

2018 Financial Results for Health Insurance Companies in Maine

This publication contains summaries of the information that insurers must provide annually to the Bureau of Insurance. Information is displayed for each market segment of the fully insured market (i.e., for policies under the State's jurisdiction):

- Large group (employers with more than 50 employees)
- Small group (employers with 50 or fewer employees)
- Individual (those who buy their own health insurance)

The summaries below show information for each of Maine's largest health insurers (those companies that had \$5 million or more in direct written health insurance premium in Maine for major medical and stop loss combined). The "All Other Companies" category includes aggregate data (except for enrollment and per member per month data) for companies with less than \$5 million of premium. The following information is shown:

- The number of people enrolled
- Premiums (how much money was collected)
- Claims (how much money was paid to healthcare providers)
- Administrative Expenses (how much money was spent on administration)
- Underwriting Gain or Loss (how much money was left)

People Enrolled

The number of people enrolled is equivalent to the number of covered lives, including dependents, at the end of the prior calendar year.

Table 1: Enrollees as of December 31, 2018

Insurers	Totals 2018	Totals Change %	Large Group 2018	Large Group Change %	Small Group 2018	Small Group Change %	Individual 2018	Individual Change %
Aetna Health Inc. + Aetna Life Ins Co.	14,987	-51%	13,577	-31%	1,410	-86%	0	-100%
Anthem Health Plans of ME Inc.	143,047	-14%	124,833	-3%	15,264	16%	2,950	-88%
CIGNA Health & Life Ins Co.	15,900	3%	15,900	3%	0	0%	0	0%
Harvard Pilgrim Health Care Inc. + HPHC	91,763	20%	37,069	14%	29,312	12%	25,382	42%
Maine Community Health Options	50,052	31%	1,593	75%	8,706	15%	39,753	34%
United Healthcare Ins Co.	5,116	29%	3,677	-3%	1,439	718%	0	0%
Total	320,865		196,649		56,131		68,085	

Notes:

