

Emerging Trends in the 2021 Medicare Advantage Market

Benefit Trends, SSBCI, and D-SNP Expansion

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Agenda

- **2021 Market Overview**
- **Benefit Trends 2017 to 2021**
- **LTSS Benefits in Medicare Advantage**
- **2021 D-SNP Market Overview**
- **2021 D-SNP Integration Requirements**
- **Questions**

Presenters



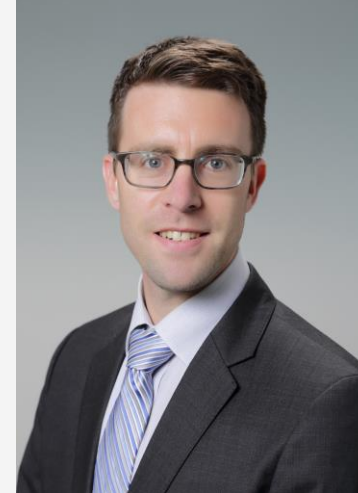
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2021 Medicare Advantage

CMS published changes from 2020 to 2021

Average monthly plan premium
expected to decrease 11%

2021: \$21.00 (estimate)
2020: \$26.63

Plans available

4,800+

Plans to choose from,
on average, per county

2021: 47
2020: 39

In rural counties, an 18% increase
in plan offerings

2021: 2,900
2020: 2,450

Plans included in the
Part D Senior Savings Model

1,600+

COVID-19 supplemental benefit coverage

Percentage of enrollment with access to COVID-19 supplemental benefit coverage in 2021

34.1%

of General Enrollment
Plan Membership

17.5%

of Dually-Eligible
Plan Membership

Source: 2021 Milliman MACVAT®

<https://www.milliman.com/en/insight/Prevalence-of-supplemental-benefits-in-the-general-enrollment-Medicare-Advantage-marketplace>

<https://www.milliman.com/en/insight/Prevalence-of-supplemental-benefits-in-the-D-SNP-Medicare-Advantage-marketplace>

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2021 Medicare Advantage

VBID demonstration exposure in 2021

Enrollment coverage

- 4.6 million beneficiaries with access to coverage
- 1.6 million expected to be targeted

Organization participation

- 19 parent organizations
- 9 participants in VBID-Hospice

PBP participation

- 451 PBPs
- 53 PBPs participating in VBID-Hospice

		CY2017	CY2018	CY2019	CY2020	CY2021
VBID	MAOs	9	10	10	14	19*
	Eligibles	-	-	440K	1.2M	4.6M
	Enrollees	99K	105K	111K	-	1.6M

* Inclusive of 9 Hospice Benefit Component participants.

Sources:

<https://www.cms.gov/newsroom/press-releases/trump-administration-announces-historically-low-medicare-advantage-premiums-and-new-payment-model>

<https://innovation.cms.gov/data-and-reports/2020/vbid-yr1-3-evalrpt>

<https://www.cms.gov/newsroom/fact-sheets/medicare-advantage-value-based-insurance-design-model-calendar-year-2021-model-participation>

2021 Medicare Advantage

Other non-uniform benefit offering coverage (estimates)

	CY2019 ¹	CY2020 ²	CY2021 ³
Primarily Health Related (PHR)	270 plans 1.5M enrollees	500 plans 2.6M enrollees	730 plans 3M enrollees
Uniformity		300 plans 1.3M enrollees	500 plans 2.5M enrollees
Special Supplemental Benefits for the Chronically III (SSBCI)	N/A	250 plans 1.2M enrollees	920 plans 4.3M enrollees

¹ <https://www.cms.gov/newsroom/fact-sheets/2019-medicare-advantage-and-part-d-prescription-drug-program-landscape>

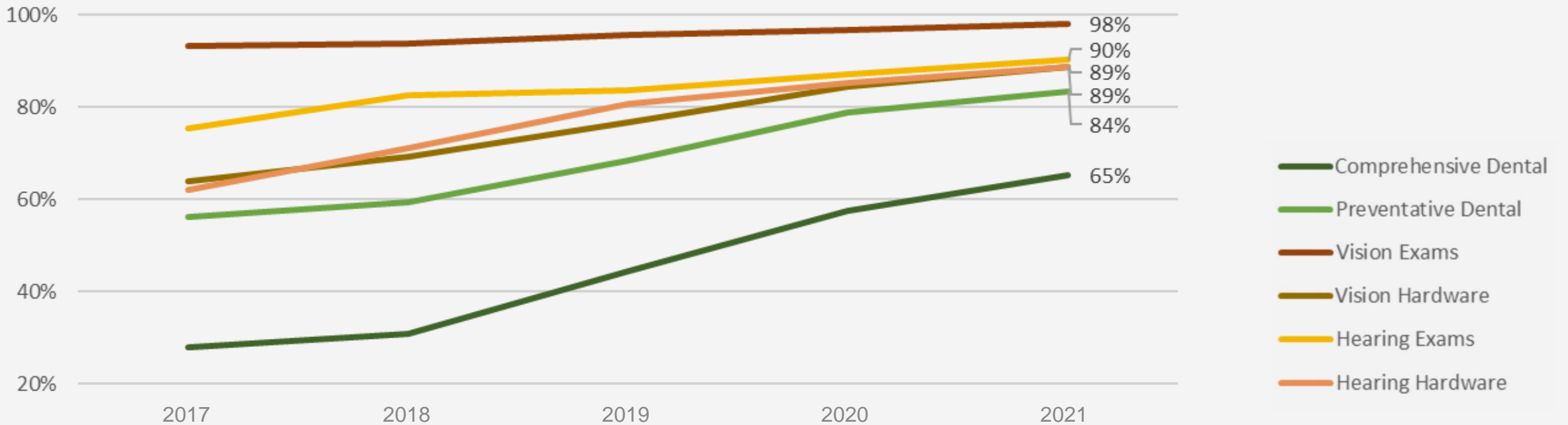
² <https://www.cms.gov/newsroom/press-releases/trump-administration-drives-down-medicare-advantage-and-part-d-premiums-seniors>

³ <https://www.cms.gov/newsroom/press-releases/trump-administration-announces-historically-low-medicare-advantage-premiums-and-new-payment-model>

