

Financial Summary of Medi-Cal Managed Care Health Plans

Quarter Ending June 30, 2017

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Local Initiative Health Plans

- Nine Local Initiative Plan – 13 counties
- Serve over 5 Million Medi-Cal Beneficiaries
- Must be licensed under the Knox-Keene Act

Enrollment Trends – LI

Local Initiative	Total Medi-Cal Enrollment June 2017	Percentage of Medi-Cal Enrollment June 2017	Total Enrollment June 2017	Total Enrollment June 2016	Enrollment Increase	Percentage Enrollment Increase
Alameda Alliance	262,883	98%	268,590	263,095	5,495	2.1%
Contra Costa	182,923	95%	192,017	192,452	-435	-0.2%
CalViva	361,699	100%	361,699	352,082	9,617	2.7%
IEHP	1,235,923	98%	1,260,053	1,167,973	92,080	7.9%
Kern	241,716	100%	241,716	228,073	13,643	6.0%
L.A. Care	2,043,532	97%	2,116,991	2,048,174	68,817	3.4%
San Francisco	135,705	92%	148,254	144,731	3,523	2.4%
San Joaquin	348,034	100%	348,035	338,451	9,584	2.8%
Santa Clara	265,753	96%	276,028	272,667	3,361	1.2%
Total	5,078,168	97%	5,213,383	5,007,698	205,685	4.1%

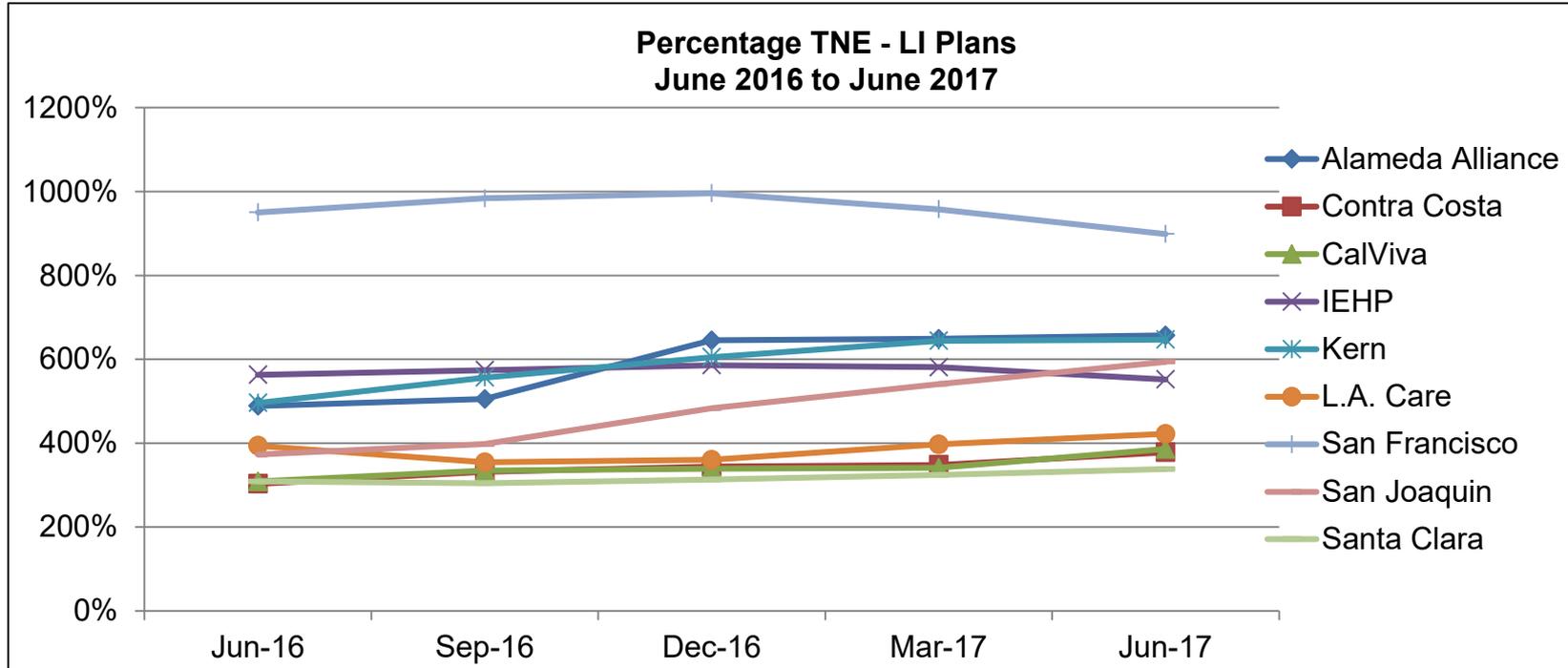
Per Member Per Month Medical Expense and Premium Revenue – LI