1. Only 945 report Long form filers provide covered lives data.

Figure 1. 2018 Percentage of Large Group Enrollees by Company

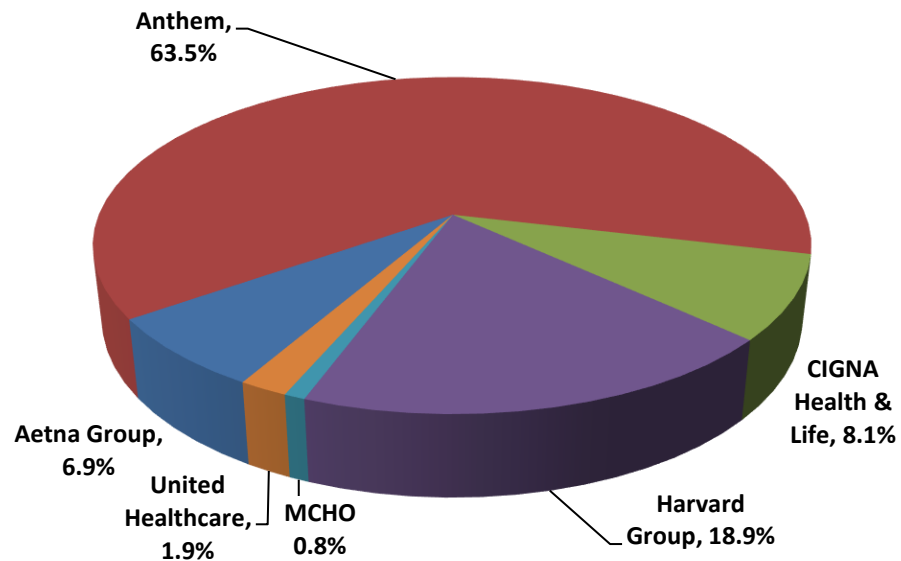


Figure 2. 2018 Percentage of Small Group Enrollees by Company

