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Medicaid Risk-based Managed Care: Analysis of Financial Results for 2009

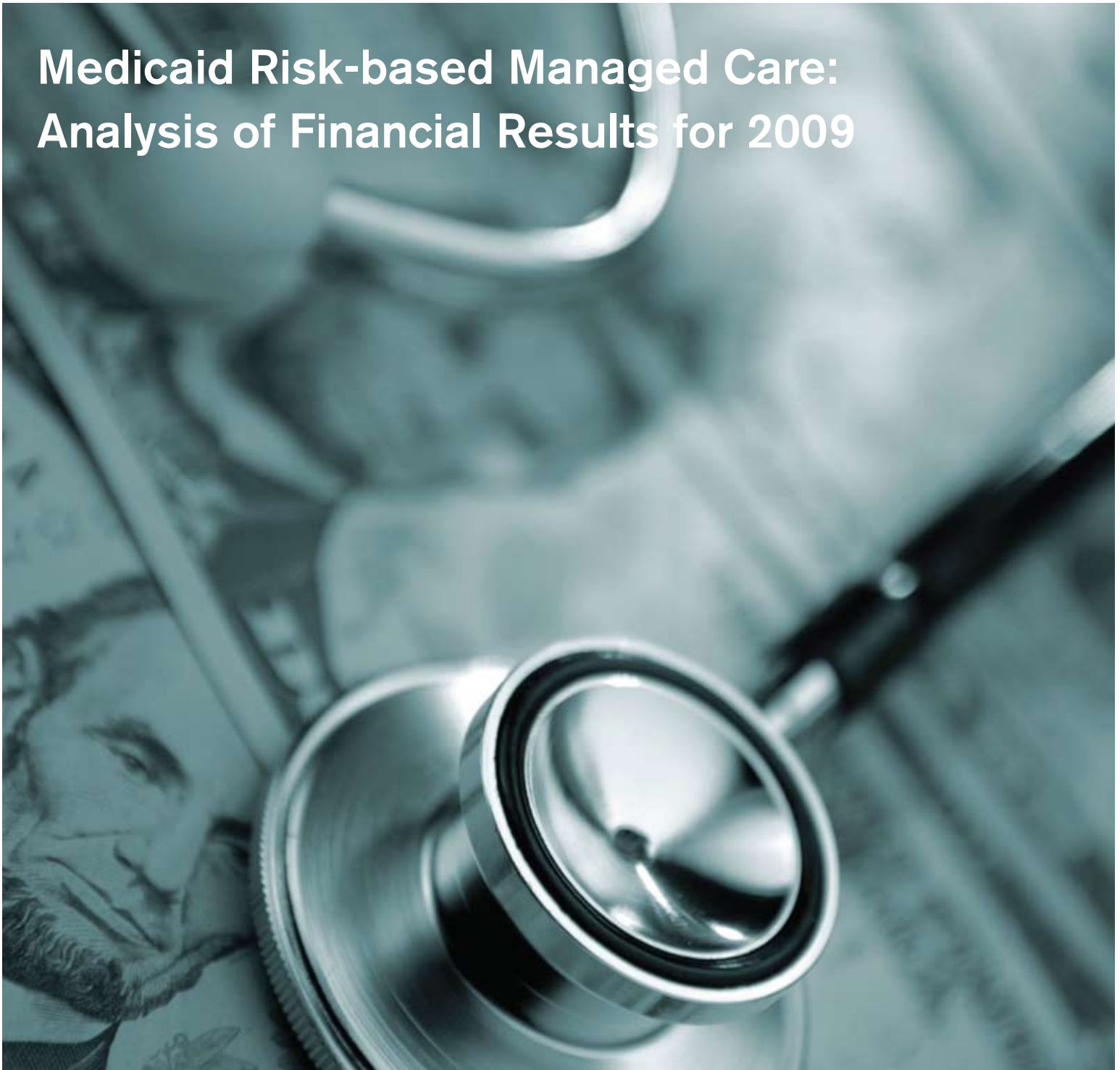




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INTRODUCTION

Risk-based managed care is the current platform from which Medicaid recipients receive healthcare benefits, at least in part, in more than 30 states in the United States. Managed care organizations (MCOs) of all varieties contract with state Medicaid agencies to deliver and manage the healthcare benefits under the Medicaid program in exchange for predetermined capitation revenue.

Most states require that a contracted MCO also be a licensed health maintenance organization (HMO), which includes the requirement to file a statutory annual statement with the state insurance regulator. This statutory HMO annual statement is a standard reporting structure developed and maintained by the National Association of Insurance Commissioners (NAIC) with prescribed definitions allowing comparisons among various reporting entities.

This report summarizes the calendar year (CY) 2009 experience for selected financial metrics of organizations reporting Medicaid (Title XIX) experience. The information was compiled from the reported annual statements.¹ Companies may be excluded from this report if they did not submit an annual statement, if they have less than \$10 million in annual Medicaid (Title XIX) revenue, if they are a specialized behavioral health or community care plan, or if they are omitted from the annual statement software.

The primary purpose of this report is to provide reference and benchmarking information for certain key financial metrics used in the day-to-day analysis of Medicaid MCO financial performance.

The primary purpose of this report is to provide reference and benchmarking information for certain key financial metrics used in the day-to-day analysis of Medicaid MCO financial performance. The financial results are summarized on a composite basis for all reporting MCOs. Additionally, this report explores the differences among various types of MCOs using available segmentation attributes defined from the reported financial statements.

The target audiences of this report include state Medicaid agency and MCO personnel responsible for reviewing and monitoring the financial results of a risk-based managed care program.

The intent is that this report will be updated on an annual basis. This is the second version of the report reflecting CY 2009 information. Previous versions of this report can be obtained from the Milliman website (www.milliman.com). The methodology used to generate this report is substantially consistent with the previous year's report.

¹ National Association of Insurance Commissioners Annual Statement Database, as delivered by Highline Data, LLC, a division of Summit Business Media, LLC, all rights reserved.

SUMMARY OF RESULTS

The CY 2009 annual statements for 30 states, comprising 148 MCOs, were compiled to produce outcomes of key financial metrics for various company groupings. The distribution of results is summarized in this report to allow for user reference and benchmarking purposes.

MCOs reporting \$10 million or more in annual Medicaid (Title XIX) revenue, excluding specialized behavioral health and community care plans, were retained and categorized using certain key attributes. The attributes included the Centers for Medicare and Medicaid Services (CMS) region, annual Medicaid revenue, Medicaid revenue per member per month (PMPM), type of MCO (Medicaid only or Medicaid other), affiliation type of MCO (independent or affiliated), MCO financial structure, pharmacy indicator, and underwriting (UW) gain or loss.

The financial metrics include the medical loss ratio (MLR), administrative loss ratio (ALR), underwriting ratio (UW Ratio), and risk-based capital ratio (RBC Ratio). The selected metrics focus primarily on the income statement values of the financial statement, with the exception of the RBC Ratio, which is a capital (or solvency) measure.

Figure 1 summarizes the composite CY 2009 financial results for the 148 companies meeting the criteria selected for this study. The companies represent experience from 30 states with over \$47 billion in revenue.

The CY 2009 annual statements for 30 states, comprising 148 MCOs, were compiled to produce outcomes of key financial metrics for various company groupings.

FIGURE 1: CY 2009 RESULTS

FINANCIAL METRIC	COMPOSITE MEAN	25TH PERCENTILE	50TH PERCENTILE	75TH PERCENTILE
MEDICAL LOSS RATIO (MLR)	88.0%	84.7%	87.9%	92.3%
ADMINISTRATIVE LOSS RATIO (ALR)	11.5%	8.8%	11.5%	14.1%
UNDERWRITING RATIO (UW RATIO)	0.5%	(3.4%)	0.6%	3.2%
RISK-BASED CAPITAL RATIO (RBC RATIO)	446%	285%	373%	516%

1. Values have been rounded.
2. The percentile distributions were developed independently for each metric. As such, the MLR plus ALR plus UW Ratio do not necessarily sum to 100%.

