

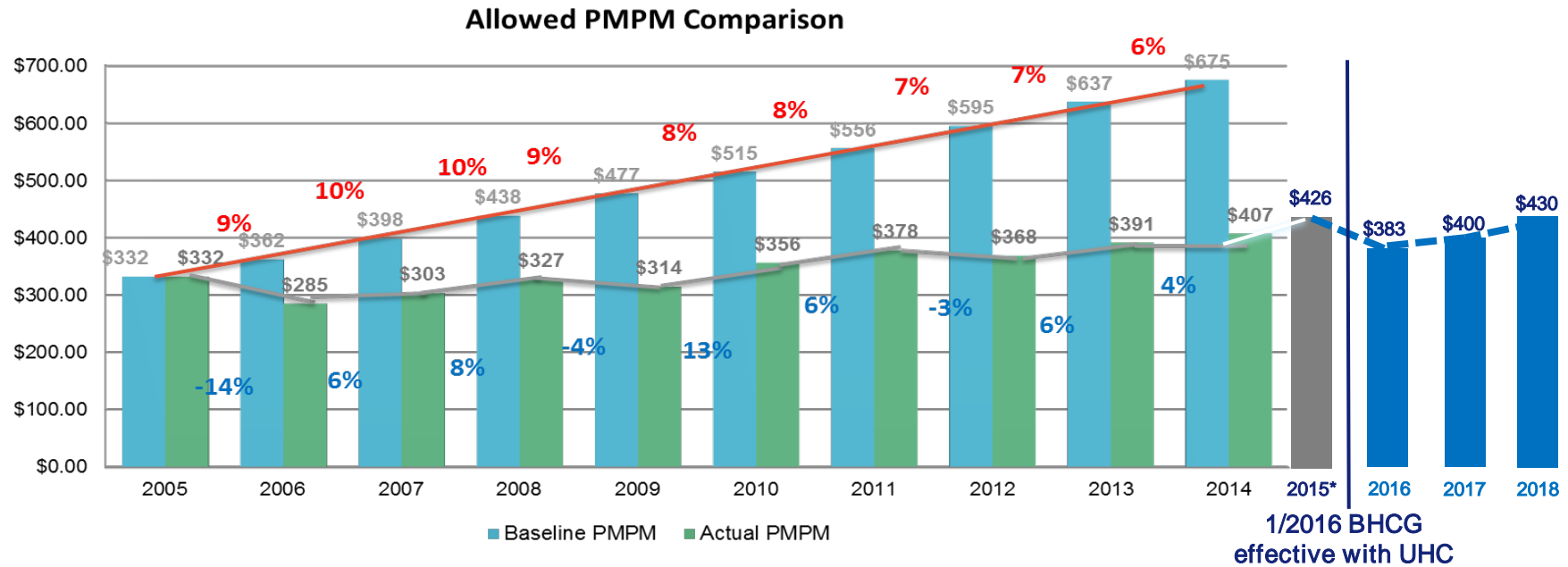


Measuring Our Success – By the Numbers



Business Health Care Group – Historical Results

Total ASO Employers – Medical Allowed PMPM Cost



Metrics	2005 Baseline ¹	2006 Actual	2007 Actual	2008 Actual	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual
Medical Cost PMPM	\$331.99	\$285.30	\$302.80	\$326.80	\$314.02	\$355.93	\$378.03	\$368.27	\$391.28	\$406.68
Percent Increase		(14.0%)	6.1%	7.9%	(3.9%)	13.3%	6.2%	(2.6%)	6.2%	3.9%