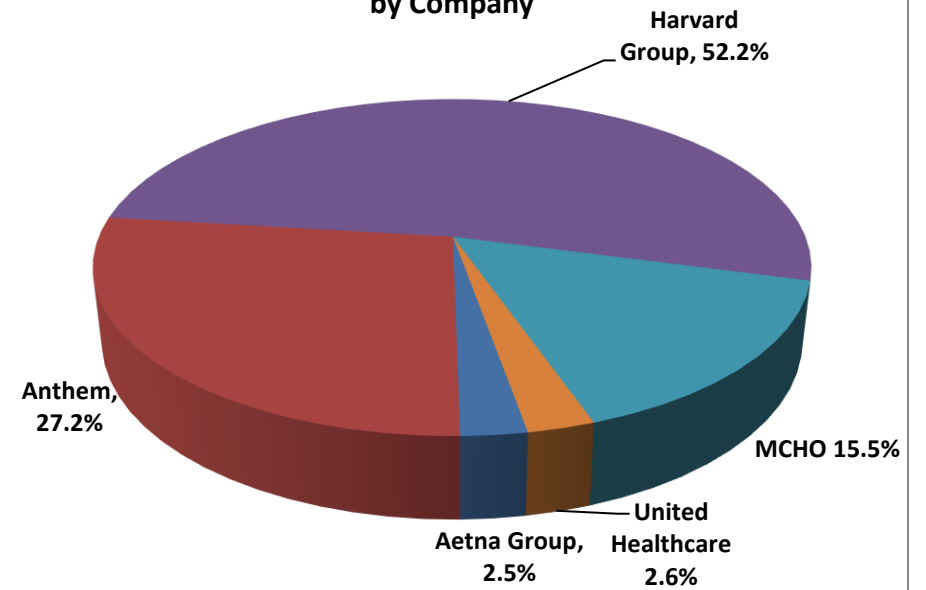


Figure 3. 2018 Percentage of Individual Enrollees by Company

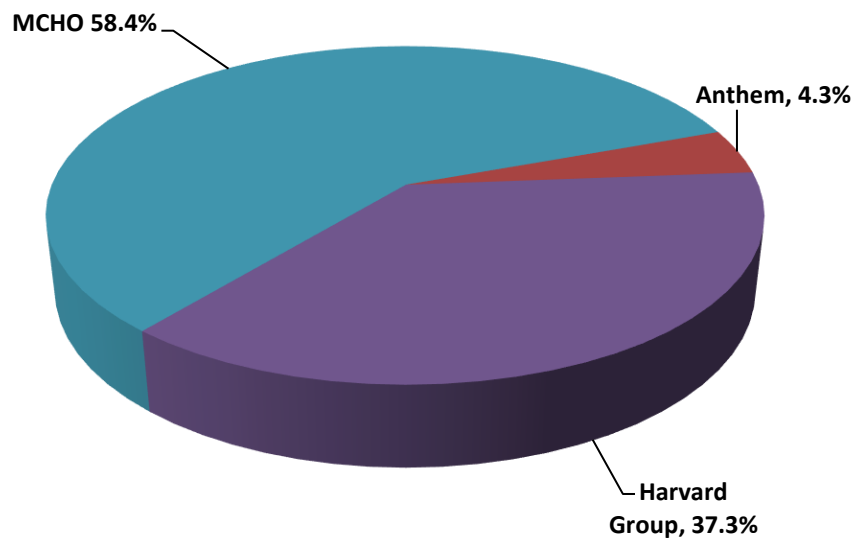
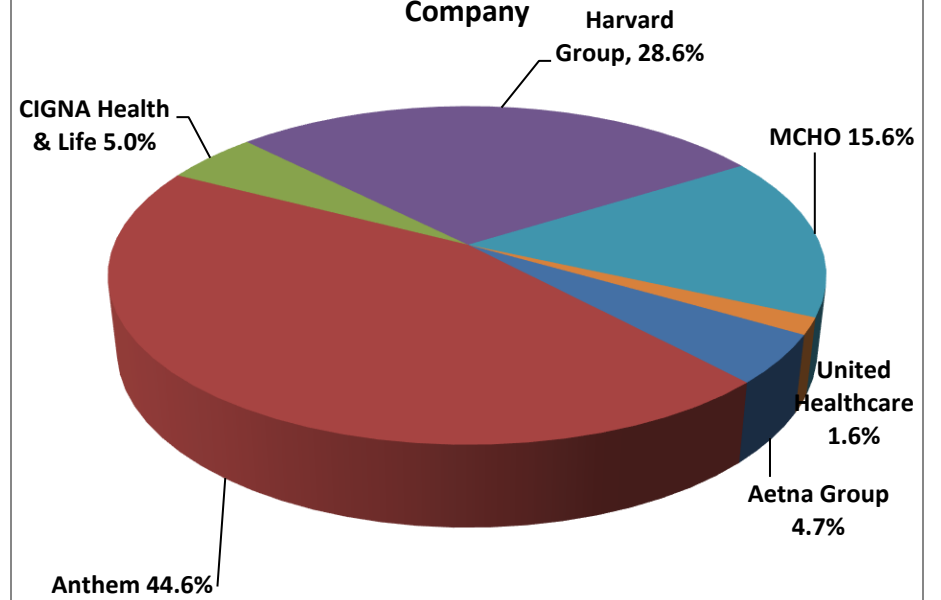