Figure 2 summarizes the composite financial results for the most recent five-year period. The companies in each year are not the same; however, the criteria used to select the companies are consistent from year to year.

FIGURE 2: CY 2005-2009 RESULTS					
FINANCIAL METRIC	CY 2005	CY 2006	CY 2007	CY 2008	CY 2009
MEDICAL LOSS RATIO (MLR)	86.6%	86.2%	87.3%	87.2%	88.0%
ADMINISTRATIVE LOSS RATIO (ALR)	11.7%	12.3%	11.9%	11.8%	11.5%
UNDERWRITING RATIO (UW RATIO)	1.7%	1.6%	0.9%	1.0%	0.5%
RISK-BASED CAPITAL RATIO (RBC RATIO)	502%	527%	528%	464%	446%
COMPANIES REPORTING PDR	7	6	9	13	21
PDR VOLUME (IN MILLIONS)	\$26.9	\$19.3	\$39.0	\$66.0	\$183.6

1. Values have been rounded.

The results indicate that, in aggregate, the financial results for the MCOs in this study are deteriorating over time.

The results illustrated on the previous page indicate that, in aggregate, the financial results for the MCOs in this study are deteriorating over time. The MLR is increasing and the ALR is slightly decreasing over the five-year period. Additionally, the amount of capital maintained by the MCOs (measured using the RBC Ratio) is also decreasing. Figure 2 includes additional insight into the financial condition of the MCOs and the relationship of revenue to expenses. An MCO is required to establish a premium deficiency reserve (PDR) if the estimated revenue and current reserves are insufficient to cover future expenses. The number and amount of PDRs has increased significantly over the five-year study period. This indicates that a larger number of plans are expecting to observe increased losses in the next one to two years.

FINANCIAL METRICS

The financial metrics calculated for purposes of this report included the medical loss ratio (MLR), administrative loss ratio (ALR), underwriting ratio (UW Ratio), and risk-based capital ratio (RBC Ratio). The selected metrics focus primarily on the income statement values of the financial statement, with the exception of the RBC Ratio, which is a capital (or solvency) measure.

The financial metrics selected encompass four of the primary ratios used by MCOs, state Medicaid agencies, and other stakeholders to evaluate the financial performance of a health plan. The metrics are defined in greater detail below.

Medical Loss Ratio

The MLR is a common financial metric used to report and benchmark the financial performance of an MCO. The MLR represents the proportion of revenue that was used by the MCO to fund claim expenses. The MLR is stated as a percentage with claim expense in the numerator and premium revenue in the denominator. For the purposes of this paper, MLR does not reflect the work being performed for the commercial market as a result of recent healthcare reform. The definition used is a commonly accepted definition in use prior to healthcare reform.

In terms of the statutory annual statement, the MLR was defined as follows:

MLR =	$\frac{\text{Total Hospital and Medical Expenses} + \text{Increase in Reserves for A\&H Contracts}}{\text{Total Revenue}}$
Where:	<p>Total Hospital and Medical Expenses: Title XIX–Medicaid (P.7, L.17, C.8)</p> <p>Increase in Reserves for Accident and Health (A&H) Contracts: Title XIX–Medicaid (P.7, L.21, C.8)</p> <p>Total Revenue: Title XIX–Medicaid (P.7, L.7, C.8)</p>

1. Certain states include pass-through type programs such as franchise fees or provider taxes. These items may or may not be included in the total revenue reported by the MCO because the reporting practices vary among plans. If reported in the total revenue, there should be a corresponding offset amount included in the administrative costs for this as well.

Actuaries and financial analysts use the MLR as a measure of premium adequacy and often compare the resulting MLR to a “target” level. The MLR alone is not sufficient to compare MCO financial results among various states and programs. The target loss ratios (the claim cost included in the premium or capitation rate) vary by state and populations enrolled. Additionally, there may be reporting differences among MCOs as to what is classified as medical expense versus administrative expense.

Administrative Loss Ratio

The ALR is also a common financial metric used to report and benchmark the financial performance of an MCO. The ALR represents the proportion of revenue that was used by the MCO to fund administrative expenses. The ALR is stated as a percentage with administrative expense in the numerator and premium revenue in the denominator.

The financial metrics selected encompass four of the primary ratios used by MCOs, state Medicaid agencies, and other stakeholders to evaluate the financial performance of a health plan.

In terms of the statutory annual statement, the ALR was defined as follows:

ALR =	$\frac{\text{Claim Adjustment Expenses} + \text{General Administrative Expenses}}{\text{Total Revenue}}$
Where:	<p>Claim Adjustment Expenses: Title XIX–Medicaid (P.7, L.19, C.8)</p> <p>General Administrative Expenses: Title XIX–Medicaid (P.7, L.20, C.8)</p> <p>Total Revenue: Title XIX–Medicaid (P.7, L.7, C.8)</p>

1. Certain states include pass-through type programs such as franchise fees or provider taxes. These items may or may not be included in the total revenue reported by the MCO because the reporting practices vary among plans. If reported in the total revenue, there should be a corresponding offset amount included in the administrative costs for this as well.

The ALR requires interpretation and considerations similar in nature to the MLR metric outlined above.

Underwriting Ratio

The UW Ratio is the sum of the MLR and the ALR compared to 100%. A positive UW Ratio indicates a gain, while a negative UW Ratio indicates a loss. This financial metric is used to report and benchmark the financial performance of an MCO in consideration of both medical and administrative expenses. The UW Ratio represents the proportion of revenue that was “left over” to fund the MCO’s contribution to surplus and profit after funding medical and administrative expenses. The UW Ratio is stated as a percentage with total underwriting gain or loss in the numerator and premium revenue in the denominator.

In terms of the statutory annual statement, the UW Ratio was defined as follows:

UW Ratio =	$\frac{\text{Net Underwriting Gain (or Loss)}}{\text{Total Revenue}}$
Where:	<p>Net Underwriting Gain (or Loss): Title XIX–Medicaid (P.7, L.24, C.8)</p> <p>Total Revenue: Title XIX–Medicaid (P.7, L.7, C.8)</p>

1. Certain states include pass-through type programs such as franchise fees or provider taxes. These items may or may not be included in the total revenue reported by the MCO because the reporting practices vary among plans. If reported in the total revenue, there should be a corresponding offset amount included in the administrative costs for this as well.

The UW Ratio is focused on the income from operations and excludes consideration of investment income and income taxes. The UW Ratio requires interpretation and considerations similar in nature to the MLR and ALR metrics outlined above.

Risk-based Capital Ratio

The RBC Ratio is a financial metric used by many insurance regulators to monitor the solvency of the MCOs. The RBC Ratio represents the proportion of the required minimum capital that is held by the MCO as of a specific date (the end of the financial reporting period). The RBC Ratio is stated as a percentage or a ratio with total adjusted capital (TAC) in the numerator and authorized control level (ACL) in the denominator.

The RBC Ratio represents the proportion of the required minimum capital that is held by the MCO as of a specific date (the end of the financial reporting period).

The National Association of Insurance Commissioners (NAIC) prescribes a specific formula to develop both the TAC and the ACL. Further, the MCO is subjected to various action levels based on the resulting RBC Ratio as follows:

- Company action level (TAC is between 150% and 200% of the ACL RBC)
- Regulatory action level (TAC is between 100% and 150% of the ACL RBC)
- Authorized control level (TAC is between 70% and 100% of the ACL RBC)
- Mandatory control level (TAC less than 70% of the ACL RBC)

Further details and discussion of the RBC requirements may be found at the NAIC website (www.naic.org).

In terms of the statutory annual statement, the RBC Ratio was defined as follows:

RBC Ratio =	$\frac{\text{Total Adjusted Capital}}{\text{Authorized Control Level}}$
Where:	<p>Total Adjusted Capital: Total Adjusted Capital—Current Year (P.29, L.14, C.1)</p> <p>Authorized Control Level: Authorized Control Level—Current Year (P.29,L.15, C.1)</p>

1. Note: The RBC Ratio is not unique to the Medicaid Title XIX line of business as it is calculated at the company level. Therefore, companies reporting non-Medicaid business will reflect composite RBC Ratios for all lines of business within the reported legal entity.

