin, Roanoke, Roanoke City, Salem City	Chesapeake City, Norfolk City, Portsmouth City
\$0 premium	\$13 premium	\$0 premium
\$4,900 MOOP	\$6,700 MOOP	\$4,500 MOOP
\$0 PCP	\$10 PCP	\$0 PCP
\$40 Specialist	\$50 Specialist	\$45 Specialist
Inpatient Hospital: \$300 days 1-5, \$0 additional days	Inpatient Hospital: \$295 days 1-6, \$0 additional days	Inpatient Hospital: \$345 days 1-5, \$0 additional days
Surgery: \$295 at Ambulatory Surgical Center	Surgery: \$295 at Ambulatory Surgical Center	Surgery: \$295 at Ambulatory Surgical Center
30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 25%	30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 29%	30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 25%
90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 25%	90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 29%	90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 25%
\$0 Rx Deductible for Tiers 1 & 2 (\$360 for Tiers 3-5)	\$0 Rx Deductible for Tiers 1 & 2 (\$210 for Tiers 3-5)	\$0 Rx Deductible for Tiers 1 & 2 (\$360 for Tiers 3-5)
✓ OTC \$50/quarter with carry over	✓ OTC \$30/quarter with carry over	✓ OTC \$40/quarter with carry over
✓ Preventive dental services		✓ Preventive dental services
Silver&Fit, podiatry, nutrition counseling, worldwide emergency, Nursing hotline, Health education	Silver&Fit, podiatry, nutrition counseling, worldwide emergency, Nursing hotline, Health education	Silver&Fit, podiatry, nutrition counseling, worldwide emergency, Nursing hotline, Health education

Florida Product Overview

Molina Medicare Options Plus (HMO D-SNP) H8130-001

Broward, Hillsborough, Miami-Dade, Palm Beach, Pinellas, Polk

Accepts all Dual eligibles

\$0 for Tiers 1 & 2

✓ **OTC \$150/quarter with carry over**

✓ Preventive dental services

✓ Comprehensive dental services (limits apply)

✓ Eye Exam

✓ Eyewear

✓ Hearing Exam

✓ Hearing aids

48 one-way rides

Silver&Fit, PERS, podiatry, chiropractic services, nutrition counseling, meals, worldwide emergency, Nursing hotline, Health education

California

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CA - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H5810-001

Service Area: Imperial

Number of Medicare Dual Eligibles

Imperial – 13,533

D-SNP Penetration Rate: 20.9%



CA - Network

D- SNP Network (Imperial County)

- Clinica's de Salud del Pueblo
- Imperial Valley Family Medical Group
- Pioneers Memorial Hospital
- El Centro Regional Medical

-

CA - Things to Note for Strategy Planning

- Largest Medicaid Plan in the State with a positive reputation with members.
- High Hispanic area – Spanish Speaking Agents and Spanish Materials are a must.
- Tight knit community – You will see much better success with a local agent. Long travel times trying to use agents in surrounding counties like San Diego. You will see difficulty having them engage.
- Grass root marketing is vital – Community events are important to gain the trust of the various organizations. Word spreads fast positive or negative.

Idaho

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Idaho - Medicare Products & Service Areas

HMO – MMO – H5628 -009

The geographic service area for our NEW Molina Medicare Options (MMO) HMO Plan in the Boise area includes these 2 counties in Idaho:

- **Ada**
- **Canyon**

HMO – MMO – H5628-010

The geographic service area for our NEW Molina Medicare Options (MMO) HMO Plan in the Kootenai / Twin Falls area are includes these 2 counties in Idaho:

- Kootenai
- Twin Falls

ZIP Codes in Ada, Canyon, Kootenai, and Twin Falls are the same for the various Plans but there may be some provider differences.