2021 General enrollment benefit prevalence

General enrollment benefit prevalence over time

Nationwide – “Core” benefits



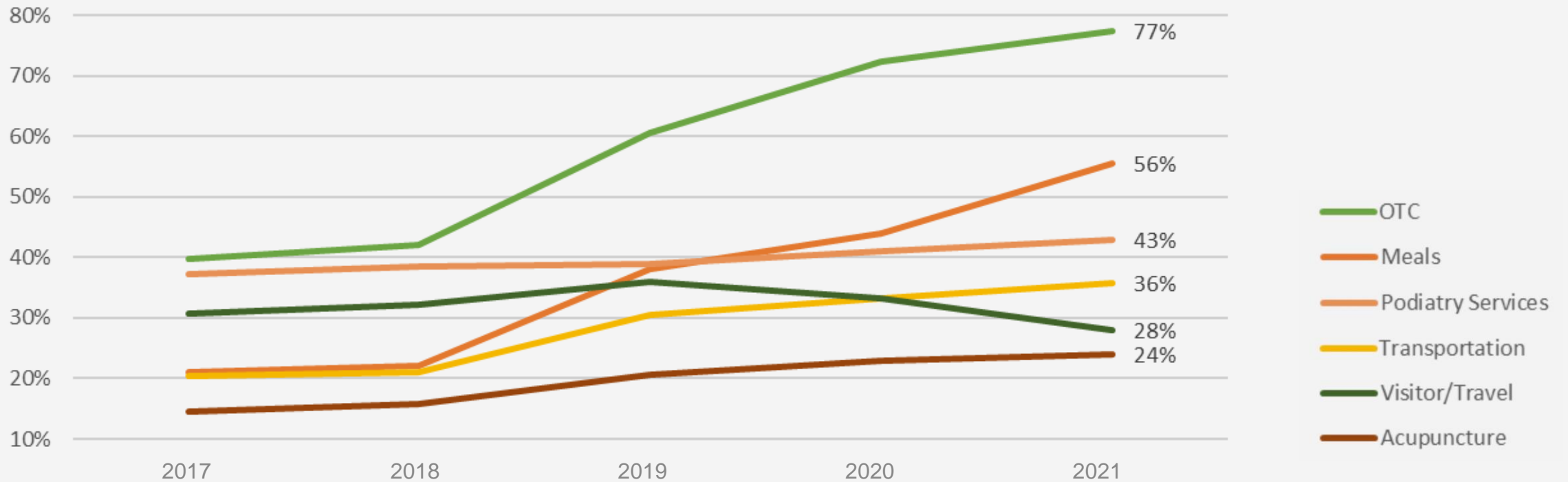
Source: 2021 Milliman MACVAT®

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General enrollment benefit prevalence over time

Nationwide – Select additional supplemental benefits



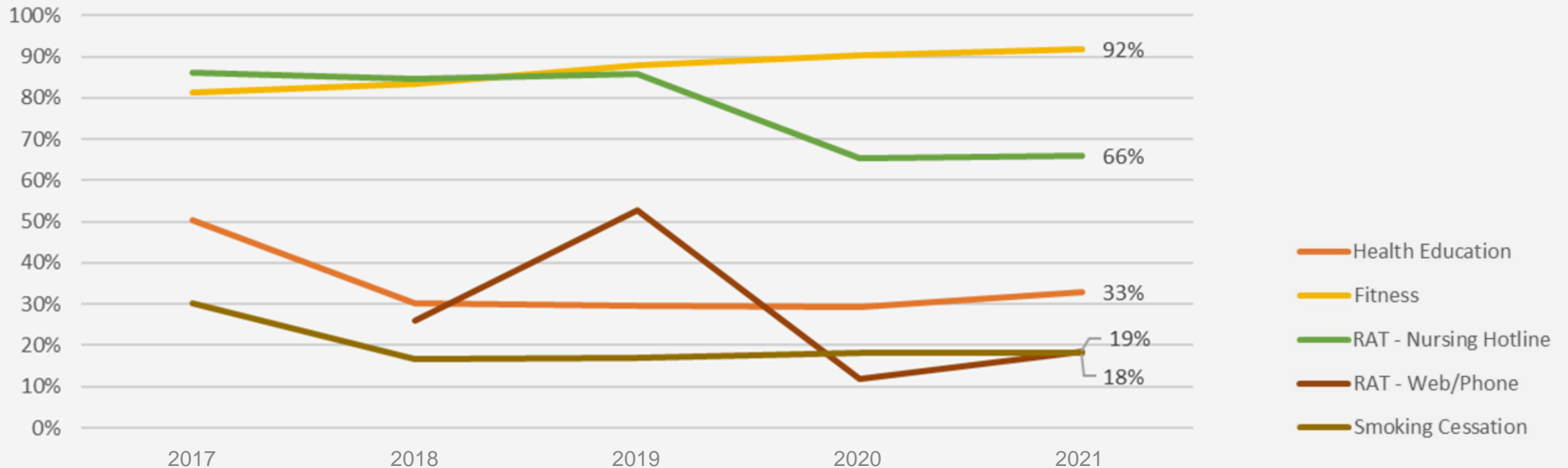
Source: 2021 Milliman MACVAT®

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General enrollment benefit prevalence over time

Nationwide – Various PBP 14c “preventative” benefits



Source: 2021 Milliman MACVAT®

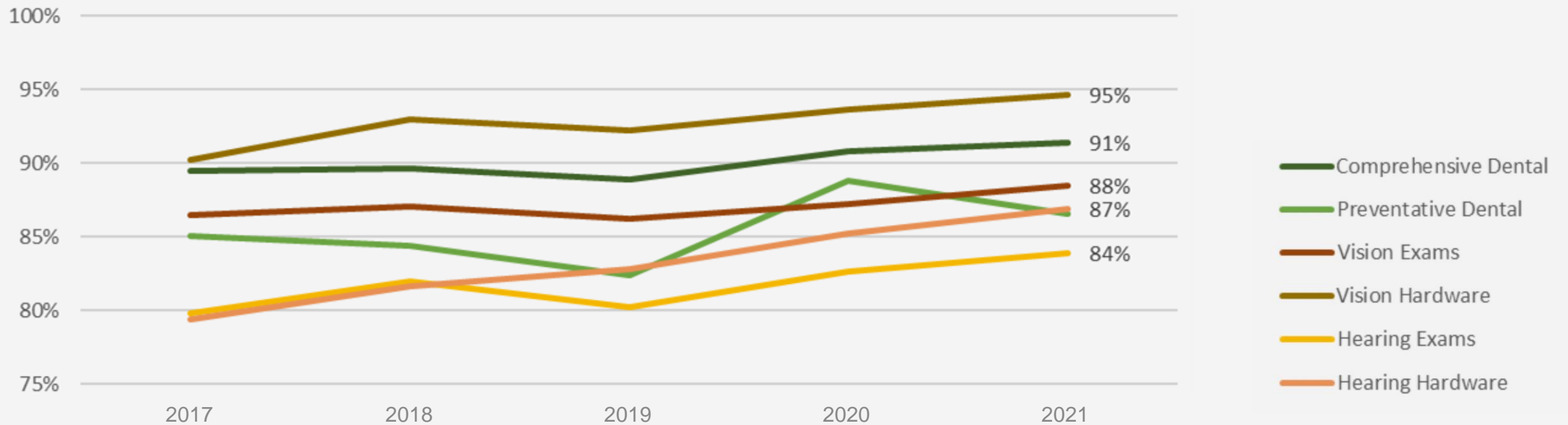
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2021 D-SNP benefit prevalence