MCO GROUPING

MCOs reporting \$10 million or more in annual Medicaid (Title XIX) revenue, excluding specialized behavioral health and community care plans, were retained and categorized using certain key attributes. The attributes included the CMS region, annual Medicaid revenue, Medicaid revenue per member per month (PMPM), type of MCO (Medicaid only or Medicaid other), affiliation type of MCO (independent or affiliated), MCO financial structure, pharmacy indicator, and UW gain or loss.

The MCO groupings selected encompass plan characteristics that were available on the reported financial statements and may be expected to exhibit differing results for the selected financial metrics.

The MCO groupings selected encompass plan characteristics that were available on the reported financial statements and may be expected to exhibit differing results for the selected financial metrics. The groupings are defined in greater detail below.

CMS Region

Healthcare delivery and premium revenue are believed to vary by geographic location. As such, it may be inferred that at least some portion of the financial results for an MCO are correlated to the geographic area in which the MCO is operating.

This report includes an MCO grouping representing the geographic segmentation of MCOs. The region was defined using the CMS regional definitions. These definitions were taken from the CMS website (www.cms.hhs.gov). The region grouping is not the specific level at which premiums or capitations are established; however, and this could diminish the value of correlation among financial results at this grouping level.

FIGURE 3: CMS REGION

CMS REGION	N	MLR	ALR	UW RATIO	RBC RATIO
REGION 1	8	96.7%	8.3%	(5.0%)	410%
REGION 2	16	88.3%	11.5%	0.2%	542%
REGION 3	22	91.1%	10.1%	(1.2%)	406%
REGION 4	25	87.5%	12.8%	(0.3%)	321%
REGION 5	42	85.9%	11.5%	2.6%	430%
REGION 6	18	85.8%	12.9%	1.4%	305%
REGION 7	7	84.6%	11.2%	4.2%	420%
REGION 8	-	-	-	-	-
REGION 9	5	90.6%	10.5%	(1.1%)	535%
REGION 10	5	87.4%	13.6%	(1.0%)	765%

Note: The observed differences among the mean values for the MLR, the UW Ratio, and the RBC Ratio were determined to be statistically significant for certain regions. Specifically,

- Regions 1 and 3 have higher MLR mean values and lower UW Ratio mean values.
- Regions 5, 6, and 7 have lower MLR mean values and higher UW Ratio mean values.
- Regions 2, 9, and 10 have higher RBC Ratio mean values and Region 4 has a lower RBC Ratio mean value.

The state in which the MCO is incorporated (State of Domicile) was considered for segmentation purposes because the combination of MCO and State of Domicile is the finest level of detail available for reporting the statutory annual statement values. The state level is also the level at which the premiums are calculated, ignoring populations enrolled, intra-state regions, and other premium rating characteristics. As such, the resulting financial performance for MCOs within a state may be thought to be correlated in some way, given the homogeneous program characteristics and premium rating methodology. However, the State of Domicile, in certain cases, may contain only a limited number of data points from which to compile reasonable results.

Annual Medicaid Revenue

The annual revenue under which the MCO operates may be a contributing factor to the resulting financial performance metrics summarized in this report. Administrative expense percentages are believed to vary based on MCO size because of fixed and variable expense structures. Additionally, claim volume may also dictate the amount of leverage an MCO has in negotiations with providers regarding reimbursement levels.

The drawback of developing conclusions based on annual Medicaid revenue is that often MCOs, at the organization or parent company level, are larger than the Medicaid revenue they report in a given state program. The business in other programs such as Medicare and commercial or in other states may provide the economies of scale to spread costs and create efficiencies. This distinction is not included in this report, as each MCO and state was assumed to be an independent data point.

The drawback of developing conclusions based on annual Medicaid revenue is that often MCOs, at the organization or parent company level, are larger than the Medicaid revenue they report in a given state program.

FIGURE 4: ANNUAL MEDICAID REVENUE

ANNUAL MEDICAID REVENUE	N	MLR	ALR	UW RATIO	RBC RATIO
\$10 MILLION TO \$50 MILLION	13	106.4%	13.5%	(19.9%)	609%
\$50 MILLION TO \$100 MILLION	33	88.0%	10.9%	1.2%	572%
\$100 MILLION TO \$250 MILLION	41	86.9%	11.9%	1.2%	377%
MORE THAN \$250 MILLION	61	88.0%	11.5%	0.6%	417%

Note: The observed differences among the mean values for the \$10 to \$50 million group compared to the other groups were determined to be statistically significant for the MLR and UW Ratio.

The results shown in Figure 4 indicate that the \$10 million to \$50 million category has observed significantly less favorable financial performance than the larger revenue categories. This may be attributable, in part, to a limited ability to absorb the increased financial pressures put on MCOs, which has been due to the economic downturn and its impact on state budgets. In reviewing the specific companies contributing to this category, it appeared that the losses observed in CY 2009 were exacerbated by the establishment of premium deficiency reserves reflecting continuing expected losses in CY 2010 and beyond. All but one of the companies in this category observed a loss in CY 2009.

Medicaid Revenue per Member per Month

Within Medicaid, there are various population types that observe significantly different claim cost. For example, the average claim per member per month (PMPM) for a typical Temporary Assistance for Needy Families (TANF) population is expected to be significantly less than for a disabled population. The segmentation of population was not available on the data used in this report. As such, the revenue PMPM was used as a proxy to indicate different population morbidities. The specific categories were selected to yield a sufficient sample size in each group such that comparison would be meaningful.

FIGURE 5: MEDICAID REVENUE PMPM

MEDICAID REVENUE PMPM	N	MLR	ALR	UW RATIO	RBC RATIO
\$0 TO \$225	50	87.6%	11.9%	0.5%	500%
\$225 TO \$300	66	86.9%	12.0%	1.1%	425%
MORE THAN \$300	32	89.8%	10.5%	(0.3%)	417%

Note: The observed differences among the mean values were not determined to be statistically significant.

Type of MCO (Medicaid Only or Medicaid Other)

MCOs participating in Medicaid managed care programs may be a Medicaid-only plan or may also participate in programs other than Medicaid. The purpose of this segmentation is to review the results of plans that are only focused on Medicaid programs as opposed to a more diverse product offering.

"Medicaid other" refers to any MCO reporting \$10 million or more of Medicaid revenue, but also reporting other lines of business making up more than 10% of the total revenue.

FIGURE 6: MCO TYPE

MCO TYPE	N	MLR	ALR	UW RATIO	RBC RATIO
MEDICAID ONLY	59	87.1%	11.9%	1.0%	330%
MEDICAID OTHER	89	88.8%	11.1%	0.1%	477%

Note: The observed differences among the mean values were all determined to be statistically significant.

The annual statements of MCOs are reported at the legal entity level. Many MCOs create separate legal entities for the Medicaid line of business. This practice complicates a comparison of Medicaid-only and Medicaid other MCOs in that a Medicaid-only MCO may be a subsidiary of a larger parent organization.

Affiliation Type of MCO (Independent or Affiliated)

The complications with the definitions of legal entities described above can be mitigated somewhat by using parent company information for the MCO legal entity located on the jurat page of the annual statement.

Many researchers and analysts believe that an MCO that is affiliated with a larger organization will benefit from administrative efficiencies and other economies of scale because of their resource-sharing and overhead allocation capabilities.

Many researchers and analysts believe that an MCO that is affiliated with a larger organization will benefit from administrative efficiencies and other economies of scale because of their resource-sharing and overhead allocation capabilities. The economies of scale could also extend to claim items such as national prescription benefit management (PBM) contracts or stop-loss reinsurance contracts.

FIGURE 7: MCO AFFILIATION TYPE

MCO AFFILIATION TYPE	N	MLR	ALR	UW RATIO	RBC RATIO
INDEPENDENT	41	90.9%	9.7%	(0.6%)	402%
AFFILIATED	107	87.3%	11.9%	0.8%	460%

Note: The observed differences among the mean values for the MLR and the ALR were determined to be statistically significant.