Ada – 61,174

Canyon – 47,049

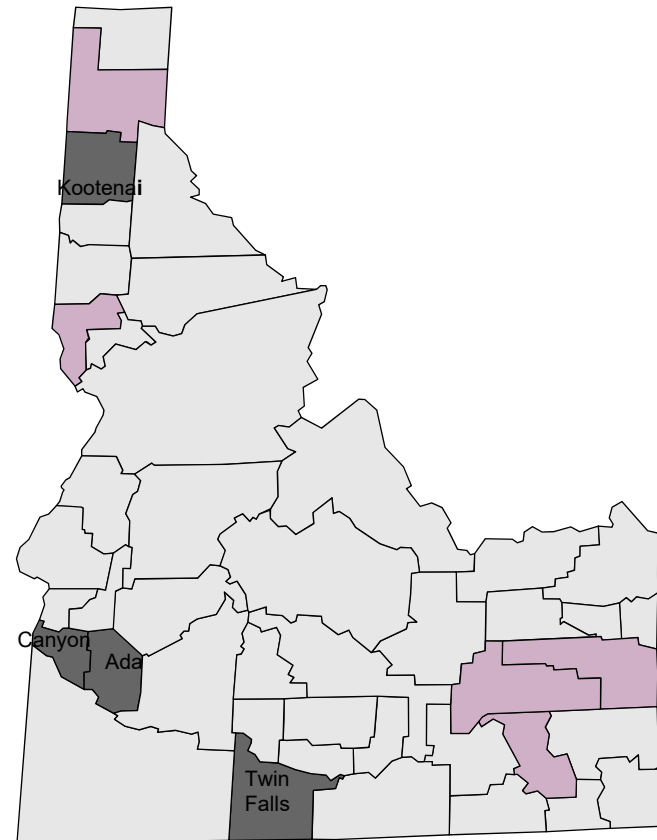
Kootenai – 196,082

Twin Falls – 38,920

MAPD Penetration: XXX%

HMO FIDE-SNP – MMOP – H5628-008

The geographic service area for our NEW Molina Medicare Options Plus (MMOP) FIDE-SNP will be in 9 counties in Idaho.



Idaho – Network Market

- St. Luke's Boise Medical Center
- Treasure Valley Hospital
- West Valley Medical Center
- Kootenai Medical Center
- St. Luke's Magic Valley Medical Center

ID - Things to Note for Strategy Planning

- New to the Market
- Strongest benefits compared to competitors 2017 offering
- 2017 Comparison, only plan offering dental for Kootenai and Twin Falls
- Molina name will resonate with the Hispanic community, Spanish advertising opportunity

New Mexico

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New Mexico - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H9082-007

Bernalillo, Chaves, Dona Ana, Luna,
McKinley, Otero, Sandoval, San Juan,
Santa Fe, Sierra, Torrance, Valencia

Molina Medicare Options (HMO) – H9082-00

Bernalillo, Chaves, Dona Ana, Luna,
McKinley, Otero, Sandoval, San Juan,
Santa Fe, Sierra, Torrance, Valencia

Number of Medicare Dual eligibles

Bernalillo - 119,441
Chaves - 11,714
Dona Ana - 37,300
Luna - 6,365
McKinley - 10,293
Otero - 12,170
Sandoval - 26,992
San Juan - 19,453
Santa Fe - 35,562
Sierra - 4,211
Torrance - 3,345
Valencia - 15,000

Number of Medicare eligibles



New Mexico – Network D-SNP

UNM Hospitals

Lovelace Westside Hospital

Lovelace Women's Hospital

DaVita Hospitals

Heart Hospital of New Mexico

Memorial Hospital

Gerald Champion Regional

Rehoboth McKinley Christian Hospital

Mountain View Hospital

1st Choice Clinics

Ben Archer Clinics

La Clinica De Familia

Eastern New Mexico Medical Center

Presbyterian Medical Group (outside of 5 central county areas) –Limited access to this provider

Christus St. Vincent Hospital

Davita Medical Group (formerly ABQ Health Partners)

New Mexico – Network MAPD

- AMG Special Hospital – Albuquerque
- CHRISTUS Saint Vincent Regional Medical Center
- Lovelace Medical Center
- Lovelace Westside Hospital
- Lovelace Women's Hospital
- PHS Santa Fe Indian Hospital
- The Heart Hospital of New Mexico At Lovelace Medical Center
- University of New Mexico Carrie Tingley Hospital
- University of New Mexico Hospital
- UNM Sandoval Regional Medical Center