D-SNP benefit prevalence over time

Nationwide – “Core” Benefits



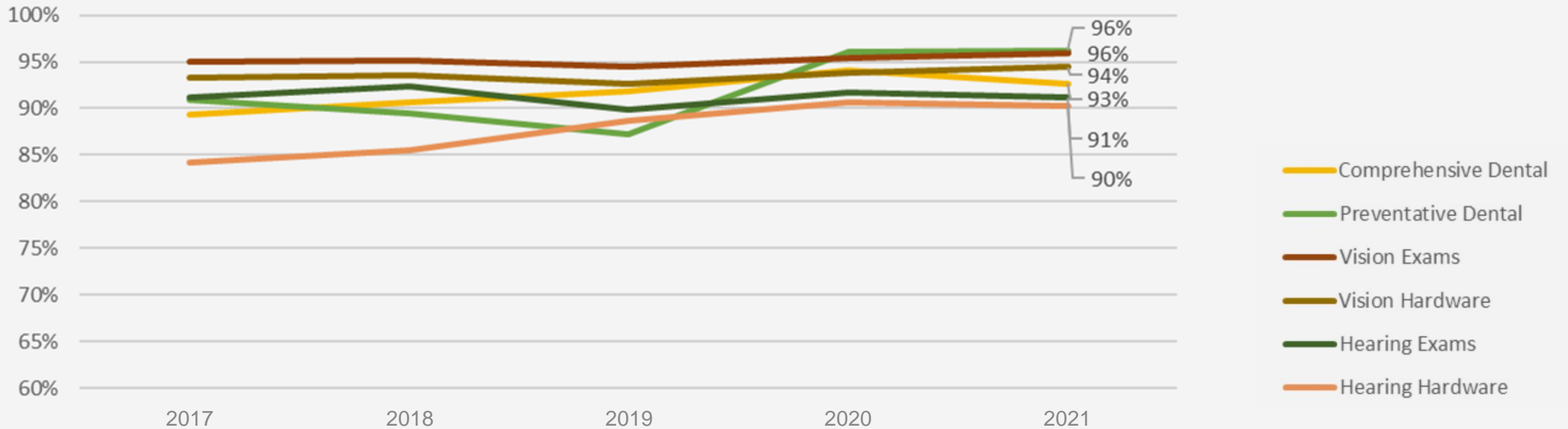
Source: 2021 Milliman MACVAT®

<https://www.milliman.com/en/insight/Prevalence-of-supplemental-benefits-in-the-general-enrollment-Medicare-Advantage-marketplace>
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D-SNP benefit prevalence over time

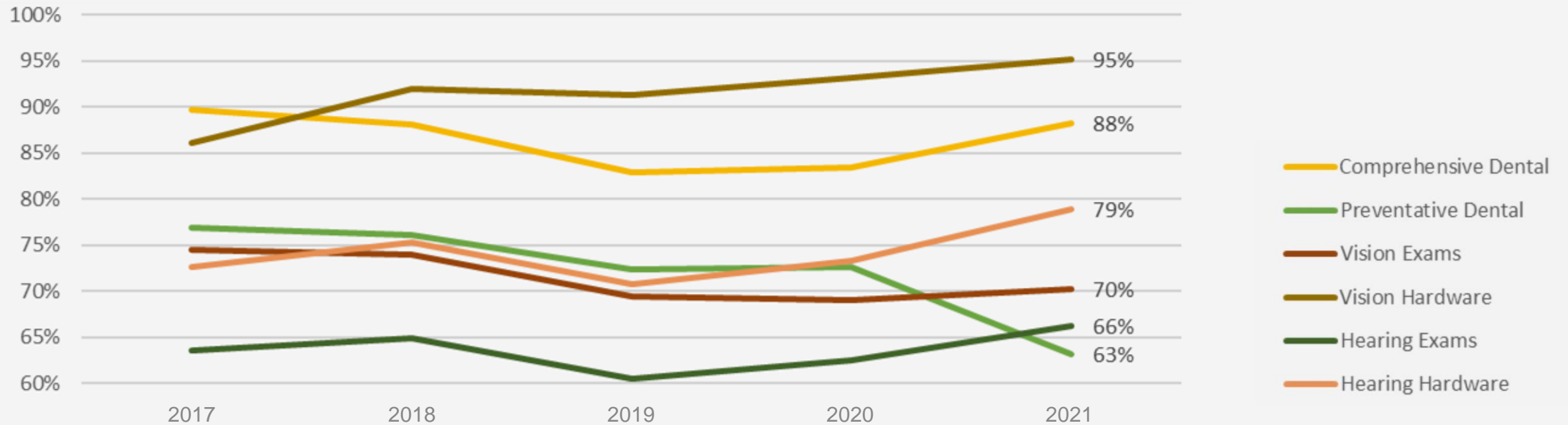
Nationwide – “Core” Benefits – Large players



Source: 2021 Milliman MACVAT®

D-SNP benefit prevalence over time

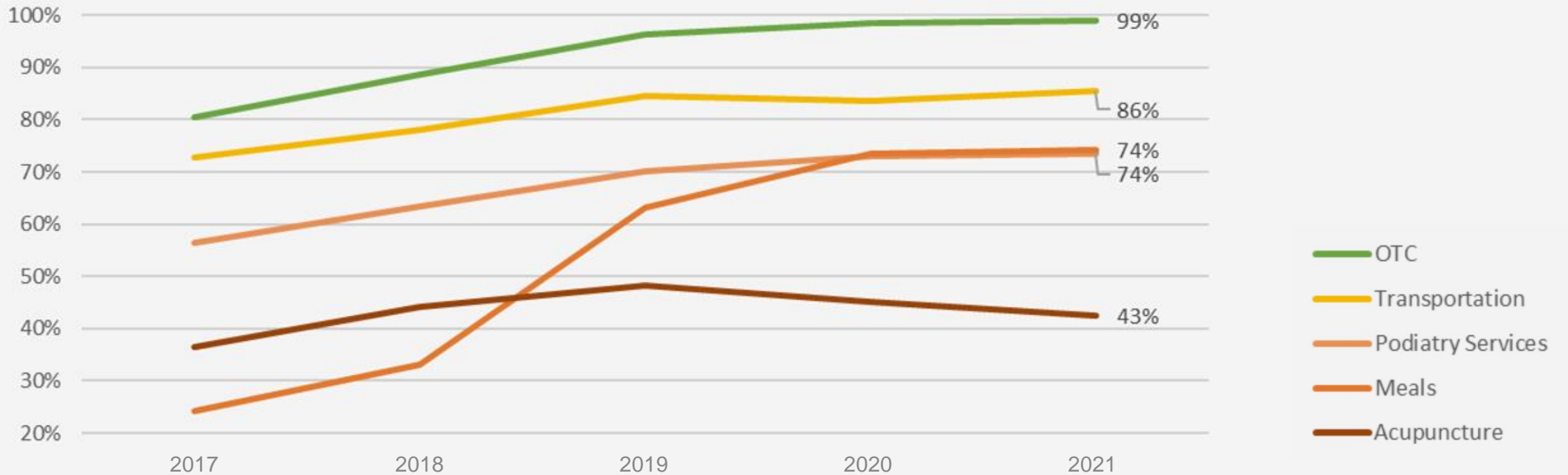
Nationwide – “Core” Benefits – Non-large players