Local Initiative	Jun-14		Jun-15		Jun-16		Jun-17		
	PMPM Medical Expense	PMPM Premium Revenue	PMPM Net Revenue						
Alameda Alliance	\$292	\$311	\$29	\$111	\$235	\$265	\$250	\$273	\$23
Contra Costa	\$318	\$355	\$260	\$303	\$300	\$300	\$274	\$279	\$5
CalViva	\$202	\$225	\$255	\$271	\$260	\$272	\$116	\$125	\$9
IEHP	\$232	\$272	\$291	\$326	\$267	\$301	\$332	\$349	\$17
Kern	\$175	\$196	\$205	\$226	\$200	\$237	\$216	\$234	\$18
L.A. Care	\$243	\$262	\$266	\$292	\$340	\$358	\$334	\$350	\$16
San Francisco	\$283	\$318	\$306	\$371	\$305	\$340	\$308	\$316	\$8
San Joaquin	\$208	\$206	\$79	\$127	\$217	\$243	\$246	\$280	\$34
Santa Clara	\$256	\$235	\$256	\$310	\$291	\$346	\$287	\$304	\$17

Net Income - LI

Local Initiative	QE Mar-16	QE Jun-16	QE Sep-16	QE Dec-16	QE Mar-17	QE Jun-17
Alameda Alliance	\$6,152	\$13,817	\$11,198	\$27,886	\$13,234	\$5,209
Contra Costa	\$2,166	\$572	\$4,290	\$35	\$2,193	\$1,100
CalViva	\$2,443	\$3,086	\$3,320	\$3,332	\$3,454	\$1,161
IEHP	\$47,696	\$39,555	\$46,711	\$43,844	\$21,974	\$16,958
Kern	\$6,297	\$18,076	\$19,447	\$15,367	\$12,165	\$6,335
L.A. Care	\$21,180	\$36,535	(\$39,375)	\$21,262	\$58,573	\$27,000
San Francisco	\$4,833	\$6,085	\$1,165	(\$185)	(\$2,663)	(\$6,207)
San Joaquin	(\$2,911)	\$18,326	\$11,307	\$30,508	\$18,812	\$28,774
Santa Clara	\$3,259	\$16,656	\$3,655	\$7,205	\$7,066	\$2,334
Total LI Net Income	\$91,115	\$152,708	\$61,718	\$149,254	\$134,808	\$82,664

Tangible Net Equity - LI



County Organized Health Systems

- Six COHS plans currently serve 22 counties
- Serves 2 Million Medi-Cal beneficiaries
- Exempt from licensure for Medi-Cal line of business