NM - Things to Note for Strategy Planning

- Looking at 2017 competitor offering, we have the strongest benefit offering in the state. We are the only plan offering vision, dental, and routine podiatry.
- Very strong network, only health plan contracted with UNM.
- Largest Medicaid Plan in the state (*duals know Molina*)
- 12 County DSNP footprint of 76k eligible' s with penetrate on of 46% in Bernalillo and as low as 5% in some of the 12 county area
- Molina name resonates with the Hispanic Community. Spanish advertising will be vital. Radio and Facebook have been positive.
- Opportunity with Native Americans. Molina provides a Medicaid Traditional Medicine benefit which has improved our name and trust which will carry over to SNP and MAPD.
- Strong dental network close to adding IHS Dental Clinics.

Utah

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Utah - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H5628-001

Service Area: Box Elder, Cache, Davis, Iron, Salt Lake, Tooele, Utah, Washington, Weber

Healthy Advantage (HMO SNP) – H5628-006

Service Area: Davis, Salt Lake, Utah and Weber

Healthy Advantage Plus (HMO) – H5628-007

Service Area: Davis, Salt Lake, Utah and Weber

Number of Medicare eligibles

Box Elder - 7,791

Cache - 12,699

Davis - 37,267

Iron - 7,261

Salt Lake - 131,592

Tooele - 7,115

Utah - 50,479

Washington - 33,469

Weber - 33,319



Utah - Network

DSNP

- IHC - Intermountain Healthcare
- University of Utah Healthcare
- HCA - MountainSTAR
- IASIS

MAPD

- University of Utah Healthcare
- HCA - MountainSTAR
- IASIS

UT - Things to Note for Strategy Planning

MAPD –

- Improved our benefit offering for 2017
- Partnership with Healthy U which has strong branding very trusted.
- Comprehensive Healthy U Medicaid Marketing even University Marketing carries over to MAPD.
- Challenge: Peoples perception is that the network is only around the University. We have HCA Mountain Star and Iasis along with several Healthy U clinics located throughout several counties.

SNP –

- Only SNP in the market with Molina Options Plus and Healthy Advantage which is a Healthy U branded product. Both plans are owned by Molina.
- Molina Options Plus has an extremely strong network which includes all the major providers.

Washington

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WA - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H5823-006

Service Area: King, Pierce, Skagit,
Snohomish, Spokane, Stevens, Whatcom,
Whitman

Molina Medicare Choice (HMO SNP) – H5823-007

Service Area: Pierce, Snohomish

Molina Medicare Options (HMO) – H5823-00

Service Area: Pierce

Number of Medicare eligibles

King - 301,925
Pierce - 140,558
Skagit - 28,579
Snohomish - 117,222
Spokane - 96,803
Stevens - 11,720
Whatcom - 42,143
Whitman - 5,551



WA - Network

DSNP

- Franciscan Health System
- Multicare Health System
- University of Washington
- SeaMar
- Community Health Clinic
- Swedish/Providence Health
- PeaceHealth (Skagit/Whatcom)
- NeighborCare
- Columbia Medical Associates
- Community Health Association of Spokane (CHAS)
- Concerto

MAPD (Pierce County)

- SeaMar Clinics
- Community Health Clinic
- Multicare Allenmore
- Multicare Good Samaritan
- Multicare Tacoma General

WA - Things to Note for Strategy Planning

- Providers Like Molina in WA
- Compared to the 2017 competitor offering we have the strongest benefits for SNP and MAPD.
- Only MAPD providing transportation
- Lowest PCP Co-pay and strongest OTC
- Largest Medicaid Company in WA (If they are dual good chance they have had Molina for Medicaid)
- Largest Provider Network for SNP
- Excellent relationships with CBO's, Low Income Housing, Senior Centers, Food Banks, Senior Housing

WA - Things to Note for Strategy Planning

- Providers Like Molina in WA
- Compared to the 2017 competitor offering we have the strongest benefits for SNP and MAPD.
- Only MAPD providing transportation
- Lowest PCP Co-pay and strongest OTC
- Largest Medicaid Company in WA (*If they are dual good chance they have had Molina for Medicaid*)
- Largest Provider Network for SNP
- Excellent relationships with CBO's, Low Income Housing, Senior Centers, Food Banks, Senior Housing