Source: 2021 Milliman MACVAT®

D-SNP benefit prevalence over time

Nationwide – Select additional Supplemental Benefits



Source: 2021 Milliman MACVAT®

<https://www.milliman.com/en/insight/Prevalence-of-supplemental-benefits-in-the-general-enrollment-Medicare-Advantage-marketplace>

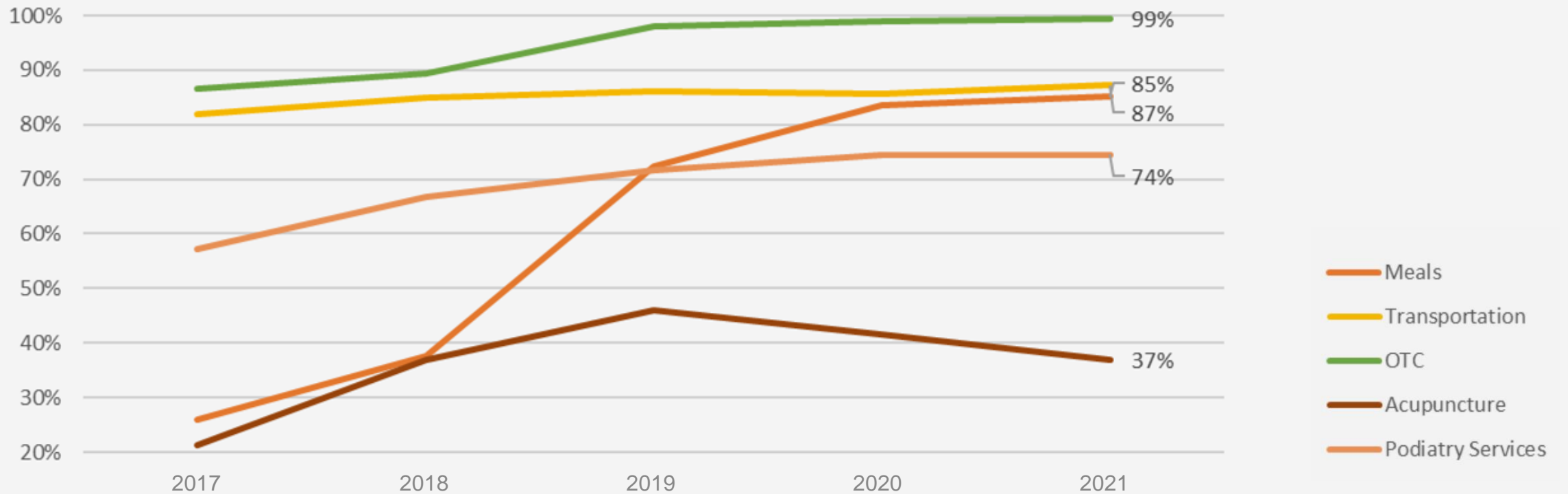
<https://www.milliman.com/en/insight/Prevalence-of-supplemental-benefits-in-the-D-SNP-Medicare-Advantage-marketplace>

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D-SNP benefit prevalence over time

Nationwide – Select additional Supplemental Benefits – Large players

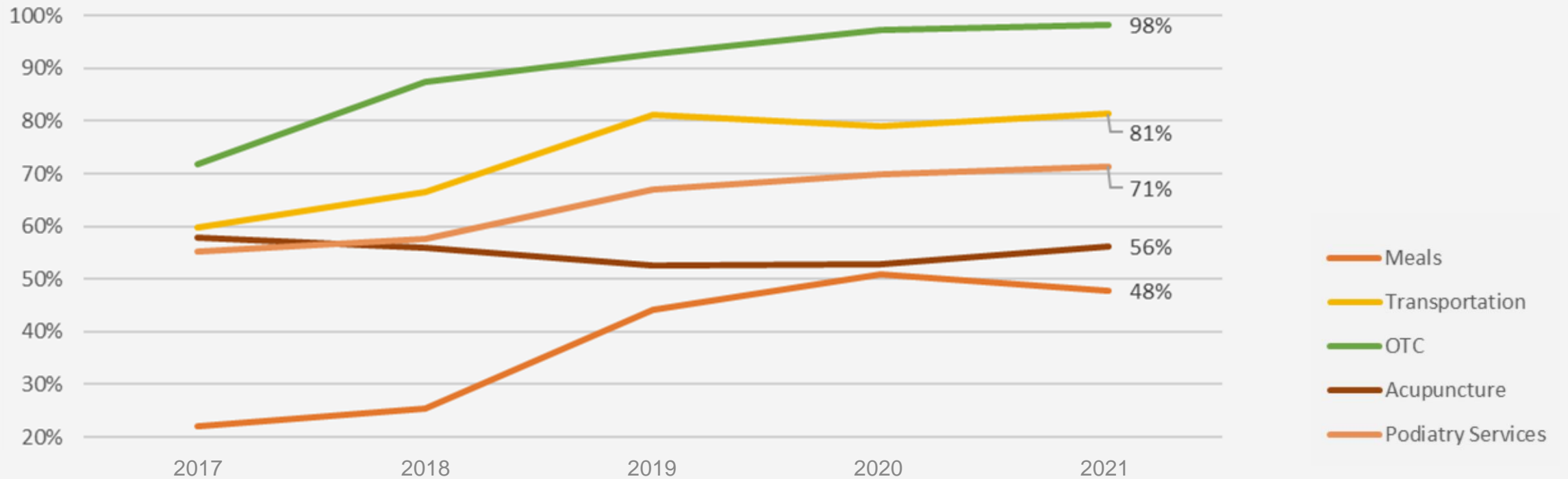


Source: 2021 Milliman MACVAT®

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D-SNP benefit prevalence over time

Nationwide – Select additional Supplemental Benefits – Non-large players



Source: 2021 Milliman MACVAT®

LTSS benefits in MA plans

PHR and SSBCI

Expanded PHR definition (since 2019)

LTSS benefits in MA plans

Key LTSS Benefits

PHR Supplemental benefit	CY2020	CY2019
Adult day care services	63	0
Home-based palliative care	58	29
In-home support services	148	51
Support for caregivers (aka respite care)	77	N/A**
Therapeutic massage	180	22
Total (several plans offer more than one benefit in 2020)	351	102

* CY2020 plan counts per benefit 14c of the PBP. CY2019 plan counts per benefit b13 of PBP tool.