Enrollment Trends - COHS

COHS	June 2017 Total Medi-Cal Enrollment	June 2017 Percentage of Medi-Cal Enrollment	June 2017 Total Enrollment	June 2016 Total Enrollment	Enrollment Change from June 2016 to June 2017	Percentage Enrollment Change from June 2016 to June 2017
CalOptima	772,228	98%	789,066	807,932	(18,866)	-2.34%
CenCal Health	177,805	100%	177,808	177,870	(62)	-0.03%
Central California Alliance	354,060	100%	354,649	351,684	2,965	0.84%
Partnership HealthPlan	570,661	100%	570,661	571,974	(1,313)	-0.23%
Health Plan of San Mateo	122,458	98%	124,691	127,033	(2,342)	-1.84%
Total	1,997,212	99%	2,016,875	2,036,493	(19,618)	-0.96%

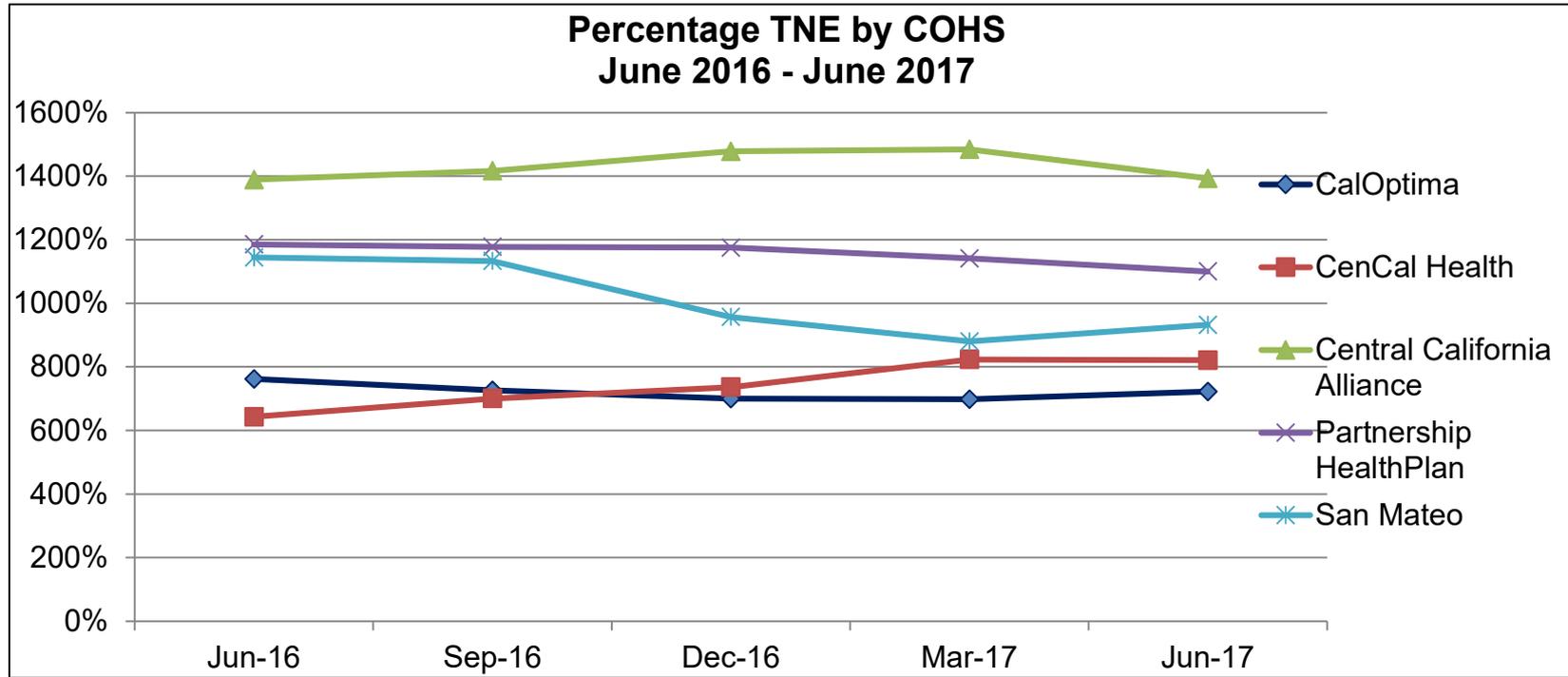
PMPM Medical Expense vs PMPM Premium Revenue - COHS