Florida

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Florida - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H8130-001

Service Area: Broward, Hillsborough, Miami-Dade,
Palm Beach, Pinellas, Polk

Number of Medicare Eligibles

Broward - 304,983

Hillsborough - 216,321

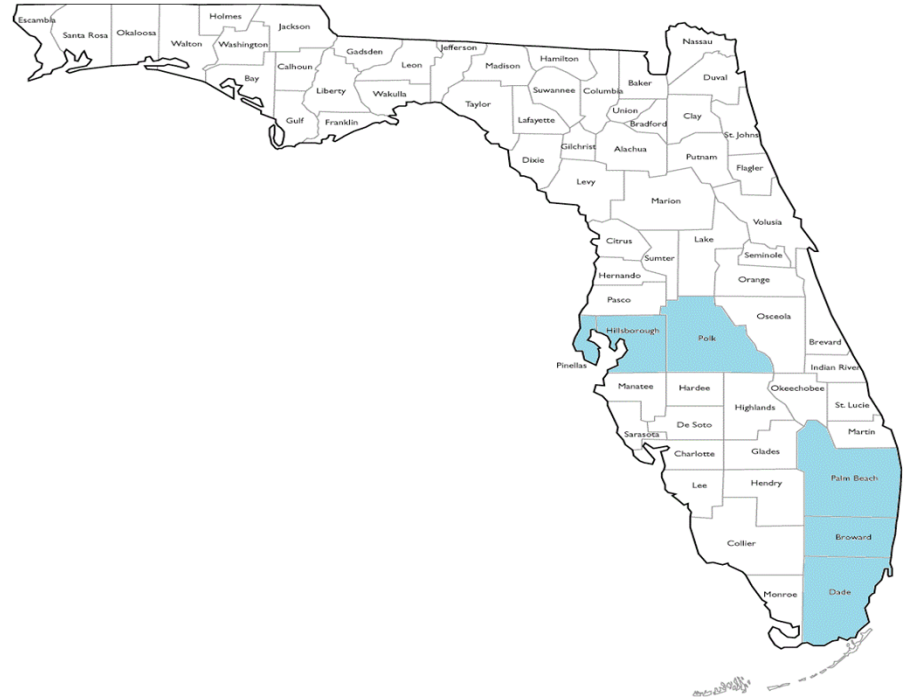
Miami Dade - 444,102

Palm Beach - 303,233

Pinellas - 233,564

Polk - 143,793

DSNP Penetration Rate: 36.8%



FL - Market

Network

North Florida

(Pinellas, Hillsborough & Polk Counties)

Baycare,
Florida Hospital
Tampa General
Tampa Family Health Centers
Suncoast Community Health Centers
Community Health Centers Pinellas
Professional Healthcare of Pinellas
Central Florida Healthcare

South Florida (Miami-Dade, Broward & Palm Beach Counties)

Tenant
University of Miami
Baycare-South Florida Baptist
Mount Saini
Jackson Memorial
University of Miami (Dade and Palm Beach)
Bascom Palmer
Sylvester Cancer Center
JFK Medical Center
Majesty Medical Asso
Doctors Choice
American Care
Tenant
Medical Center BPB
St Mary's Medical Center
Jerome Golden Behavioral Center
Community Care Centers

Things to Note for Strategy Planning

- Molina is one of the largest Medicaid Provider with 361,866 members.
- 6 County DSNP Footprint has 407,541 eligible with 36.8% penetration.
- Excellent Brand Recognition in all D-SNP Counties
- Competitive Dental with Strong Network
- Large aging in population is currently a Molina Member

Michigan

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MI - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H5926-001