Figure 4. 2018 Percentage of Total Enrollees by Company



Premiums Earned

Table 2: 2018 Premiums Earned

Insurers	Totals 2018	Change %	Large Group 2018	Change %	Small Group 2018	Change %	Individual 2018	Change %
Aetna Health Inc. + Aetna Life Ins Co.	\$92,838,076	-40%	\$61,964,723	-14%	\$30,873,353	-62%	\$0	-100%
Anthem Health Plans of ME Inc.	918,155,199	-11%	\$834,107,309	6%	\$58,826,877	-39%	\$25,221,013	-82%
CIGNA Health & Life Ins Co.	91,737,317	22%	\$91,737,317	22%	\$0		\$0	
Harvard Pilgrim Health Care Inc. + HPHC	578,932,469	44%	\$212,542,102	14%	\$142,098,962	31%	\$224,291,405	112%
Maine Community Health Options	381,609,591	48%	\$6,933,914	80%	\$39,709,447	-2%	\$334,966,230	56%
United Healthcare Ins Co.	20,472,818	19%	\$16,807,183	2%	\$3,665,635	339%	\$0	0%
All Other Companies	4,103,971	-38%	\$3,614,619	-32%	\$15,327	89%	\$474,025	-63%
Total	2,087,849,441		1,227,707,167		275,189,601		584,952,673	

Premiums by Market Segment for Selected Companies

Figure 5. Aetna Health Inc. & Aetna Life Ins Co.