COHS	Jun-14		Jun-15		Jun-16		Jun-17		
	PMPM Medical Expense	PMPM Premium Revenue	PMPM Net Revenue						
CalOptima	\$266	\$335	\$315	\$353	\$361	\$374	\$402	\$431	\$29
CenCal Health	\$271	\$292	\$304	\$386	\$258	\$313	\$269	\$303	\$34
Central California Alliance	\$215	\$251	\$199	\$245	\$233	\$256	\$238	\$263	\$25
Partnership HealthPlan	\$317	\$375	\$275	\$350	\$318	\$353	\$340	\$348	\$8
Health Plan of San Mateo	\$374	\$426	\$451	\$512	\$443	\$513	\$468	\$509	\$41

Net Income - COHS

COHS	QE Mar-16	QE Jun-16	QE Sep-16	QE Dec-16	QE Mar-17	QE Jun-17
CalOptima	\$15,025	\$9,389	\$2,564	\$501	\$3,160	\$45,706
CenCal Health	\$19,769	\$8,672	\$15,802	\$15,878	\$10,162	\$7,118
Central California Alliance	\$34,169	\$12,060	\$10,986	\$23,381	\$9,014	\$7,613
Partnership HealthPlan	\$34,908	\$28,817	\$18,771	\$6,132	\$2,070	(\$18,665)
Health Plan of San Mateo	\$11,976	\$14,013	(\$376)	\$45,950)	(\$3,220)	\$6,084
Total COHS Net Income	\$115,847	\$72,951	\$47,749	(\$58)	\$21,186	\$47,856

Tangible Net Equity – COHS



Non-Governmental Medi-Cal Plans

- Five NGM plans currently serve 31 counties
- Serve over 3 Million Medi-Cal Beneficiaries

Enrollment Trends NGM Plans

NGM Plans	June 2017 Total Medi-Cal Enrollment	June 2017 Percentage of Medi-Cal Enrollment	June 2017 Total Enrollment	June 2016 Total Enrollment	Enrollment Change from June 2016 to June 2017	Percentage Change from June 2016 to June 2017
CHWP	188,900	100%	188,900	189,038	(138)	-0.1%
Care1st	420,388	89%	474,340	453,838	20,502	4.5%
CHG	290,384	100%	290,384	276,950	13,434	4.9%
HNCS	1,861,724	99%	1,878,315	1,910,906	(32,591)	-1.7%
Molina	627,590	81%	776,008	681,473	94,535	13.9%
Total	3,388,986	94%	3,607,947	3,512,205	95,742	2.7%