** Support for caregivers was classified differently in CY2019

Source: <https://milliman-cdn.azureedge.net/-/media/milliman/pdfs/articles/overview-medicare-advantage-supplemental-healthcare.ashx>

Special Supplemental Benefits for the Chronically III (SSBCI)

LTSS benefits in MA plans

Eligibility for SSBCI is determined by the plan based on a three-pronged definition of a chronically ill enrollee as an individual who:

- Has one or more comorbid and medically complex chronic conditions that are life-threatening or significantly limit the overall health or function of the enrollee;
- Has a high risk of hospitalization or other adverse health outcomes; and
- Requires intensive care coordination.

Pest control



Food and produce



Transportation for non-medical needs



Service dog needs



LTSS needs and costs

What do individuals need during long-term care events?

Description	2020 Annual cost	Annual cost trend
Semiprivate room in a nursing home	\$93,075	3%
Home health aide	\$54,912	4%
Care in an adult day healthcare center	\$19,240	-1%
Assisted living facility	\$51,600	6%

- Long-term care events last many years (3-4 years on average)
- Need for care is greater as individual capacity declines
- Costs for round-the-clock care are high
- MA coverage from PHR and SSBCI is helpful but cannot cover high ongoing costs of custodial and nursing care

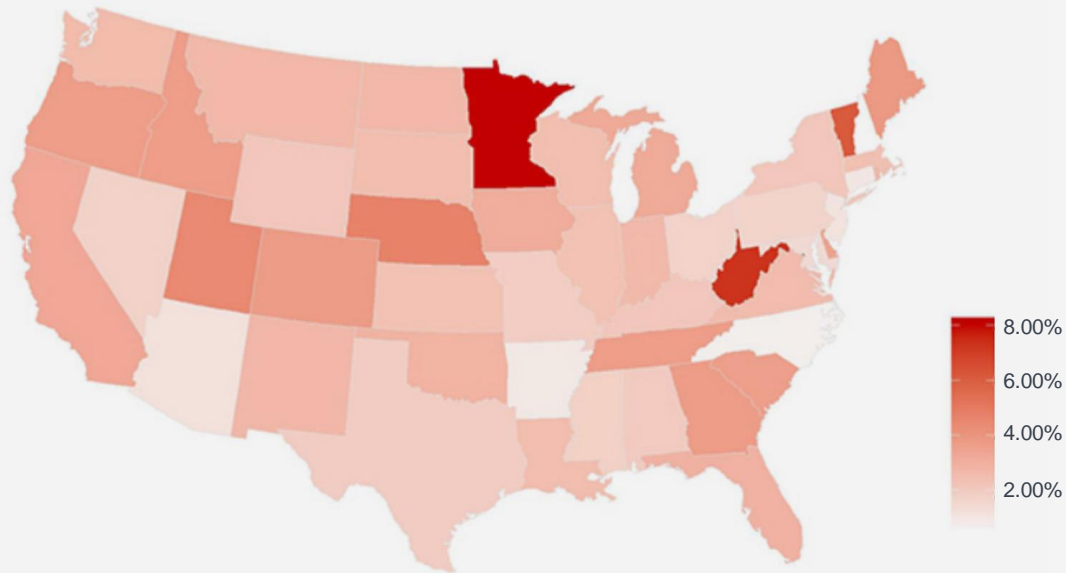
Genworth. Cost of Care Survey. Retrieved December 7, 2020, from <https://www.genworth.com/aging-and-you/finances/cost-of-care.html>.