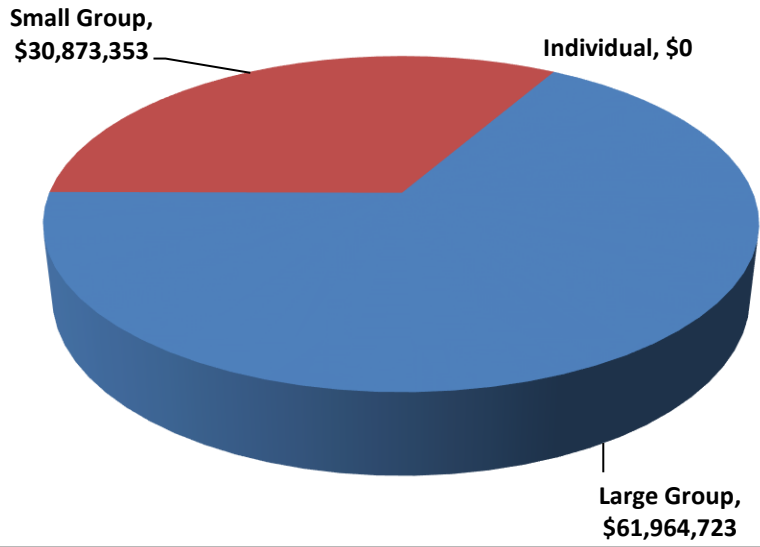


Figure 6. Anthem Health Plans of ME

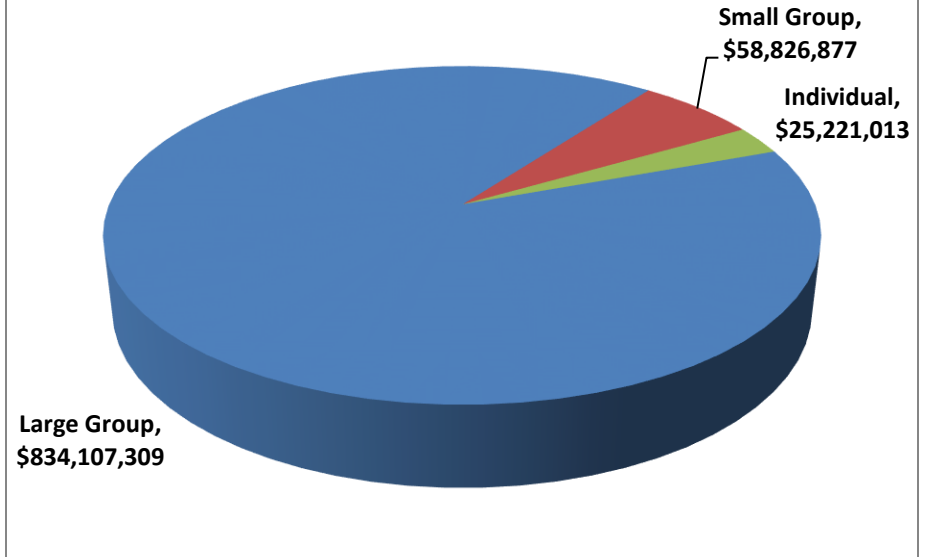


Figure 7. Harvard Pilgrim Healthcare Inc. & HPHC

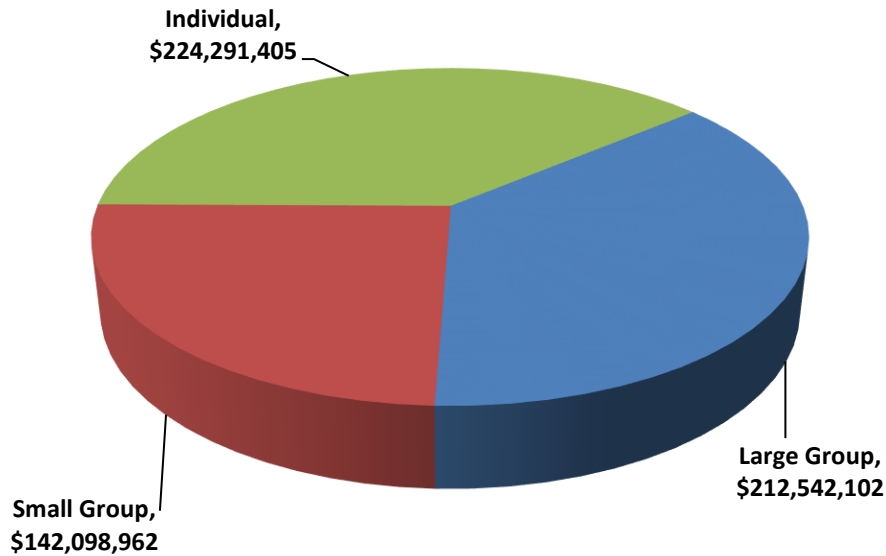
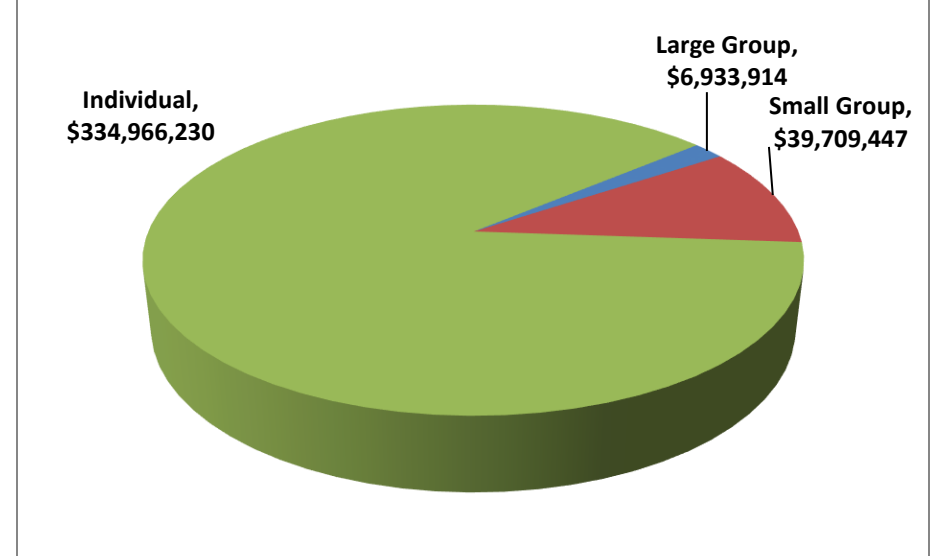