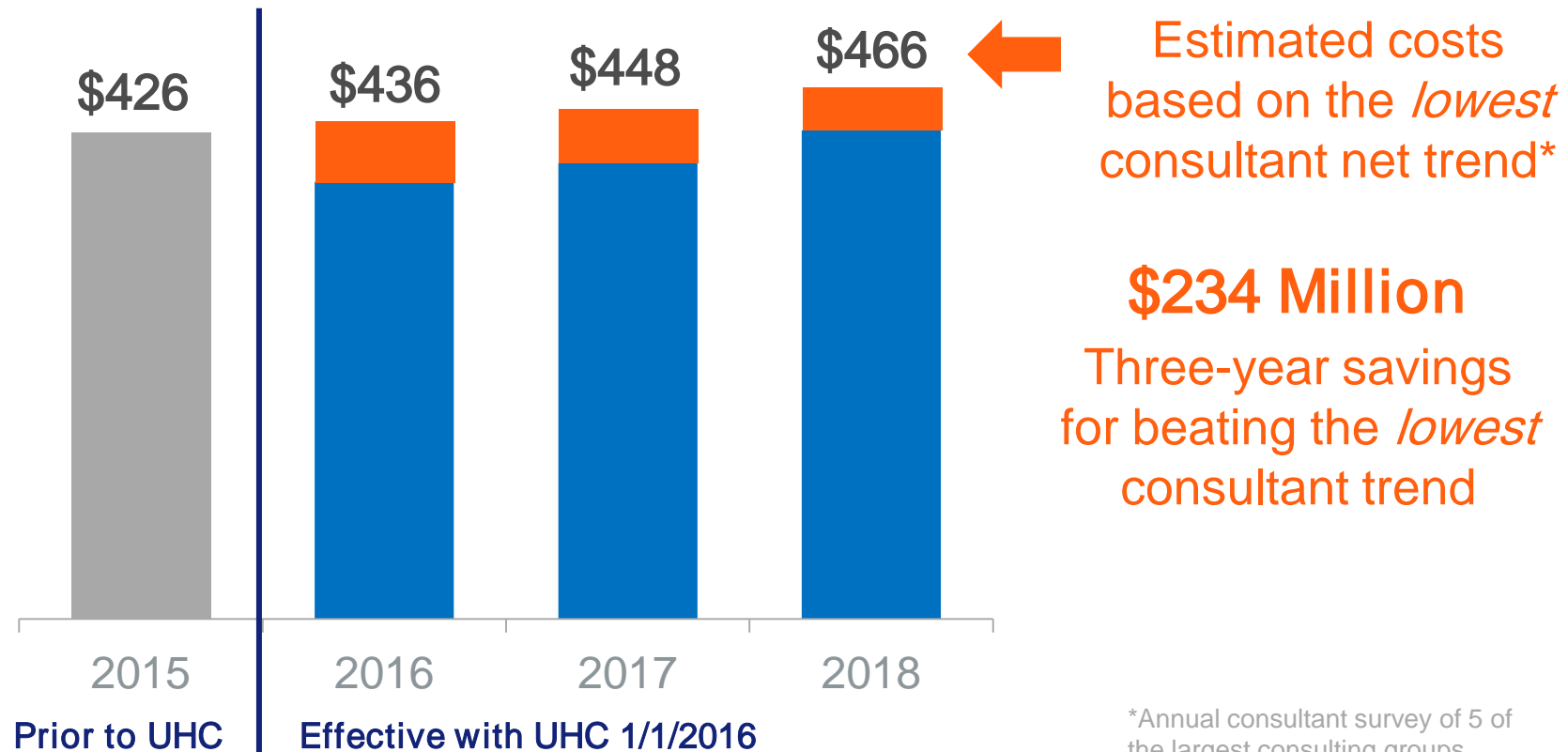
Notes:

¹ Baseline costs in 2005 include only those 14 companies where 2005 data was received. These 14 groups represented 88% of the 2006 membership and 74% of the total groups. Source: Third-party validation of Total ASO Group PMPMs. Core ASO Group trends calculated by Humana. Includes medical costs only, not pharmacy costs

*2015 estimated. Pulled from BHCG website.

Business Health Care Group – Historical Results

BHCG Covered PMPM 2015 - 2018



*Annual consultant survey of 5 of the largest consulting groups

2015 estimated. Pulled from BHCG website.

2016 = (2016 Covered PMPM * 128,470 average members in 2016 * 12 months) – (Estimated spend of \$436.22 * 128,470 average members in 2017 * 12 months)

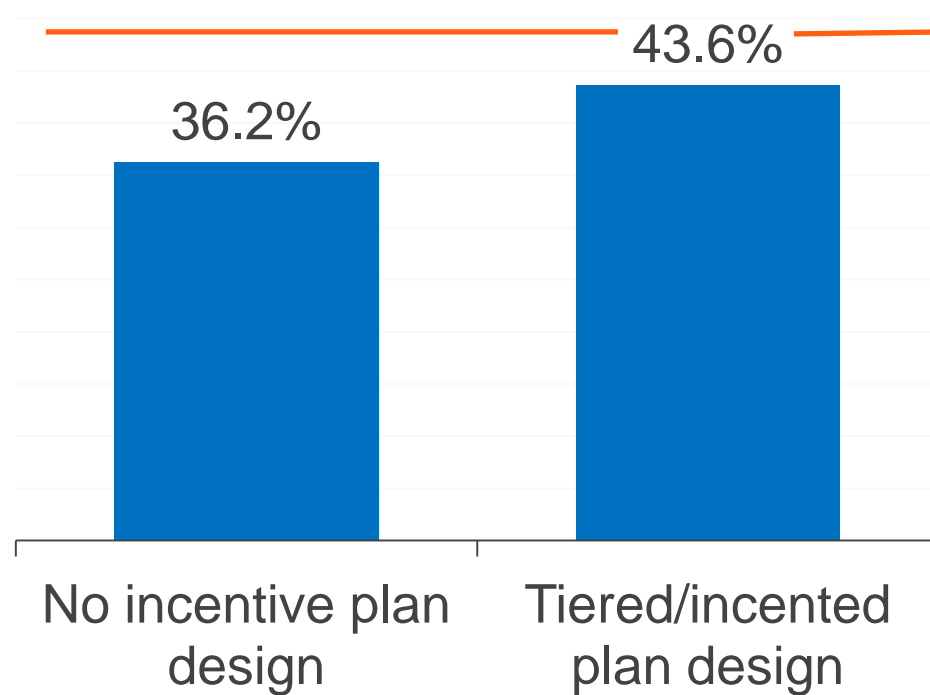
2017 = (2017 Covered PMPM * 130,439 average members in 2017 * 12 months) – (Estimated spend of \$447.57 * 130,439 average members in 2017 * 12 months)