The results shown in Figure 7 do not indicate that MCOs that are affiliated with a larger organization experience ALR values that are, on average, lower than the independent MCOs. To the contrary, the results indicate a higher average ALR for MCOs that are affiliated with a larger organization. The mean MLR, however, is lower for affiliated MCOs.

MCO Financial Structure (Stock or Nonprofit)

The MCO financial structure was defined using the company type found on the jurat page of the annual statement. The segmentation of the financial structure includes stock and nonprofit MCOs.

The financial structure of an MCO is thought by some to be correlated to its resulting financial performance. For example, stock companies could be assumed to require higher UW Ratios to provide a greater return on investment for shareholders while nonprofit companies may be generally focused on "break-even" results as long as there is sufficient contribution to surplus to allow for ongoing research and development as well as other capital initiatives.

FIGURE 8: MCO FINANCIAL STRUCTURE

FINANCIAL STRUCTURE	N	MLR	ALR	UW RATIO	RBC RATIO
STOCK	109	87.4%	12.0%	0.6%	353%
NONPROFIT	39	89.6%	10.2%	0.3%	557%

Note: The observed differences among the mean values for the ALR and the RBC Ratio were determined to be statistically significant.

The results shown in Figure 8 indicate that the stock companies exhibit a higher ALR compared to nonprofit. The RBC Ratios indicate a mean value that is lower for stock companies. This appears intuitive in that the nonprofit companies may retain more of their earnings and thus have an increased capital level as compared to stock companies that may release capital in the form of dividends or stock repurchase initiatives.

Pharmacy Indicator

Pharmacy benefits typically make up approximately 15% to 30% of the total claim cost for Medicaid beneficiaries enrolled in managed care. Certain states include pharmacy within the capitation rate while others carve this and potentially other services out of the capitation agreement and make separate arrangements for their payment.

The purpose of reporting the financial results of programs with or without pharmacy benefits in the capitation rates is due to the potential impact of the unique administrative structure of the pharmacy benefits.

Pharmacy benefits typically make up approximately 15% to 30% of the total claim cost for Medicaid beneficiaries enrolled in managed care.

FIGURE 9: PHARMACY INDICATOR

PHARMACY INDICATOR	N	MLR	ALR	UW RATIO	RBC RATIO
PHARMACY INCLUDED	103	88.5%	11.4%	0.1%	440%
PHARMACY EXCLUDED	45	86.0%	11.9%	2.0%	456%

Note: The observed differences among the mean values for the ALR and the UW Ratio were determined to be statistically significant.

As indicated in Figure 9, the resulting mean values vary for plans that carve-in pharmacy as compared to plans that carve-out pharmacy. The ALR result is different from the previous year and will require continued analysis to determine if the differences are causal or merely correlated. Please see the Statistical Significance of Results section for further discussion of the causal versus correlated topic.

Reported Gain or Loss

It is intuitive that MCOs reporting an underwriting gain would have lower MLRs and/or ALRs than those reporting an underwriting loss. This segmentation is intended to review the average MLR and ALR values, and observe the relative contribution of each component to the gain or loss position.

FIGURE 10: MCO GAIN/LOSS

MCO GAIN / (LOSS)	N	MLR	ALR	UW RATIO	RBC RATIO
REPORTED A GAIN	83	85.5%	11.5%	2.9%	464%
REPORTED A LOSS	65	92.1%	11.5%	(3.6%)	425%

Note: The observed differences among the mean UW Ratio values for this MCO grouping are different by definition. The differences among the mean MLR and ALR values were not subjected to significance testing because of their interdependence with the UW Ratio.

As observed in Figure 10, the mean values of the MLRs appear to be the primary driver of the resulting gain or loss position. The ALR mean values are relatively consistent, on average, among plans that reported a gain to those that reported a loss.

Statistical Significance of Results

The results presented in this report include the average (or mean) value of observations for various MCO groupings for CY 2009. The differences among groupings were tested to determine whether they represent statistically significant differences.

Each MCO and state combination was considered a data point. The total number of data points for CY 2009 was equal to 148. The MCOs were segmented by plan characteristics, which were believed to contribute to the resulting financial metrics outlined in this report. Each mean value was tested to determine the statistical significance of the variation between company groupings. The statistical significance was estimated using the Wilcoxon rank sums (for groupings with only two classes) and the Kruskal-Wallis rank sums (for groupings with more than two classes). Both tests are considered non-parametric and were selected because of the unknown nature of the distribution of the residuals.

The results of the statistical significance testing indicate that several of the differences observed among the mean values are significant at a 95% confidence level.

The results of the statistical significance testing indicate that several of the differences observed among the mean values are significant at a 95% confidence level. However, there are certain groupings that did not exhibit statistical significance as noted in each specific section. Nevertheless, the results observed, even if not determined to be statistically significant, are still of value to interested parties for reference and benchmarking purposes.

Additionally, it should be noted that statistical significance only indicates correlation among the classes (MCO attributes) and does not necessarily imply the existence of a causal relationship. But this does not preclude situations where the attributes of the MCOs are causing the observed results. This report does not include the assertion of cause; rather, the results are reviewed for correlation only.

CONCLUSION

Risk-based managed care represents a large portion of total Medicaid expenditures for CY 2009 and the growth will likely continue. MCOs are an integral part of this delivery system and their financial results will help us understand the sustainability of risk-based managed care.

The results provide reference and benchmarking information for certain key financial metrics used in the day-to-day analysis of Medicaid MCO financial performance. The results observed for the MCOs were volatile in nature but did suggest certain correlations among the various MCO characteristics selected for this study.

It will be important to monitor the results over time as the world of healthcare finance continues to evolve and pose new challenges.

Risk-based managed care represents a large portion of total Medicaid expenditures for CY 2009 and the growth will likely continue. MCOs are an integral part of this delivery system and their financial results will help us understand the sustainability of risk-based managed care.

In addition to the limiting criteria used to select companies in this report, certain MCOs may be omitted from this report because of the timing of the annual statement submission or their exclusion from the online database.

LIMITATIONS AND DATA RELIANCE

The results contained in this report were compiled using data and information obtained from the statutory annual statements for Medicaid MCOs filed with the respective state insurance regulators. The annual statements were retrieved as of May 27, 2010, from the online database. In addition to the limiting criteria used to select companies in this report, certain MCOs may be omitted from this report because of the timing of the annual statement submission or their exclusion from the online database. For example, California and Arizona are known to operate managed care programs, but are not included in this report as there were no annual statements found in the online database for these states.

The information was relied upon as reported and without audit. To the extent that the data reported contained material errors or omissions, the values contained within this report would likewise contain similar reporting errors.

This report is intended for informational purposes only. Milliman makes no representations or warranties regarding the contents of this report to third parties. Likewise, third parties are instructed that they are to place no reliance upon this report that would result in the creation of any duty or liability under any theory of law by Milliman or its employees to third parties.

ABOUT THE AUTHOR

Jeremy Palmer is a principal and consulting actuary with the Indianapolis office of Milliman and is a Fellow of the Society of Actuaries and a member of the American Academy of Actuaries. He joined Milliman in 2004 and currently has more than 14 years of healthcare-related actuarial experience.