Figure 8. Maine Community Health Options



Premium per Member Month

Insurance policies vary widely in terms of deductibles, co-payments, policy limits, and restricted provider networks. Therefore comparing the average premium for different companies may be like comparing apples and oranges. Also, when looking at the percentage change in average premium from year to year, keep in mind that some employers and individuals make changes to their policies to lower their premiums and this may lower the percentage increase from year to year.

Table 3: 2018 Premium per Member Month

Insurers	Large Group 2018	Change %	Small Group 2018	Change %	Individual 2018	Change %
Aetna (Aetna Health Inc. + Aetna Life Ins Co.)	\$308	1%	\$1,406	142%	\$0	-100%
Anthem Health Plans of ME Inc.	\$561	7%	\$330	-16%	\$646	45%
CIGNA Health & Life	\$491	13%				
Harvard Pilgrim Health Care Inc.	\$486	10%	\$414	5%	\$699	52%
Maine Community Health Options	\$423	28%	\$376	-10%	\$655	16%
United Healthcare Ins Co.	\$382	5%	\$426	-21%		
Total	\$517	8%	\$418	-3%	\$671	35%

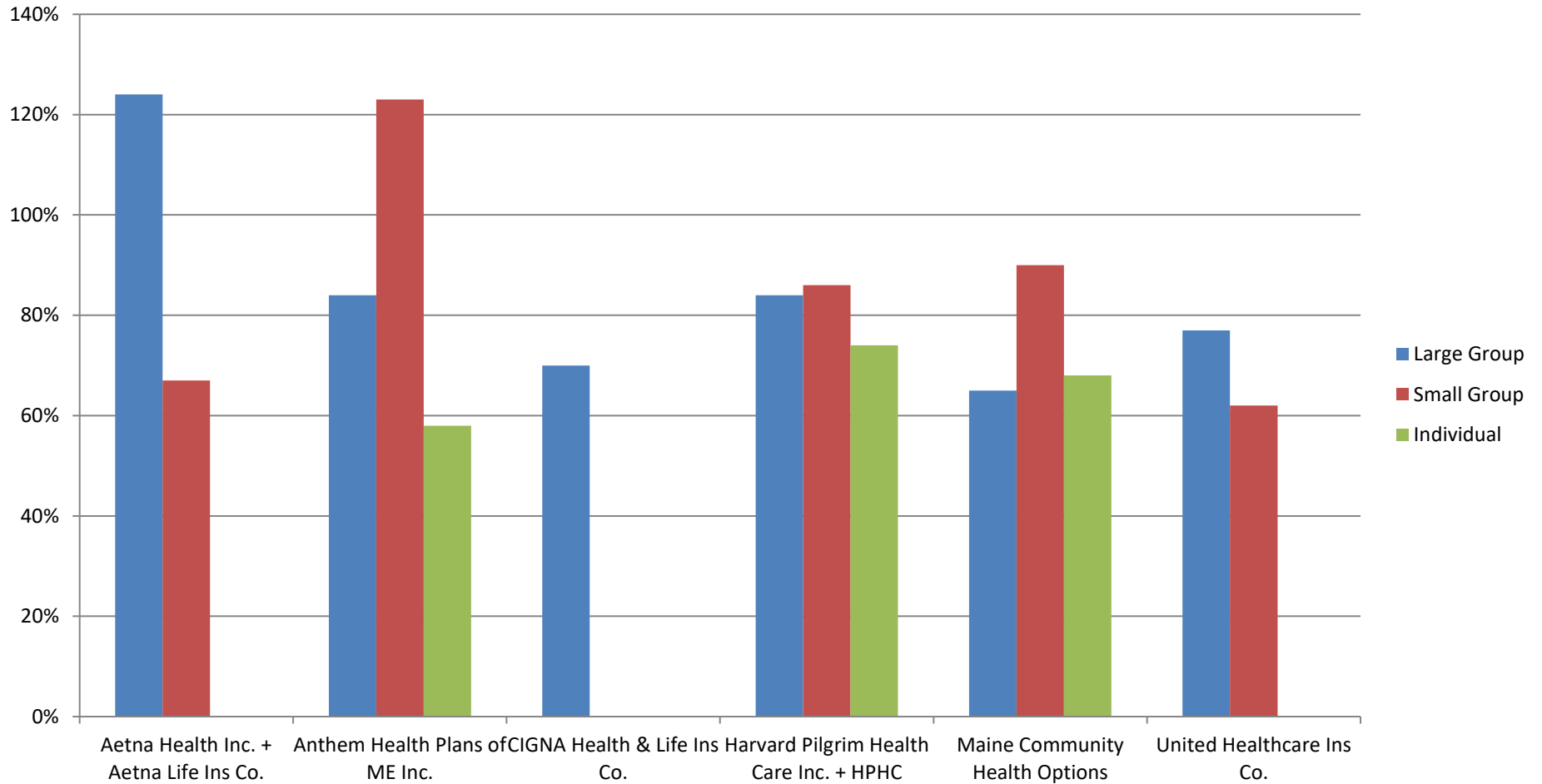
Claims Paid

The total claims paid are the amount of money paid by insurance companies to health care providers and hospitals for medical services received by their members. The table below shows the amount of claims paid by insurance company and how those claims payments compare to the amount of premiums paid to the insurance company. A percentage above 100% means that the company paid more to healthcare providers than they collected in premiums from employers and individuals. On the other hand, a percentage below 100% means that the company paid less to healthcare providers than they collected in premiums. The graph following this table shows the percentage of premiums paid for claims by market segment.

Table 4: 2018 Dollar Amount Spent on Claims and Percentage of Premium

Insurers	Total 2018 Claims	Large Group 2018 Claims	% of Premium	Small Group 2018 Claims	% of Premiums	Individual 2018 Claims	% of Premiums
Aetna Health Inc. + Aetna Life Ins Co.	\$97,657,563	\$76,873,678	124%	\$20,771,823	67%	\$12,062	
Anthem Health Plans of ME Inc.	\$791,179,576	\$704,289,918	84%	\$72,265,281	123%	\$14,624,377	58%
CIGNA Health & Life Ins Co.	\$64,083,563	\$64,083,563	70%	\$0	0%	\$0	0%
Harvard Pilgrim Health Care Inc. + HPHC	\$469,122,176	\$179,343,945	84%	\$122,842,643	86%	\$166,935,588	74%
Maine Community Health Options	\$266,562,845	\$4,515,932	65%	\$35,562,092	90%	\$226,484,821	68%
United Healthcare Ins Co.	\$15,189,364	\$12,922,512	77%	\$2,266,852	62%	\$0	0%
All Other Insurers	\$3,361,255	\$2,566,955	71%	\$17,180	112%	\$777,120	164%
Total	\$1,707,156,342	\$1,044,596,503	85%	\$253,725,871	92%	\$408,833,968	70%

**Figure 9. 2018 Percent of Premium Paid for Claims
by Company and Market Segment**



Claims per Member Month

When looking at the percentage change in average claims from year to year, keep in mind that some employers and individuals make changes to their policies to lower their premiums and this may lower the percentage increase. If employers and individuals choose plans with higher deductibles or fewer benefits to minimize increases in premiums, then their claim costs will only show part of the picture of the change in their healthcare costs.