Service Area: Genesee, Kent, Lapeer, Macomb, Montcalm, Oakland, Saginaw, Wayne

Number of Dual Eligibles

Genesee – 14,732

Kent – 16,739

Lapeer – 1,627

Macomb – 22,816

Montcalm – 2,023

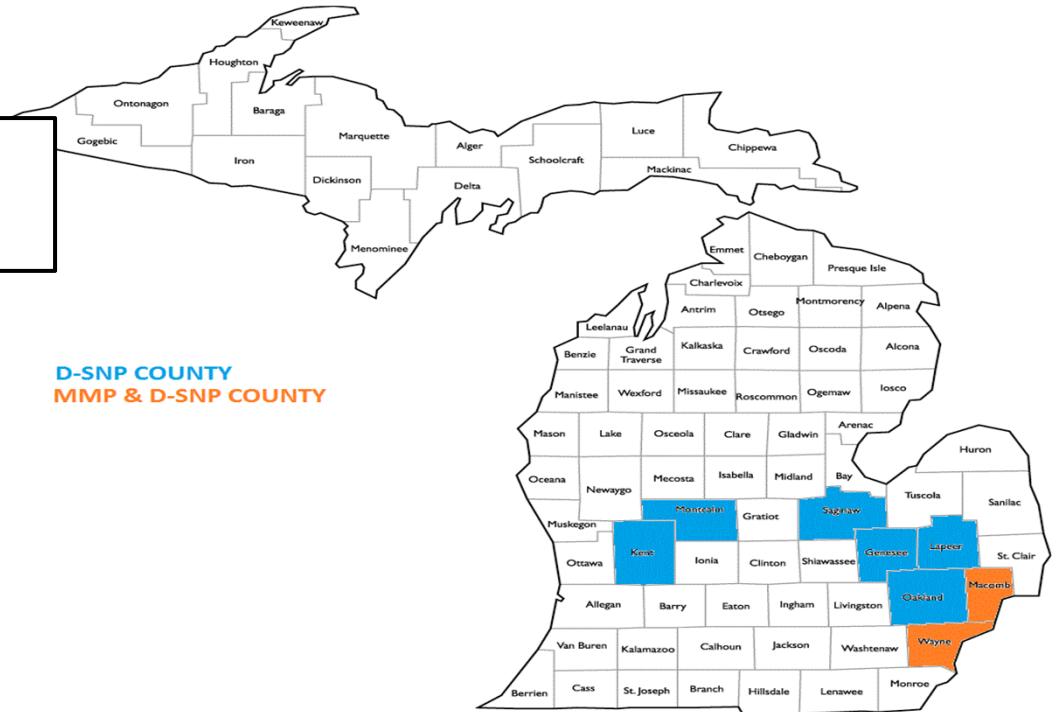
Oakland - 27,120

Saginaw – 7,886

Wayne – 73,239

D-SNP Penetration Rate: XXX

D-SNP COUNTY
MMP & D-SNP COUNTY



MI - Network

- MMOP has an extremely strong network in our 8 county service areas.
- Over 2,500 PCPs
- Over 9,500 Specialists
- **37 hospitals including major facilities such as:**

Henry Ford Medical Group
University Physician Group
VHS Physicians of Michigan
Health Centers Detroit Medical Group, PC
The Wellness Plan
Concert Health Care of Michigan
Molina Medical Group Midwest Clinic
Beaumont Professional Services

Oakwood Ambulatory LLC
POH Medical Center
St. John Medical Hospital Medical Practice
McLaren Medical Management

Things to Note for Strategy Planning

- Molina currently has 25,571 Market Place members
- Molina currently has 369,111 Medicaid members
- Molina currently has 10,511 Medicare members
- Molina currently has 10,653 MMP Members (Wayne & Macomb)
- 23% of Duals are enrolled in a Dual Medicare Plan
- Robust Medicare provider network can be used in marketing
- Only one competitor overlaps most of our service areas
- Medicaid Spend Down members can be enrolled into our plan
- Extremely competitive dental benefit that is preferred over competitors
- Molina has 78% of the enrolled Dual Market Share

Texas

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TX - Medicare Products & Service Areas