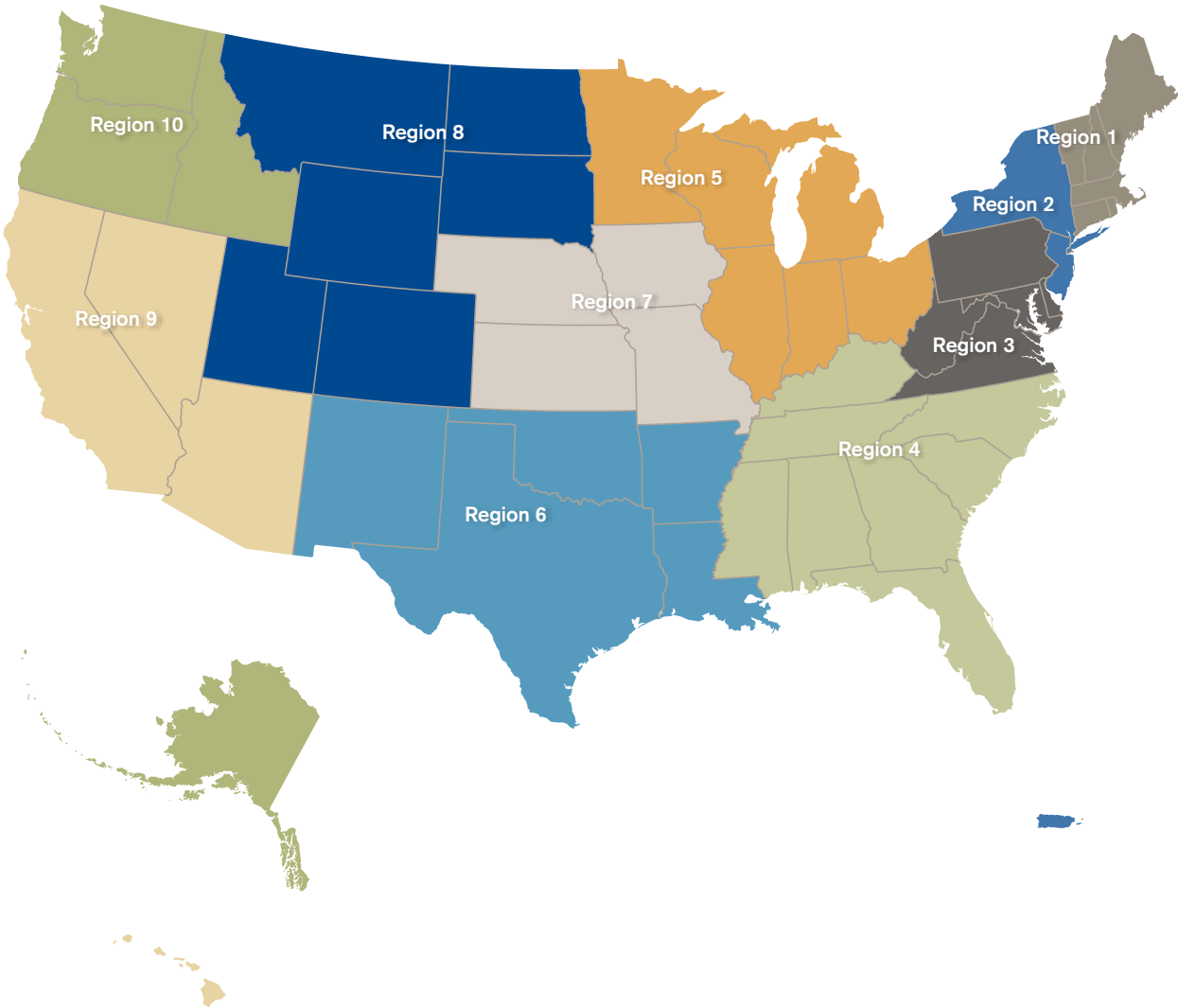
Jeremy has developed an expertise in the financial forecasting, pricing, reporting, and reserving of all types of health insurance, including Medicaid and commercial populations. Much of his experience is focused on Medicaid managed care consulting for both state Medicaid programs and Medicaid managed care plans in nine states.

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APPENDIX 1



APPENDIX 2

MEDICAL LOSS RATIO: CY 2009 RESULTS

					PERCENTILE				
MCO GROUPING	CATEGORY	N	REVENUE (IN BILLIONS)	MEAN	10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	148	\$ 48.1	88.0%	81.4%	84.7%	87.9%	92.3%	97.6%
CMS REGION	REGION 1	8	2.4	96.7%	87.4%	91.4%	94.8%	98.5%	102.0%
	REGION 2	16	5.9	88.3%	84.6%	85.9%	88.8%	91.5%	92.8%
	REGION 3	22	8.4	91.1%	81.6%	84.5%	92.1%	95.5%	96.9%
	REGION 4	25	8.3	87.5%	83.7%	84.8%	89.3%	94.0%	102.0%
	REGION 5	42	14.0	85.9%	80.5%	83.4%	86.6%	89.4%	93.9%
	REGION 6	18	5.6	85.8%	79.5%	83.8%	87.6%	89.7%	93.2%
	REGION 7	7	1.6	84.6%	79.7%	83.4%	85.6%	85.9%	87.6%
	REGION 8	-	-	-	-	-	-	-	-
	REGION 9	5	0.7	90.6%	87.9%	88.6%	90.3%	92.3%	95.4%
	REGION 10	5	1.2	87.4%	84.7%	86.5%	87.6%	98.1%	129.2%
ANNUAL REVENUE	\$10 MILLION TO \$50 MILLION	13	0.3	106.4%	87.9%	93.4%	97.7%	107.5%	126.3%
	\$50 MILLION TO \$100 MILLION	33	2.5	88.0%	81.2%	85.1%	87.6%	91.5%	95.9%
	\$100 MILLION TO \$250 MILLION	41	6.6	86.9%	79.2%	84.2%	87.1%	91.6%	95.3%
	MORE THAN \$250 MILLION	61	38.6	88.0%	82.5%	84.4%	87.6%	90.8%	94.4%
REVENUE PMPM	\$0 TO \$225	50	12.4	87.6%	81.2%	85.3%	88.9%	92.4%	99.2%
	\$225 TO \$300	66	21.1	86.9%	81.0%	84.3%	87.2%	91.8%	95.6%
	MORE THAN \$300	32	14.5	89.8%	81.8%	85.3%	88.6%	93.8%	98.6%
MCO TYPE	MEDICAID ONLY	59	23.7	87.1%	80.4%	83.7%	86.1%	89.2%	93.9%
	MEDICAID OTHER	89	24.4	88.8%	82.6%	86.1%	89.8%	93.9%	101.2%
MCO AFFILIATION TYPE	INDEPENDENT	41	9.1	90.9%	84.6%	86.7%	89.5%	94.8%	99.4%
	AFFILIATED	107	39.0	87.3%	80.6%	84.2%	87.3%	91.6%	95.9%
MCO FINANCIAL STRUCTURE	STOCK	109	36.2	87.4%	80.8%	84.2%	87.7%	92.2%	96.4%
	NONPROFIT	39	11.9	89.6%	83.7%	86.0%	88.7%	93.2%	102.4%
PHARMACY INDICATOR	INCLUDED	103	37.7	88.5%	81.6%	84.7%	88.0%	93.3%	98.5%
	EXCLUDED	45	10.4	86.0%	80.6%	84.4%	87.8%	90.9%	94.2%
GAIN/(LOSS) POSITION	REPORTED A GAIN	83	30.5	85.5%	79.1%	82.9%	85.4%	88.1%	90.7%
	REPORTED A LOSS	65	17.6	92.1%	86.2%	89.1%	92.5%	96.8%	103.9%