Table 5: 2018 Claims per Member Month

Company	Large Group 2018	% Change	Small Group 2018	% Change	Individual 2018	% Change
Aetna Health Inc. + Aetna Life Ins Co.	\$382	8%	\$946	129%		
Anthem Health Plans of ME Inc.	\$474	3%	\$406	0%	\$375	5%
CIGNA Health & Life Ins Co.	\$343	38%				
Harvard Pilgrim Health Care Inc. + HPHC	\$410	15%	\$358	6%	\$520	28%
Maine Community Health Options	\$276	-14%	\$337	-9%	\$443	-16%
United Healthcare Ins Co.	\$293	2%	\$264	-37%		
Total	\$440	6%	\$386	2%	\$469	7%

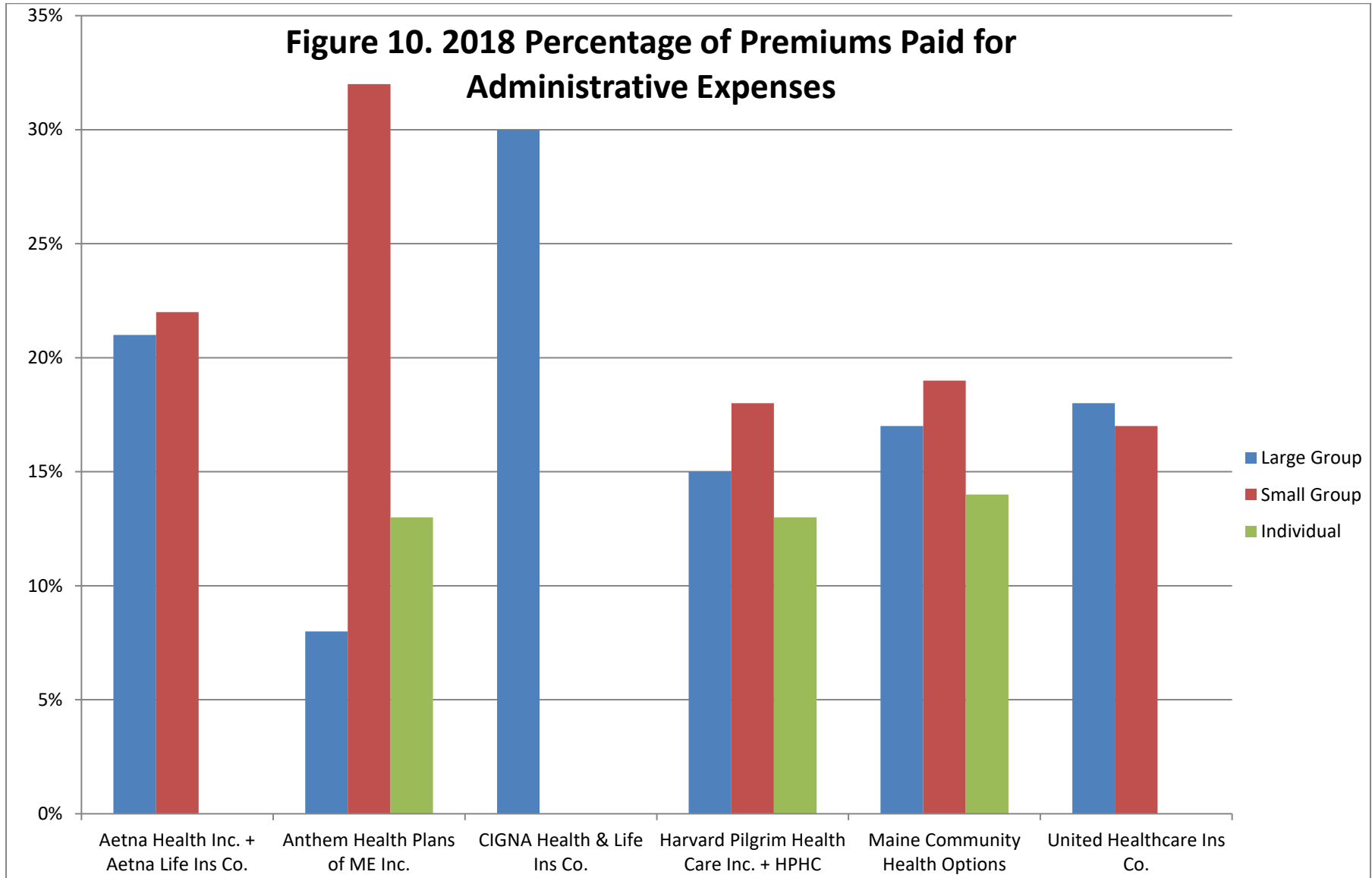
Administrative Expenses

Administrative expenses include all expenses other than claims paid to healthcare providers. These expenses include things like office space, salaries, office supplies, marketing, taxes (other than federal income tax), lobbying expenses, and cost containment expenses (which reduce the amount of healthcare services provided, including utilization review, fraud detection, disease management programs, and case management). Overall, administrative expenses were lower for large groups (employers with more than 50 employees). The graph below the table shows the percentage of premiums paid for administrative expenses by market segment.

Table 6: 2018 Amount of Administrative Expenses and Percentage of Premiums Paid for Administrative Expenses

Company	Totals 2018	Large Group 2018	% of Premium	Small Group 2018	% of Premium	Individual 2018	% of Premium
Aetna Health Inc. + Aetna Life Ins Co.	\$19,772,291	\$13,112,138	21%	\$6,660,153	22%		
Anthem Health Plans of ME Inc.	\$86,325,689	\$64,170,158	8%	\$18,958,504	32%	\$3,197,027	13%
CIGNA Health & Life Ins Co.	\$27,334,614	\$27,334,614	30%	\$0		\$0	