Trends in cost of long-term care

How LTC costs are increasing nationwide

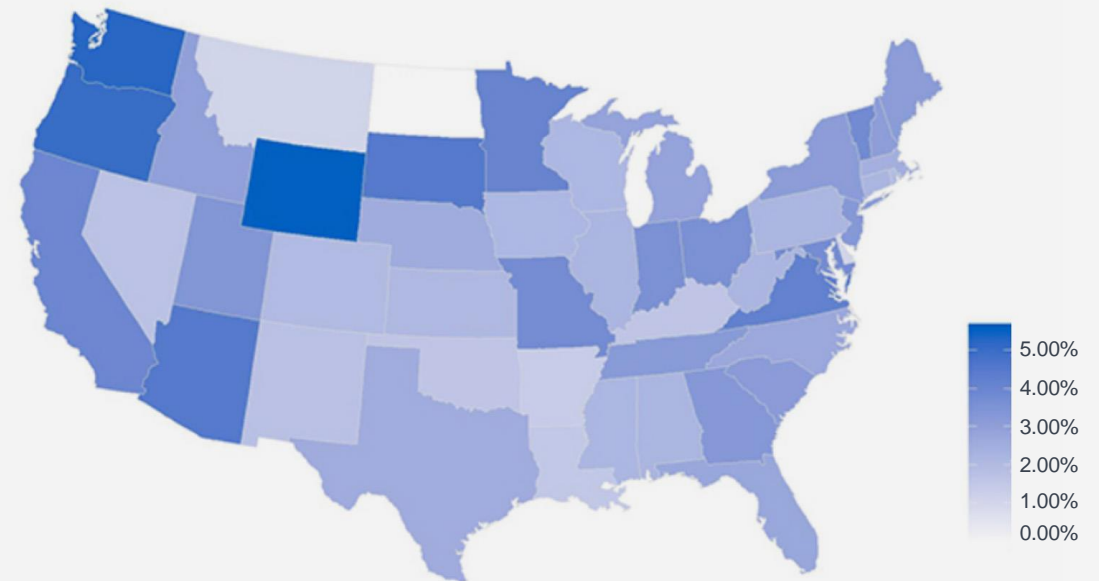
Nursing home – Private room

Annualized growth between 2016 and 2019



Homemaker health aide

Annualized growth between 2016 and 2019



2021 D-SNP market overview

2021 D-SNP market overview

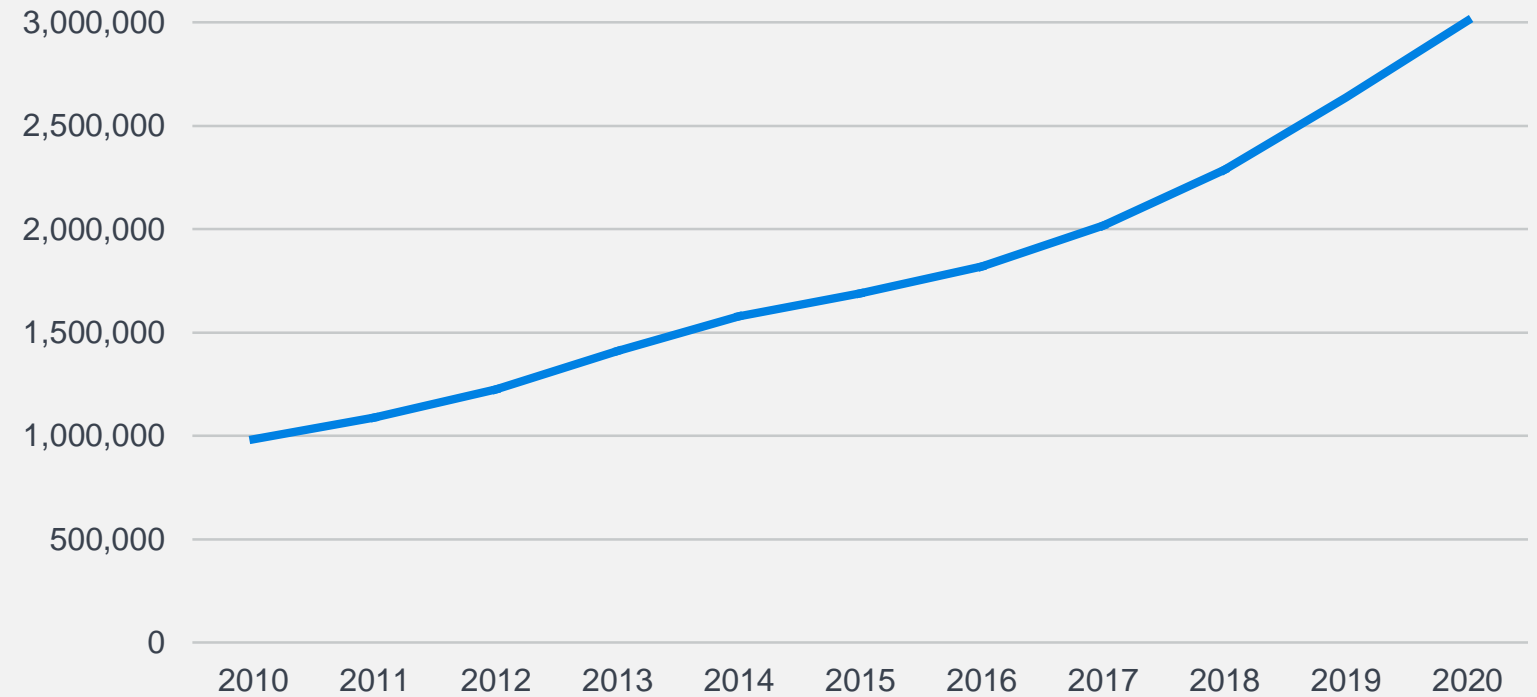
Enrollment

3M+

Enrolled D-SNP
beneficiaries

D-SNP enrollment has
historically increased by
more than 10% per year.

D-SNP enrollment by year



Source: CMS SNP Comprehensive Reports

<https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/MCRAAdvPartDENrolData/Special-Needs-Plan-SNP-Data>

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2021 D-SNP market overview

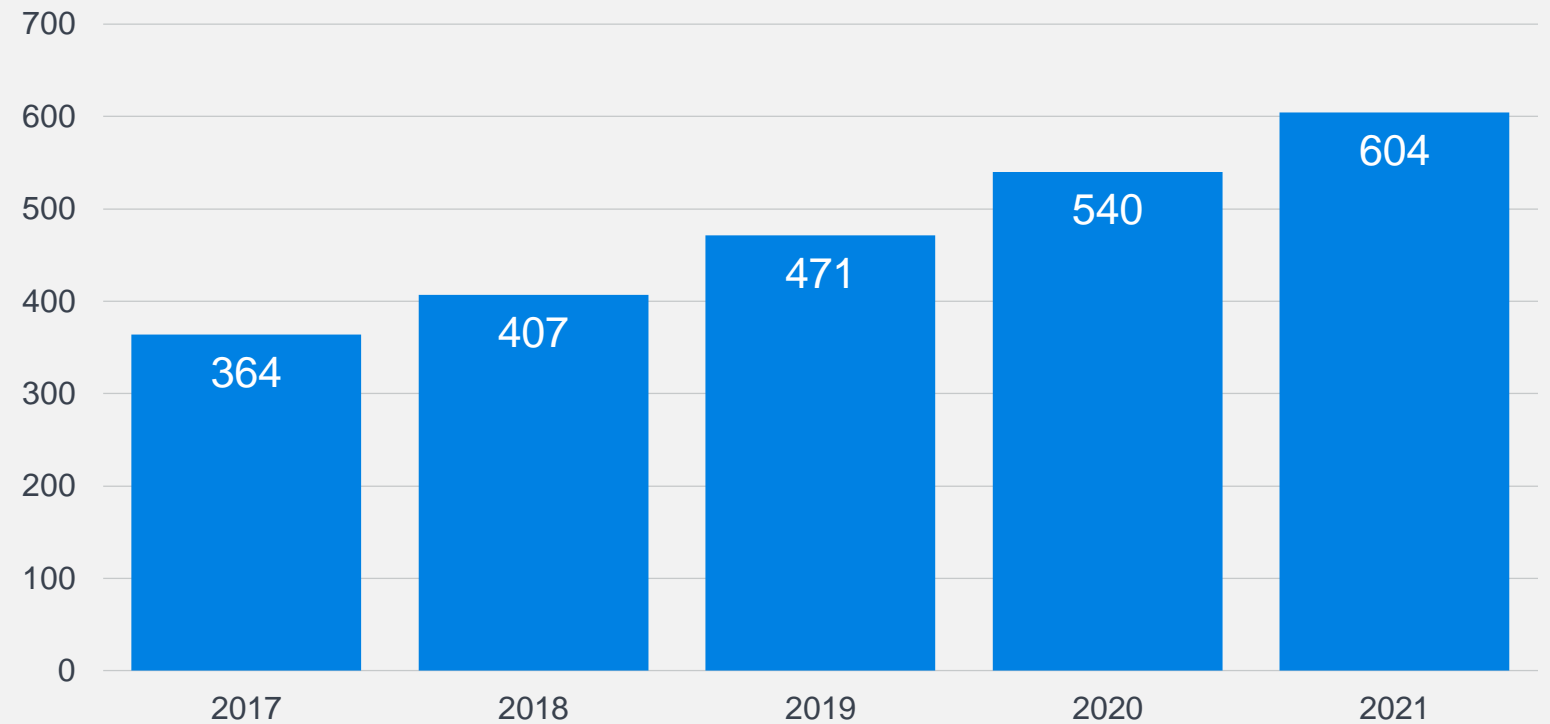
Number of plans

600

Available D-SNPs

The number of D-SNPs has historically increased by more than 10% per year.