ADMINISTRATIVE LOSS RATIO: CY 2009 RESULTS

					PERCENTILE				
MCO GROUPING	CATEGORY	N	REVENUE (IN BILLIONS)	MEAN	10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	148	\$ 48.1	11.5%	6.4%	8.8%	11.5%	14.1%	16.6%
CMS REGION	REGION 1	8	2.4	8.3%	7.1%	7.9%	9.6%	11.9%	14.6%
	REGION 2	16	5.9	11.5%	6.3%	9.7%	12.2%	14.4%	16.7%
	REGION 3	22	8.4	10.1%	5.2%	6.8%	10.3%	12.9%	16.2%
	REGION 4	25	8.3	12.8%	8.1%	10.3%	12.4%	14.7%	16.8%
	REGION 5	42	14.0	11.5%	6.4%	7.7%	11.4%	13.7%	15.5%
	REGION 6	18	5.6	12.9%	9.6%	10.0%	11.2%	14.2%	17.1%
	REGION 7	7	1.6	11.2%	8.4%	10.2%	12.6%	13.2%	13.8%
	REGION 8	-	-	-	-	-	-	-	-
	REGION 9	5	0.7	10.5%	5.2%	7.1%	8.8%	14.9%	16.8%
	REGION 10	5	1.2	13.6%	11.5%	13.0%	14.2%	16.2%	16.7%
ANNUAL REVENUE	\$10 MILLION TO \$50 MILLION	13	0.3	13.5%	5.9%	7.6%	11.5%	16.0%	20.5%
	\$50 MILLION TO \$100 MILLION	33	2.5	10.9%	6.3%	8.7%	10.9%	12.7%	14.7%
	\$100 MILLION TO \$250 MILLION	41	6.6	11.9%	7.8%	9.4%	11.7%	14.6%	17.4%
	MORE THAN \$250 MILLION	61	38.6	11.5%	6.4%	8.6%	11.8%	14.2%	15.5%
REVENUE PMPM	\$0 TO \$225	50	12.4	11.9%	6.1%	8.1%	11.3%	14.6%	17.0%
	\$225 TO \$300	66	21.1	12.0%	6.7%	9.5%	11.4%	13.7%	15.9%
	MORE THAN \$300	32	14.5	10.5%	6.9%	8.3%	11.8%	14.4%	16.8%
MCO TYPE	MEDICAID ONLY	59	23.7	11.9%	8.0%	10.7%	12.8%	14.5%	16.2%
	MEDICAID OTHER	89	24.4	11.1%	6.1%	7.8%	10.5%	13.4%	16.7%
MCO AFFILIATION TYPE	INDEPENDENT	41	9.1	9.7%	6.6%	7.8%	9.9%	11.1%	13.1%
	AFFILIATED	107	39.0	11.9%	6.5%	9.8%	12.4%	14.7%	16.9%
MCO FINANCIAL STRUCTURE	STOCK	109	36.2	12.0%	6.7%	9.2%	11.8%	14.5%	16.9%
	NONPROFIT	39	11.9	10.2%	6.3%	7.7%	10.4%	12.7%	14.8%
PHARMACY INDICATOR	INCLUDED	103	37.7	11.4%	6.8%	9.1%	12.1%	14.5%	16.8%
	EXCLUDED	45	10.4	11.9%	6.1%	8.2%	10.4%	12.6%	15.4%
GAIN/(LOSS) POSITION	REPORTED A GAIN	83	30.5	11.5%	6.6%	8.6%	11.1%	12.8%	14.8%
	REPORTED A LOSS	65	17.6	11.5%	6.3%	8.8%	12.5%	15.1%	17.3%

UNDERWRITING RATIO: CY 2009 RESULTS

					PERCENTILE				
MCO GROUPING	CATEGORY	N	REVENUE (IN BILLIONS)	MEAN	10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	148	\$ 48.1	0.5%	(9.0%)	(3.4%)	0.6%	3.2%	7.0%
CMS REGION	REGION 1	8	2.4	(5.0%)	(12.1%)	(6.6%)	(5.8%)	(0.9%)	2.5%
	REGION 2	16	5.9	0.2%	(6.7%)	(3.8%)	0.5%	2.8%	4.2%
	REGION 3	22	8.4	(1.2%)	(6.8%)	(4.2%)	(1.7%)	2.2%	9.0%
	REGION 4	25	8.3	(0.3%)	(13.3%)	(7.5%)	(0.4%)	2.1%	4.6%
	REGION 5	42	14.0	2.6%	(2.0%)	0.3%	1.7%	4.7%	7.3%
	REGION 6	18	5.6	1.4%	(6.2%)	(0.2%)	1.7%	2.7%	7.1%
	REGION 7	7	1.6	4.2%	(1.3%)	0.2%	2.7%	6.6%	9.8%
	REGION 8	-	-	-	-	-	-	-	-
	REGION 9	5	0.7	(1.1%)	(4.7%)	(3.8%)	(1.5%)	0.6%	1.2%
	REGION 10	5	1.2	(1.0%)	(45.9%)	(14.2%)	(1.3%)	2.2%	3.0%
ANNUAL REVENUE	\$10 MILLION TO \$50 MILLION	13	0.3	(19.9%)	(42.2%)	(23.5%)	(7.3%)	(3.2%)	(0.7%)
	\$50 MILLION TO \$100 MILLION	33	2.5	1.2%	(7.7%)	(2.2%)	1.5%	5.0%	8.1%
	\$100 MILLION TO \$250 MILLION	41	6.6	1.2%	(6.8%)	(3.9%)	0.9%	3.9%	9.3%
	MORE THAN \$250 MILLION	61	38.6	0.6%	(4.5%)	(1.2%)	1.0%	2.7%	4.3%
REVENUE PMPM	\$0 TO \$225	50	12.4	0.5%	(9.6%)	(3.4%)	(0.0%)	3.0%	7.5%
	\$225 TO \$300	66	21.1	1.1%	(6.4%)	(2.2%)	1.1%	3.6%	7.0%
	MORE THAN \$300	32	14.5	(0.3%)	(8.9%)	(5.1%)	0.6%	2.8%	4.6%
MCO TYPE	MEDICAID ONLY	59	23.7	1.0%	(5.4%)	(0.8%)	1.3%	3.4%	6.7%
	MEDICAID OTHER	89	24.4	0.1%	(12.1%)	(4.3%)	(0.4%)	2.9%	6.9%
MCO AFFILIATION TYPE	INDEPENDENT	41	9.1	(0.6%)	(7.1%)	(4.3%)	(0.2%)	2.4%	5.8%
	AFFILIATED	107	39.0	0.8%	(9.1%)	(2.7%)	1.0%	3.5%	7.0%
MCO FINANCIAL STRUCTURE	STOCK	109	36.2	0.6%	(8.1%)	(3.5%)	0.8%	3.2%	6.6%
	NONPROFIT	39	11.9	0.3%	(13.7%)	(3.0%)	0.4%	2.8%	7.3%
PHARMACY INDICATOR	INCLUDED	103	37.7	0.1%	(9.9%)	(4.3%)	0.2%	2.8%	6.1%
	EXCLUDED	45	10.4	2.0%	(4.1%)	(1.1%)	1.7%	3.8%	7.7%
GAIN/(LOSS) POSITION	REPORTED A GAIN	83	30.5	2.9%	0.7%	1.4%	2.7%	5.4%	8.5%
	REPORTED A LOSS	65	17.6	(3.6%)	(15.4%)	(6.9%)	(4.0%)	(1.4%)	(0.6%)