Harvard Pilgrim Health Care Inc. + HPHC	\$85,106,920	\$31,272,323	15%	\$25,112,302	18%	\$28,722,295	13%
Maine Community Health Options	\$56,248,626	\$1,152,327	17%	\$7,440,845	19%	\$47,655,454	14%
United Healthcare Ins Co.	\$3,642,662	\$3,022,471	18%	\$620,191	17%	\$0	
All other Companies	\$710,378	\$516,768	14%	\$22,229	145%	\$171,381	36%
Total	\$279,141,180	\$140,580,799	11%	\$58,814,224	21%	\$79,746,157	14%

Figure 10. 2018 Percentage of Premiums Paid for Administrative Expenses



Underwriting Gain or Loss

The underwriting gain or loss is the amount of premium dollars left, or the shortfall, after claims and administrative expenses are paid. A negative number (displayed in red) means that the company lost money in that particular market segment. Underwriting gain is the major component of company profits. Profits also include investment income and are reduced by federal income tax.

Table 7: 2018 Underwriting Gain or Loss

Company	Totals 2018	% of Premium	Large Group 2018	% of Premium	Small Group 2018	% of Premium	Individual 2018	% of Premium
Aetna Health Inc. + Aetna Life Ins Co.	-\$24,591,777	-26%	-\$28,021,093	-45%	\$3,441,378	11%	-\$12,062	
Anthem Health Plans of ME Inc.	\$40,649,934	4%	\$65,647,233	8%	-\$32,396,908	-55%	\$7,399,609	29%
CIGNA Health and Life Ins Co.	\$319,140	0%	\$319,140	0%				
Harvard Pilgrim Health Care Inc. + HPHC	\$24,703,373	4%	\$1,925,834	1%	-\$5,855,983	-4%	\$28,633,522	13%
Maine Community Health Options	\$42,100,238	11%	\$1,145,654	17%	-\$5,083,798	-19%	\$46,038,382	14%
United Healthcare Ins Co.	\$1,583,877	8%	\$813,779	5%	\$770,098	21%		
All other Companies	-\$120,654	-3%	\$322,376	9%	-\$30,145	-197%	-\$412,885	-87%
Total	\$84,644,131	4%	\$42,152,923	3%	-\$39,155,358	-14%	\$81,646,566	14%