Molina Medicare Options Plus (HMO SNP) – H7678-001

Service Area: Bexar, Collin, Dallas, El Paso, Harris, Hidalgo

Number of Medicare eligibles

Bexar - 273,084

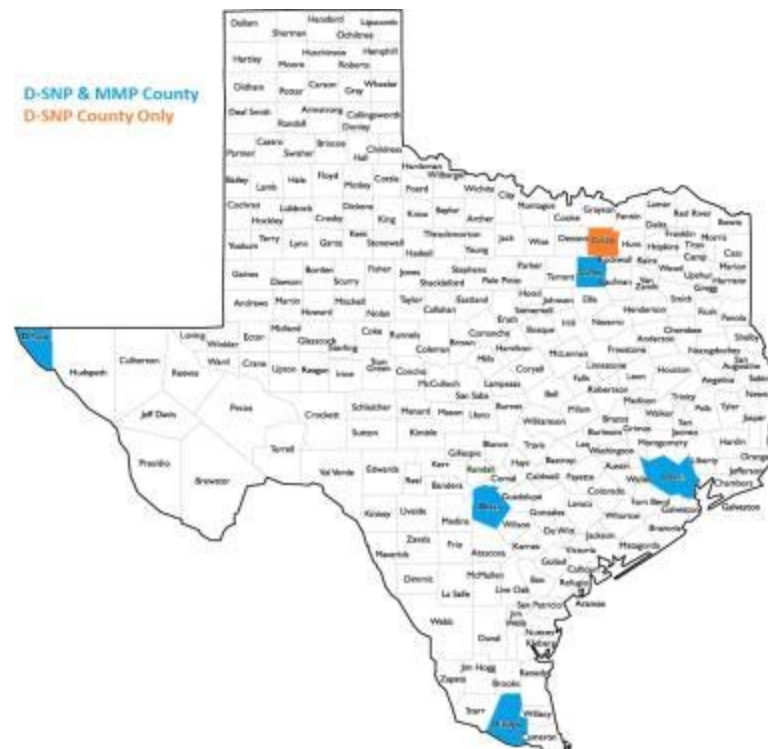
Collin - 103,009

Dallas - 304,141

El Paso - 120,064

Harris - 501,601

Hidalgo - 96,958



Texas - Network (D-SNP)

El Paso-

- Texas Tech University Health Science of El Paso
- UMC of El Paso
- Montwood Family Medical Center
- Salud Y Vida Clinic PA
- Centro De Salud Familiar La Fe

Hidalgo

- Enrique Griego, MD
- Nuestra Clinica Del Valle
- Jose Pena, MD
- Norma Iglesias, MD and Associates
- Monzer Yazji, M and Associates

San Antonio

- University Health System in San Antonio
- Antonio Cavazos, MD
- St. Luke's Hospital
- Methodist Hospital
- Clay Gruebeck, MD

Harris

- Harris Health System
- Memorial Hermann Hospital
- Clinicas Mi Doctor

Dallas

- Parkland Health System
- Methodist
- Bluit Flowers Health Center
- Clinicas Mi Doctor
- East Dallas Health Center

Large number of Plan Books in year of the five counties in the service area.

- Great Brand awareness based on Medicaid State Contract.

- MMP Productivity in the five counties in the service area.

- Collin County Low Market penetration without MMP Plan Presence

- Increases in Value added Benefits for 2018

TX Market Highlights

Virginia

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Medicare – 2018 VA Service Area

HMO – MMO – H9595-004

The geographic service area for our NEW Molina Medicare Options (MMO) HMO Plan in the Norfolk area includes these 3 cities in Virginia:

- Chesapeake City
- Norfolk City
- Portsmouth City

HMO – MMO – H9595-002

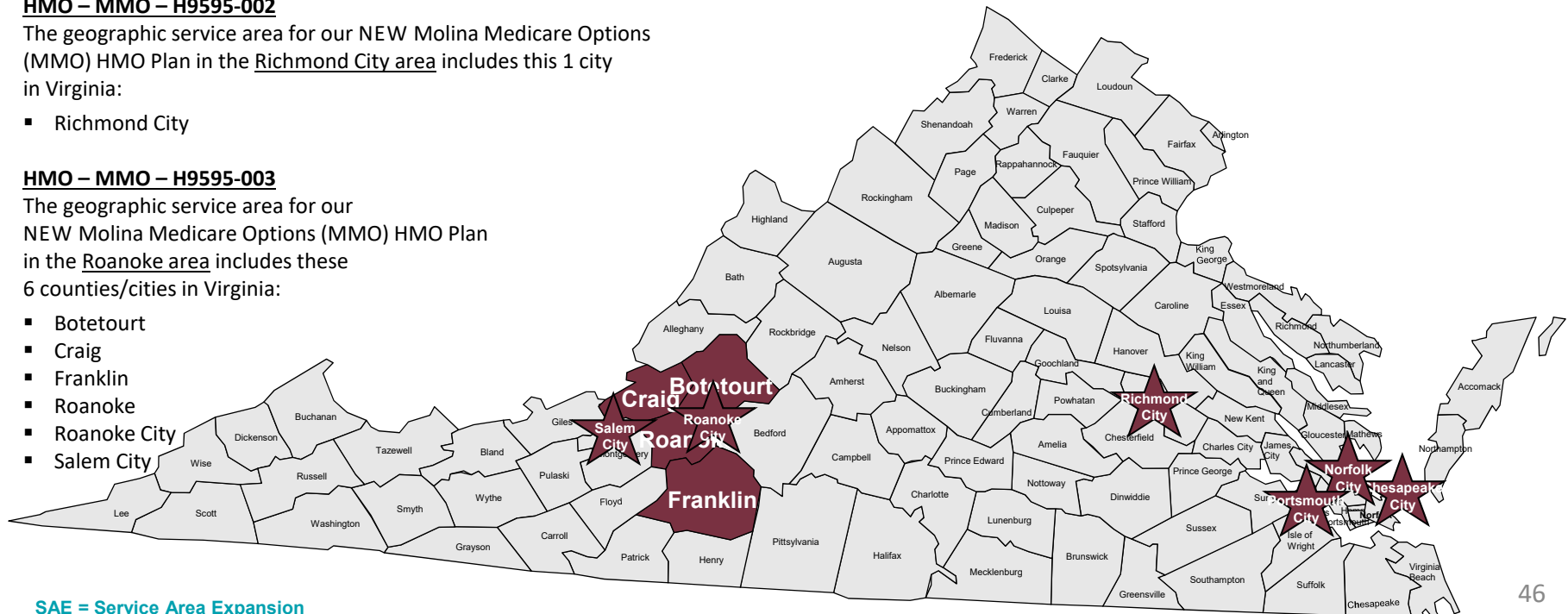
The geographic service area for our NEW Molina Medicare Options (MMO) HMO Plan in the Richmond City area includes this 1 city in Virginia:

- Richmond City

HMO – MMO – H9595-003

The geographic service area for our NEW Molina Medicare Options (MMO) HMO Plan in the Roanoke area includes these 6 counties/cities in Virginia:

- Botetourt
- Craig
- Franklin
- Roanoke
- Roanoke City
- Salem City



SAE = Service Area Expansion

VA - Medicare Products & Service Areas (con't)

Number of Medicare eligibles

VA - Network

- Richmond Community Hospital
- Saint Mary's Hospital
- Memorial Regional Medical Center
- Saint Francis Medical Center
- Carilion Roanoke Memorial Hospital
- Carilion New River Valley Medical Center
- Bon Secours DePaul Medical Center
- Bon Secours Maryview Medical Center
- Maryview Medical Center

VA - Market Highlights

Highlights

VA PCP's are super excited about Molina. They want a new payer in the market and have welcomed Molina

Zero Rx Deductible on Drugs in Tier 1 or 2

Zero Premium in most VA markets

Super competitive Max Out of Pocket

New Market for Molina in 2018 breeds Brand new opportunity for relationships and sales

Silver & Fit in every plan.

“Why sell Molina?”

- We take care of our agents and will treat you as part of our family
- The best broker support unit and broker channel managers in the industry
- Competitive override structure
- Committed to providing strong benefit offering (consistency, no roller coasters)
- We are growing, three year plan for growth and expansion
- Molina is looking for the agencies to build around

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Thank you

 Thank you! We appreciate your partnership!