RISK-BASED CAPITAL RATIO: CY 2009 RESULTS

					PERCENTILE				
MCO GROUPING	CATEGORY	N	REVENUE (IN BILLIONS)	MEAN	10TH	25TH	50TH	75TH	90TH
COMPOSITE	COMPOSITE	148	\$ 48.1	446%	196%	285%	373%	516%	725%
CMS REGION	REGION 1	8	2.4	410%	234%	310%	403%	488%	637%
	REGION 2	16	5.9	542%	231%	321%	481%	577%	707%
	REGION 3	22	8.4	406%	199%	307%	398%	581%	743%
	REGION 4	25	8.3	321%	57%	186%	273%	336%	545%
	REGION 5	42	14.0	430%	254%	305%	371%	454%	663%
	REGION 6	18	5.6	305%	217%	302%	356%	493%	605%
	REGION 7	7	1.6	420%	296%	358%	400%	457%	581%
	REGION 8	-	-	-	-	-	-	-	-
	REGION 9	5	0.7	535%	344%	441%	611%	792%	882%
	REGION 10	5	1.2	765%	381%	416%	471%	739%	864%
ANNUAL REVENUE	\$10 MILLION TO \$50 MILLION	13	0.3	609%	295%	328%	387%	628%	800%
	\$50 MILLION TO \$100 MILLION	33	2.5	572%	160%	259%	389%	562%	811%
	\$100 MILLION TO \$250 MILLION	41	6.6	377%	196%	282%	404%	572%	808%
	MORE THAN \$250 MILLION	61	38.6	417%	217%	285%	358%	458%	576%
REVENUE PMPM	\$0 TO \$225	50	12.4	500%	232%	299%	414%	558%	831%
	\$225 TO \$300	66	21.1	425%	171%	260%	368%	520%	677%
	MORE THAN \$300	32	14.5	417%	217%	298%	353%	435%	626%
MCO TYPE	MEDICAID ONLY	59	23.7	330%	199%	271%	345%	423%	648%
	MEDICAID OTHER	89	24.4	477%	205%	297%	405%	579%	739%
MCO AFFILIATION TYPE	INDEPENDENT	41	9.1	402%	124%	238%	362%	531%	746%
	AFFILIATED	107	39.0	460%	228%	293%	371%	512%	702%
MCO FINANCIAL STRUCTURE	STOCK	109	36.2	353%	198%	275%	357%	484%	695%
	NONPROFIT	39	11.9	557%	203%	309%	463%	592%	823%
PHARMACY INDICATOR	INCLUDED	103	37.7	440%	191%	273%	365%	507%	743%
	EXCLUDED	45	10.4	456%	245%	316%	384%	522%	670%
GAIN/(LOSS) POSITION	REPORTED A GAIN	83	30.5	464%	238%	319%	388%	552%	759%
	REPORTED A LOSS	65	17.6	425%	154%	254%	340%	487%	676%

APPENDIX 3

MCO GROUPING ASSUMPTIONS, 2009

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
CONNECTICUT	AETNA BETTER HLTH INC	REGION 1	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
CONNECTICUT	AMERICHoice OF CT INC	REGION 1	\$ 50-100 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
DISTRICT OF COLUMBIA	DC CHARTERED HEALTH PLAN INC	REGION 3	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
DISTRICT OF COLUMBIA	HEALTH RIGHT INC	REGION 3	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
DISTRICT OF COLUMBIA	UNISON HLTH PLAN OF THE CAPITAL AREA	REGION 3	\$ 10-50 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	AMERIGROUP FL INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	CITRUS HEALTH CARE INC	REGION 4	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
FLORIDA	HEALTHease OF FL INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	HEALTHY PALM BEACHES INC	REGION 4	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
FLORIDA	HUMANA MEDICAL PLAN INC	REGION 4	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	MOLINA HLTHCARE OF FL INC	REGION 4	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	PREFERRED MEDICAL PLAN INC	REGION 4	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
FLORIDA	SUNSHINE STATE HLTH PLAN INC	REGION 4	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	TOTAL HEALTH CHOICE INC	REGION 4	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
FLORIDA	UNITED HEALTHCARE OF FL INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	UNIVERSAL HLTH CARE INC	REGION 4	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	VISTA HEALTH PLAN INC	REGION 4	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
FLORIDA	VISTA HLTHPLN OF S FL INC	REGION 4	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
FLORIDA	WELLCARE OF FL INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
GEORGIA	AMGP GEORGIA MANAGED CARE CO INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
GEORGIA	PEACH STATE HEALTH PLAN INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
GEORGIA	WELLCARE OF GEORGIA INC	REGION 4	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
HAWAII	ALOHA CARE	REGION 9	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	GAIN
HAWAII	HAWAII MEDICAL SERVICE ASSN	REGION 9	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
HAWAII	KAISER FOUNDATION HEALTH PLAN INC	REGION 9	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
ILLINOIS	HARMONY HLTH PLAN OF IL INC	REGION 5	\$ 100-250 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
INDIANA	ANTHEM INSURANCE COMPANIES INC	REGION 5	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
INDIANA	COORDINATED CARE CORP INDIANA INC	REGION 5	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
INDIANA	MDWISE INC	REGION 5	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
KANSAS	UNICARE HLTH PLAN OF KS INC	REGION 7	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
KENTUCKY	UNIVERSITY HEALTH CARE INC	REGION 4	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MARYLAND	AMERIGROUP MD INC	REGION 3	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MARYLAND	COVENTRY HEALTH CARE OF DE INC	REGION 3	\$ 10-50 MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
MARYLAND	UNITED HEALTHCARE MID ATLANTIC INC	REGION 3	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
MASSACHUSETTS	BOSTON MEDICAL CENTER HLTH PLAN INC	REGION 1	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	LOSS
MASSACHUSETTS	FALLON COMMUNITY HEALTH PLAN INC	REGION 1	\$ 50-100 MILLION	\$ 300+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	LOSS
MASSACHUSETTS	NEIGHBORHOOD HEALTH PLAN INC	REGION 1	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	LOSS
MICHIGAN	BLUECAID OF MI	REGION 5	\$ 50-100 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
MICHIGAN	CARESOURCE MI	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MICHIGAN	GREAT LAKES HEALTH PLAN	REGION 5	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
MICHIGAN	HEALTH PLAN OF MI INC	REGION 5	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	HEALTHPLUS PARTNERS INC	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
MICHIGAN	MCLAREN HEALTH PLAN	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
MICHIGAN	MIDWEST HEALTH PLAN INC	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	GAIN