Number of D-SNPs by year



Source: CMS SNP Landscape Files
<https://www.cms.gov/Medicare/Prescription-Drug-Coverage/PrescriptionDrugCovGenIn/index>

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2021 D-SNP market overview

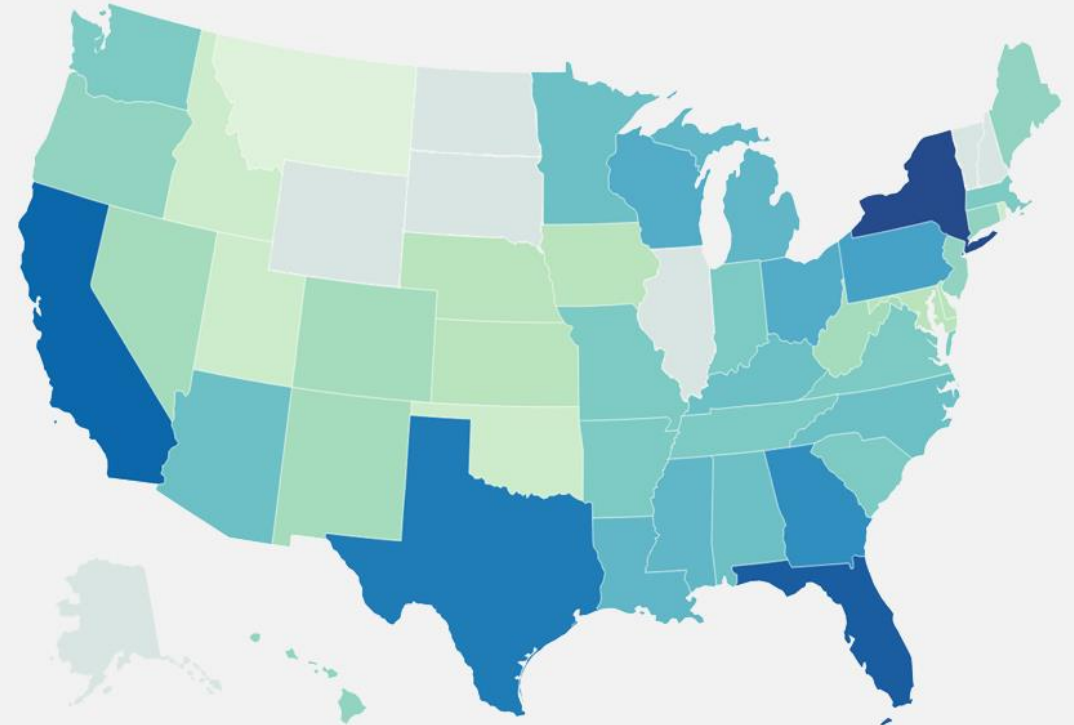
State coverage

45

States with at least one D-SNP (incl. DC, PR)

Most states without D-SNPs are among the least populous states.

Number D-SNP MAOs by state (CY2021)



Source: Milliman Insight *Key Insights into 2021 Medicare Advantage D-SNP landscape*
<https://www.milliman.com/en/insight/key-insights-into-2021-medicare-advantage-dsnp-landscape>

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2021 D-SNP market overview

County coverage

80%

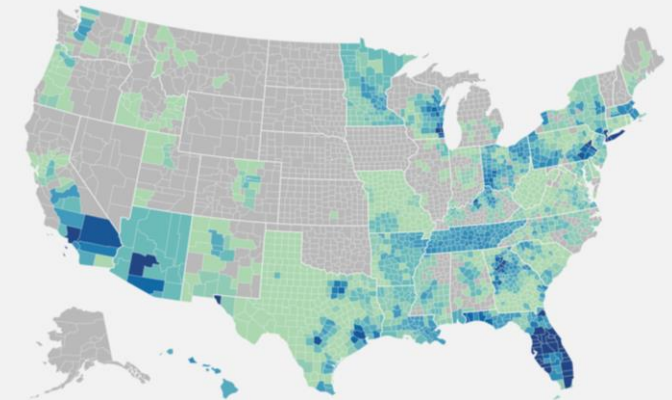
Counties with at least one D-SNP

Availability of D-SNPs in both urban and rural areas has increased significantly.

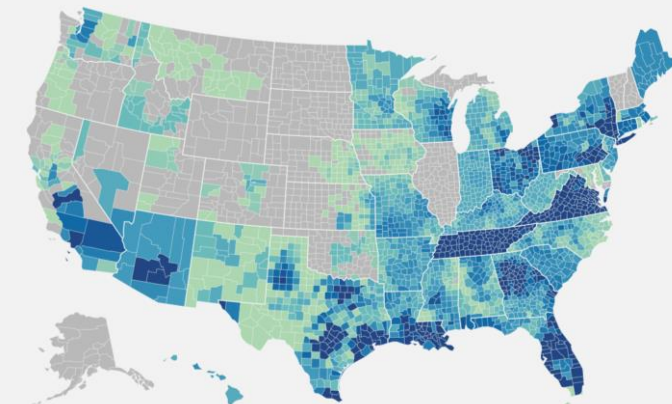
Number of D-SNPs by county



CY2017



CY2021



Source: CMS SNP Landscape Files
<https://www.cms.gov/Medicare/Prescription-Drug-Coverage/PrescriptionDrugCovGenIn/index>

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2021 D-SNP market overview

Key players

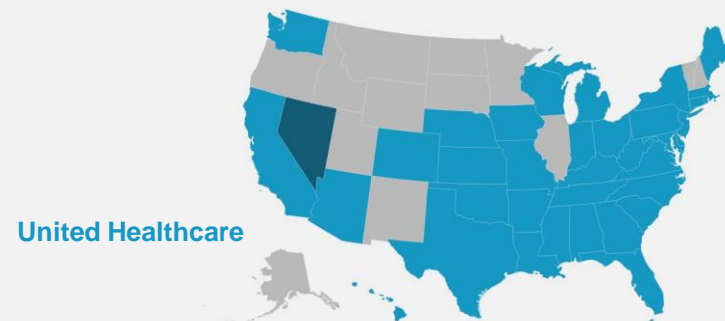
33%

UnitedHealthcare
D-SNP market share

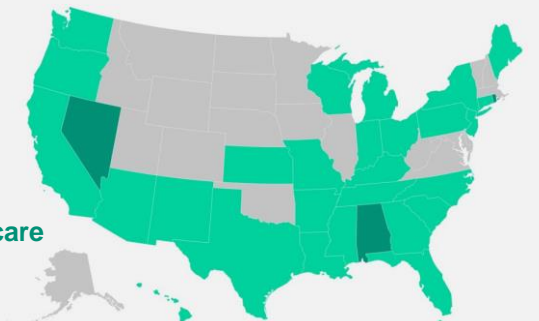
UnitedHealthcare is the dominant D-SNP MAO, both by enrollment and footprint.