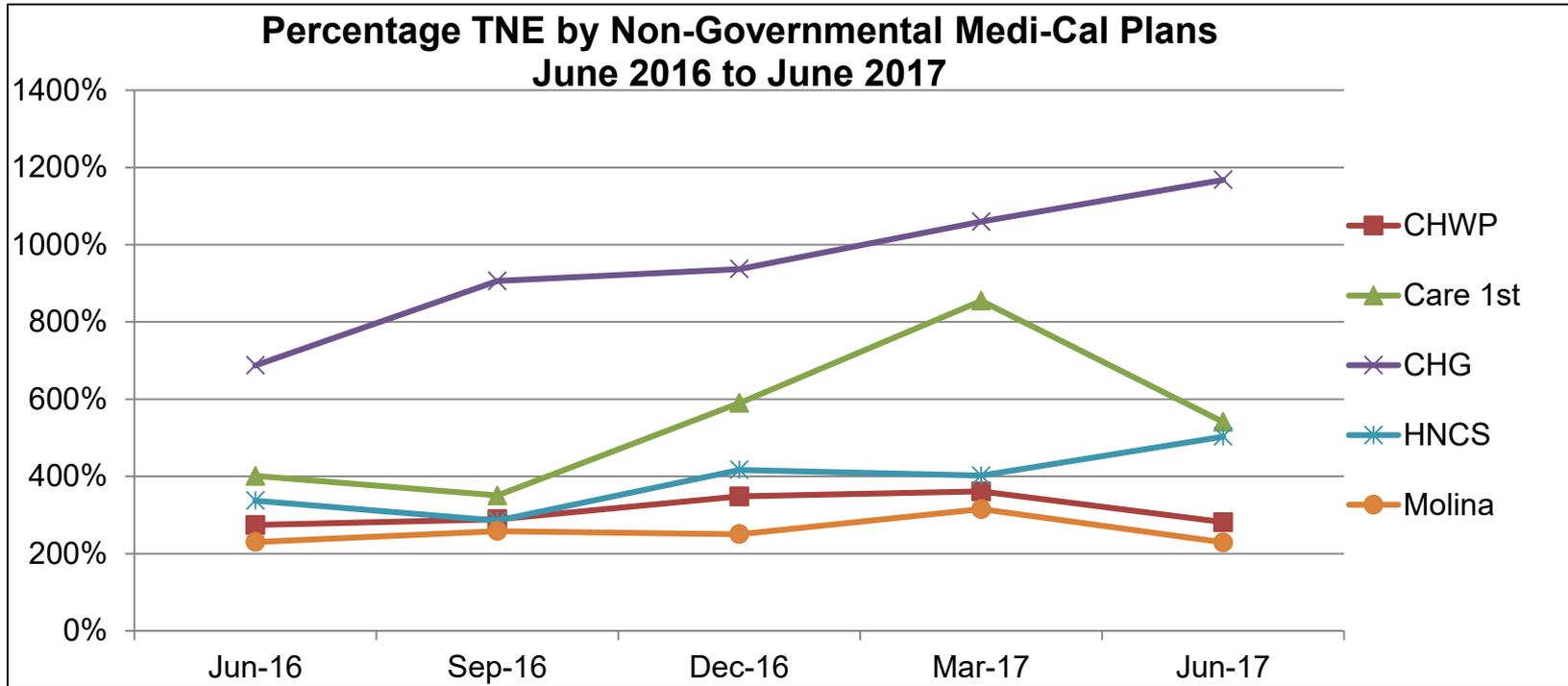
PMPM Medical Expense vs PMPM Premium Revenue – NGM Plans

NGM Plans	Jun-14		Jun-15		Jun-16		Jun-17		
	PMPM Medical Expense	PMPM Premium Revenue	PMPM Net Revenue						
CHWP	\$172	\$219	\$219	\$263	\$221	\$259	\$240	\$271	\$31
Care 1st	\$245	\$283	\$298	\$324	\$316	\$353	\$452	\$506	\$54
CHG	\$257	\$264	\$295	\$320	\$329	\$379	\$286	\$337	\$51
HNCS	\$226	\$274	\$260	\$326	\$287	\$328	\$282	\$336	\$54
Molina	\$248	\$303	\$265	\$310	\$244	\$270	\$262	\$294	\$32

Net Income – NGM Plans

NGM Plans	QE Mar-16	QE Jun-16	QE Sep-16	QE Dec-16	QE Mar-17	QE Jun-17
CHWP	\$3,940	\$3,946	\$4,285	\$15,196	\$5,452	\$1,112
Care 1st	\$22,111	\$19,089	\$28,400	\$108,610	\$19,800	\$34,182
CHG	\$78,864	\$21,851	\$81,095	\$15,446	\$53,428	\$35,439
HNCS	\$77,507	\$67,593	\$124,738	\$272,079	\$126,690	\$144,170
Molina	\$10,675	\$5,999	\$22,329	(\$300)	\$45,397	\$7,547
Total Net Income	\$193,097	\$118,478	\$260,847	\$411,031	\$250,767	\$222,450

Tangible Net Equity – NGM Plans



Questions