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
MICHIGAN	MOLINA HEALTHCARE OF MI	REGION 5	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	OMNICARE HEALTH PLAN INC	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MICHIGAN	PHYSICIANS HLTH PLAN MID MI FAMLYCAR	REGION 5	\$ 50-100 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	LOSS
MICHIGAN	PRIORITY HLTH GOV-ERNMENT PROGRAMS	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
MICHIGAN	TOTAL HEALTH CARE INC	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	LOSS
MINNESOTA	HMO DBA BLUE PLUS	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
MINNESOTA	MEDICA HEALTH PLANS	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
MINNESOTA	UCARE MINNESOTA	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
MISSOURI	ALLIANCE FOR COMM HEALTH LLC	REGION 7	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MISSOURI	BLUE ADVANTAGE PLUS OF KC INC	REGION 7	\$ 50-100 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MISSOURI	CHILDREN'S MERCY'S FAMILY HLTH PTNRS	REGION 7	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	GAIN
MISSOURI	HEALTHCARE USA OF MISSOURI LLC	REGION 7	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
MISSOURI	MISSOURI CARE INC	REGION 7	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
NEBRASKA	UNITED HEALTHCARE OF MIDLANDS INC	REGION 7	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
NEVADA	AMERIGROUP NV INC	REGION 9	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
NEVADA	HEALTH PLAN OF NEVADA	REGION 9	\$ 100-250 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
NEW JERSEY	AMERICHoice OF NJ INC	REGION 2	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
NEW JERSEY	AMERIGROUP NJ	REGION 2	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
NEW JERSEY	HEALTH NET OF NJ INC	REGION 2	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
NEW JERSEY	HORIZON HEALTHCARE OF NJ INC	REGION 2	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	GAIN
NEW JERSEY	UNIVERSITY HEALTH PLANS INC	REGION 2	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
NEW MEXICO	HCSC INS SERVICES CO	REGION 6	\$ 10-50 MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
NEW MEXICO	LOVELACE SANDIA HEALTH SYSTEMS INC	REGION 6	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
NEW MEXICO	MOLINA HEALTHCARE OF NM	REGION 6	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
NEW MEXICO	PRESBYTERIAN HEALTH PLAN INC	REGION 6	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
NEW YORK	CAPITAL DISTRICT PHY- SICIANS HLTHPLN	REGION 2	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
NEW YORK	EXCELLUS HEALTH PLAN INC	REGION 2	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	GAIN
NEW YORK	GHI HMO INC	REGION 2	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
NEW YORK	HEALTH INS PLAN OF GREATER NY	REGION 2	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	LOSS
NEW YORK	HEALTH NOW NY INC	REGION 2	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
NEW YORK	INDEPENDENT HEALTH ASSOCIATION INC	REGION 2	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
NEW YORK	MVP HEALTH PLAN INC	REGION 2	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	LOSS
NEW YORK	UNITED HEALTHCARE OF NY INC	REGION 2	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
OHIO	AMERIGROUP OH INC	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	BUCKEYE COMMUNITY HLTH PLAN INC	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	CARESOURCE	REGION 5	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	MOLINA HEALTHCARE OF OH INC	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	PARAMOUNT ADVAN- TAGE	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	NONPROFIT	RX - YES	GAIN
OHIO	UNISON HEALTH PLAN OF OH INC	REGION 5	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
OHIO	WELLCARE OF OH INC	REGION 5	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
PENNSYLVANIA	AMERICHOICE OF PA INC	REGION 3	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
PENNSYLVANIA	GATEWAY HEALTH PLAN INC	REGION 3	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
PENNSYLVANIA	HEALTH PARTNERS OF PHILADELPHIA INC	REGION 3	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	LOSS
PENNSYLVANIA	UNISON HEALTH PLAN OF PA INC	REGION 3	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
PENNSYLVANIA	UPMC FOR YOU INC	REGION 3	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
PENNSYLVANIA	VISTA HEALTH PLAN INC	REGION 3	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
PUERTO RICO	HUMANA HEALTH PLANS OF PR	REGION 2	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
PUERTO RICO	MCS HEALTH MANAGE- MENT OPTIONS INC	REGION 2	\$ 250+ MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
PUERTO RICO	TRIPLE-S INC	REGION 2	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	LOSS
RHODE ISLAND	BCBS OF RI	REGION 1	\$ 10-50 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - YES	LOSS
RHODE ISLAND	NEIGHBORHOOD HEALTH PLAN OF RI INC	REGION 1	\$ 250+ MILLION	\$ 300+	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	LOSS
RHODE ISLAND	UNITED HEALTHCARE OF NEW ENGLAND INC	REGION 1	\$ 100-250 MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
SOUTH CAROLINA	ABSOLUTE TOTAL CARE INC	REGION 4	\$ 100-250 MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
SOUTH CAROLINA	BLUECHOICE HEALTH- PLAN OF SC INC	REGION 4	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
SOUTH CAROLINA	CAROLINA CRESCENT HLTH PLAN INC	REGION 4	\$ 100-250 MILLION	\$ 300+	MEDICAID ONLY	INDEPENDENT	NONPROFIT	RX - YES	LOSS
SOUTH CAROLINA	SELECT HEALTH OF SOUTH CAROLINA INC	REGION 4	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	GAIN
SOUTH CAROLINA	UNISON HEALTH PLAN OF SC INC	REGION 4	\$ 100-250 MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
SOUTH CAROLINA	WELLPATH OF SC INC	REGION 4	\$ 10-50 MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	LOSS
TENNESSEE	UNITEDHEALTHCARE PLAN OF THE RIVER V	REGION 4	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	AETNA HEALTH INC TX CORP	REGION 6	\$ 100-250 MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	AMERIGROUP TEXAS INC	REGION 6	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	COMMUNITY FIRST HEALTH PLANS INC	REGION 6	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
TEXAS	COMMUNITY HEALTH CHOICE INC	REGION 6	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	GAIN
TEXAS	COOK CHILDRENS HEALTH PLAN	REGION 6	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
TEXAS	DRISCOLL CHILDRENS HEALTH PLAN	REGION 6	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
TEXAS	EL PASO FIRST HEALTH PLANS INC	REGION 6	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
TEXAS	EVERCARE OF TEXAS LLC	REGION 6	\$ 250+ MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
TEXAS	MOLINA HEALTHCARE OF TX INC	REGION 6	\$ 100-250 MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	PARKLAND COMMUNITY HEALTH PLAN INC	REGION 6	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
TEXAS	SHA LLC	REGION 6	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	SUPERIOR HEALTHPLAN INC	REGION 6	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
TEXAS	TEXAS CHILDRENS HEALTH PLAN INC	REGION 6	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	GAIN
TEXAS	UNICARE HEALTH PLANS OF TX INC	REGION 6	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
VIRGINIA	AMERIGROUP VIRGINIA INC	REGION 3	\$ 50-100 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - YES	GAIN
VIRGINIA	HEALTHKEEPERS INC	REGION 3	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
VIRGINIA	OPTIMA HEALTH PLAN	REGION 3	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
VIRGINIA	PENINSULA HEALTH CARE INC	REGION 3	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
VIRGINIA	PRIORITY HEALTHCARE INC	REGION 3	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
VIRGINIA	SOUTHERN HEALTH SERVICES INC	REGION 3	\$ 50-100 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	LOSS
VIRGINIA	VIRGINIA PREMIER HEALTH PLAN INC	REGION 3	\$ 250+ MILLION	\$ 225-300	MEDICAID ONLY	INDEPENDENT	STOCK	RX - YES	LOSS
WASHINGTON	COLUMBIA UNITED PROVIDERS INC	REGION 10	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	GAIN
WASHINGTON	COMMUNITY HEALTH PLAN OF WA	REGION 10	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - YES	LOSS
WASHINGTON	GROUP HLTH COOPERATIVE	REGION 10	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
WASHINGTON	MOLINA HEALTHCARE OF WA INC	REGION 10	\$ 250+ MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - YES	GAIN
WASHINGTON	REGENCE BLUE SHIELD	REGION 10	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - YES	LOSS
WEST VIRGINIA	CARELINK HEALTH PLANS INC	REGION 3	\$ 100-250 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WEST VIRGINIA	THE HEALTH PLAN THE UPPER OH VALLEY	REGION 3	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	NONPROFIT	RX - NO	GAIN
WEST VIRGINIA	UNICARE HEALTH PLAN OF WV INC	REGION 3	\$ 100-250 MILLION	\$ 0-225	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN

STATE	MCO	CMS REGION	ANNUAL REVENUE	REVENUE PMPM	MCO TYPE	MCO AFFILIATION TYPE	FINANCIAL STRUCTURE	PHARMACY INDICATOR	GAIN OR LOSS
WISCONSIN	ABRI HEALTH PLAN INC	REGION 5	\$ 50-100 MILLION	\$ 225-300	MEDICAID ONLY	INDEPENDENT	STOCK	RX - NO	GAIN
WISCONSIN	CHILDREN'S COMMU- NITY HEALTH CARE INC	REGION 5	\$ 50-100 MILLION	\$ 300+	MEDICAID ONLY	INDEPENDENT	STOCK	RX - NO	GAIN
WISCONSIN	COMPCARE HEALTH SERVICES INS CORP	REGION 5	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	DEAN HEALTH PLAN INC	REGION 5	\$ 100-250 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	GROUP HEALTH COOP OF EAU CLAIRE	REGION 5	\$ 50-100 MILLION	\$ 300+	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
WISCONSIN	GUNDERSEN LUTHERAN HEALTH PLAN INC	REGION 5	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
WISCONSIN	HEALTH TRADITION HEALTH PLAN	REGION 5	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
WISCONSIN	INDEPENDENT CARE HLTH PLAN	REGION 5	\$ 50-100 MILLION	\$ 300+	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	MANAGED HEALTH SER- VICES INS CORP	REGION 5	\$ 100-250 MILLION	\$ 300+	MEDICAID ONLY	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	MERCYCARE HMO INC	REGION 5	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	LOSS
WISCONSIN	NETWORK HEALTH PLAN OF WI INC	REGION 5	\$ 100-250 MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	PHYSICIANS PLUS INSURANCE CORP	REGION 5	\$ 10-50 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS
WISCONSIN	SECURITY HEALTH PLAN OF WI INC	REGION 5	\$ 50-100 MILLION	\$ 0-225	MEDICAID OTHER	INDEPENDENT	NONPROFIT	RX - NO	GAIN
WISCONSIN	UNITEDHEALTHCARE OF WI INC	REGION 5	\$ 250+ MILLION	\$ 225-300	MEDICAID OTHER	AFFILIATED	STOCK	RX - NO	GAIN
WISCONSIN	UNITY HEALTH PLANS INSURANCE CORP	REGION 5	\$ 10-50 MILLION	\$ 225-300	MEDICAID OTHER	INDEPENDENT	STOCK	RX - NO	LOSS



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