Aetna will significantly expand its D-SNP footprint in 2021.

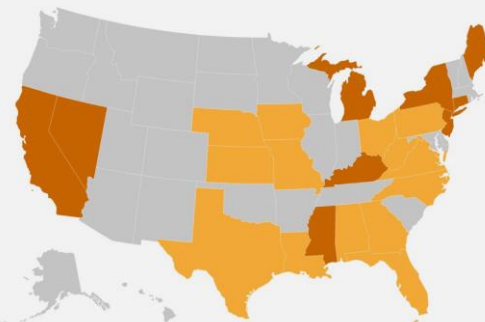
D-SNP footprint of national MAOs (CY2021)



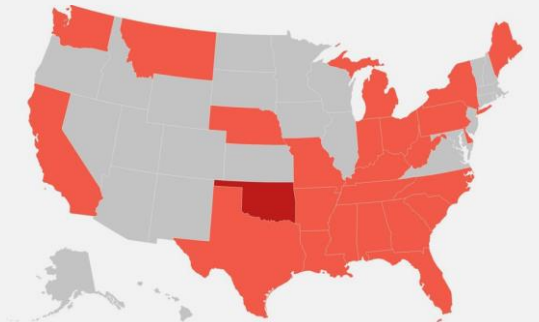
United Healthcare



Centene / Wellcare



Aetna



Humana

Source: Milliman Insight *Key Insights into 2021 Medicare Advantage D-SNP landscape*
<https://www.milliman.com/en/insight/key-insights-into-2021-medicare-advantage-dsnp-landscape>

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2021 D-SNP integration requirements

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Requirements

Acute event notification process

- Notify state when high-risk enrollees admitted to hospital or SNF
- Definition of “high-risk” and operational mechanics at state discretion

HIDE SNP

- Highly Integrated D-SNP
- MAO (or related entity) offers separate Medicaid LTSS or behavioral health plan within D-SNP service area

FIDE SNP

- Fully Integrated D-SNP
- Plan provides both Medicare and Medicaid benefits (including LTSS)

2021 D-SNP integration requirements

Integration status

Integration status	Plans	States (including DC, PR)
Acute event notification process	343	36
HIDE SNP	190	16
FIDE SNP	69	12

Source: CMS SMAC DSNP Integration Data

<https://www.cms.gov/Medicare-Medicaid-Coordination/Medicare-and-Medicaid-Coordination/Medicare-Medicaid-Coordination-Office/D-SNPs>

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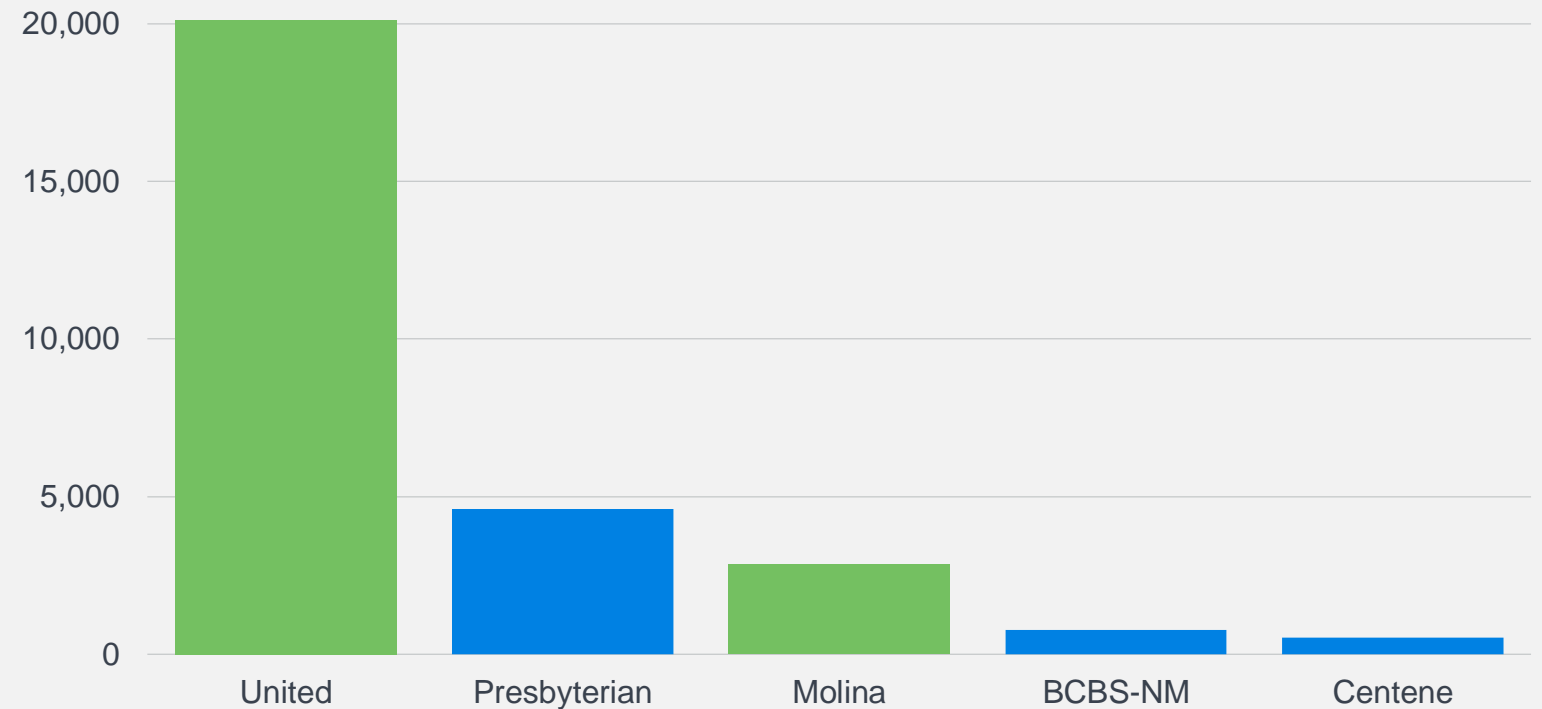
2021 D-SNP integration requirements

Market changes

D-SNPs exited market in New York and New Mexico.

New Mexico was the only state with significant market exits. United and Molina will both exit the New Mexico market in 2021.

New Mexico D-SNP enrollment (September 2020)



Source: CMS SNP Comprehensive Reports
<https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/MCRAAdvPartDENrolData/Special-Needs-Plan-SNP-Data>

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Questions

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Thank you!

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