2018 = (2018 Estimated Covered PMPM * 170,358 average members in 2018 * 12 months) – (Estimated spend of \$462.78 * 170,358 average members in 2018 * 12 months)

2018 is estimated based on existing BHCG customers' Covered claims incurred and paid through December 2018 with estimated completion, based on BHCG's historical completion.

Premium Utilization – Total Population

Premium Care Provider Utilization



Improve to 45.0%

\$5.5 Million

Annual savings if each BHCG group achieved at least 45.0% Premium Care Utilization

2018 is estimated based on existing BHCG customers' Covered claims incurred and paid through December 2018 with estimated completion, based on BHCG's historical completion.

Business Health Care Group – Total Population

Members with high use of Premium Care Physicians cost 14% less

Premium Tier 1 Use of Premium Care Physicians – High vs. Low

Metric	Low Use of Premium Care Providers	High Use of Premium Care Providers	Variance
Members	30,812	16,840	-
Claim Risk Score	2.04	1.63	-20%
Covered PMPM	\$669	\$462	-31%
Risk Adjusted Covered PMPM	\$329	\$283	-14%

Low Use = Members with less than 75% of all eligible charges for Premium Care providers

Highly Use = Members with 75% or more of all eligible charges for Premium Care providers

Analysis includes Continuously Enrolled members, excludes dependents, excludes claimants with \$100K+ in medical spend

Business Health Care Group – Consumer Activation Index

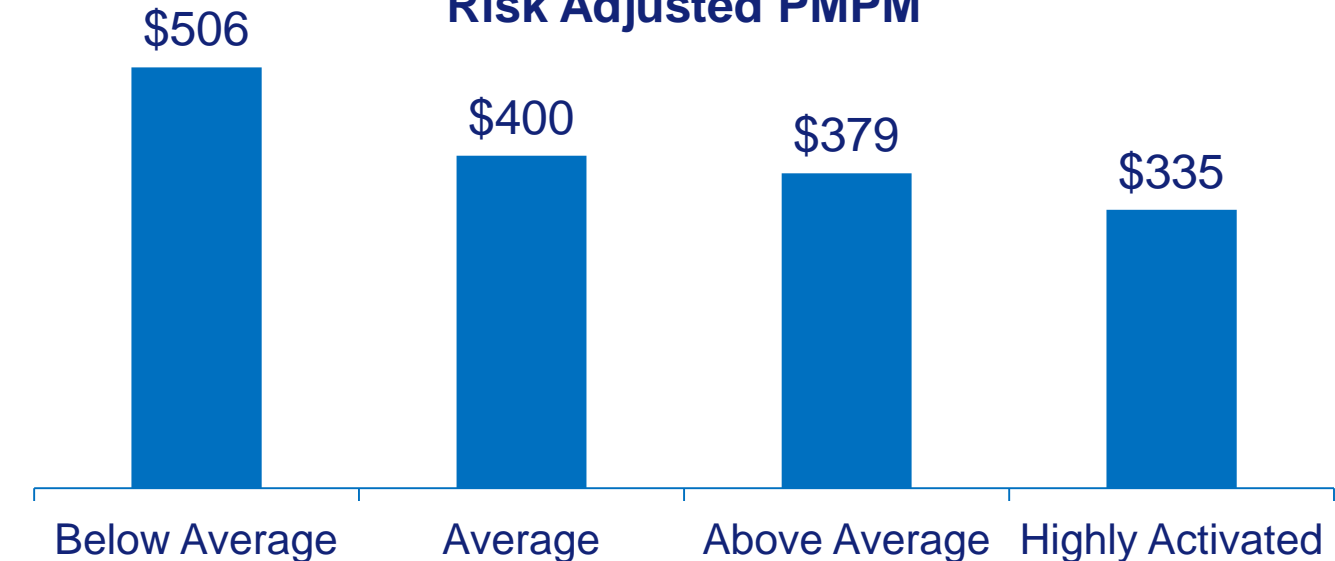
Consumer Activation Index - % of Membership

Activation Level	Below Average	Average	Above Average	Highly Activated
2017	34.0%	24.6%	24.4%	17.0%
2018	31.7% ↓	24.9%	25.8% ↑	17.7%
Premium use	12%	37%	58%	72%

Consumer Activation Includes

- Wellness visits
- Use of Premium Care MDs
- EBM compliance
- Clinical engagement
- Consumer tools

Risk Adjusted PMPM



Limited to continuously enrolled members