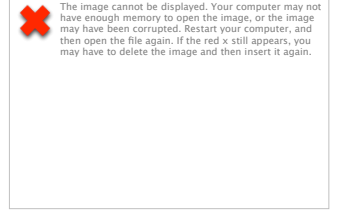




Marketplace Analysis For the State of Georgia 2020

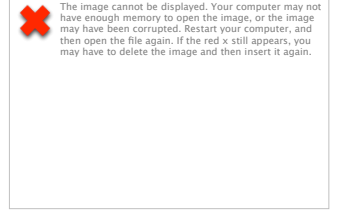


Agenda

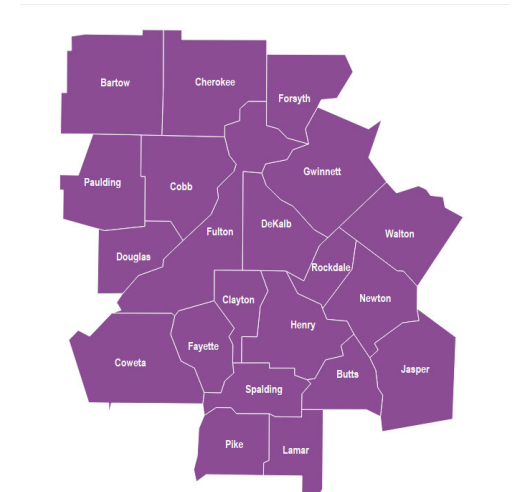


- **Objective:**
 - Review the CareSource Marketplace competitive position in each rating area to identify sales opportunities
 - Rating area based upon network
 - Rating area based upon rates

Rating Area 3: Atlanta



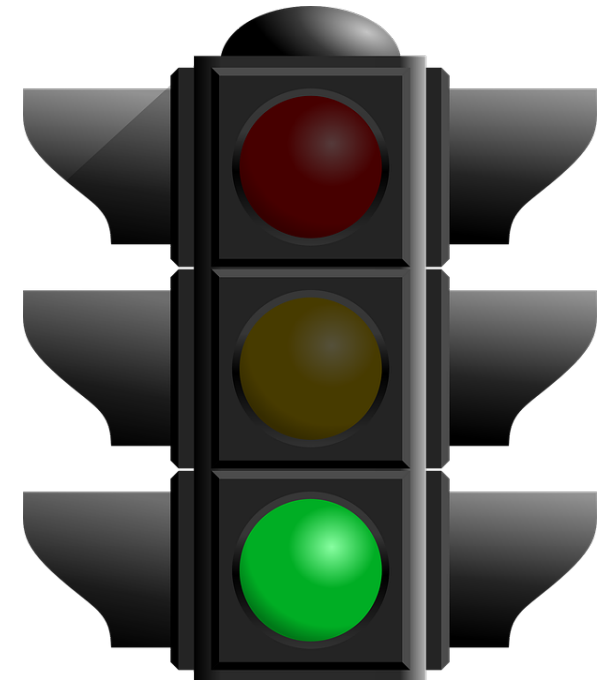
- **Counties:**
 - Bartow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Jasper, Lamar, Newton, Paulding, Pike, Rockdale, Spalding, Walton.
- **Hospitals:**
 - Northside Hospital, Grady, Wellstar,
 - Southern Regional Medical Center
- **Network Adequacy:**
 - 87.63%



Rating Area 3: Atlanta

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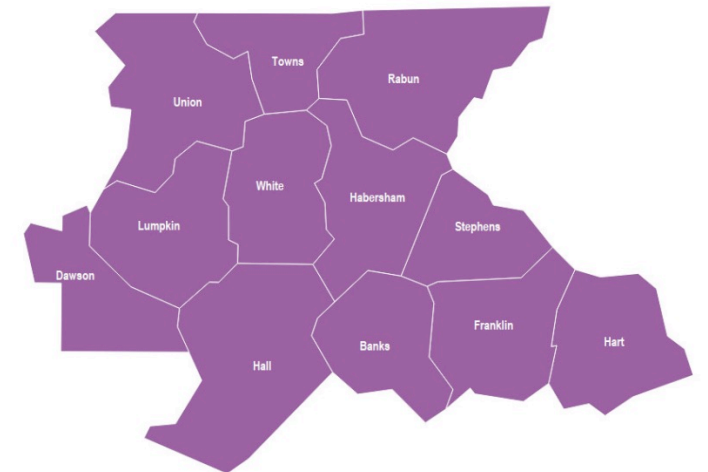
- Current Consumers Insured through the ACA:
 - Area Total 296,123 members
 - Current CareSource 0 members
- 2020 Rating Position
 - Bronze (-\$14)
 - Silver (+\$25)
 - Gold (+3)



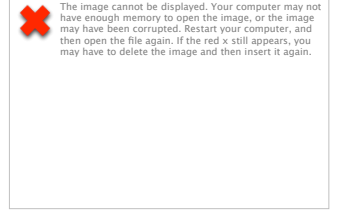
Rating Area 10: NE Georgia

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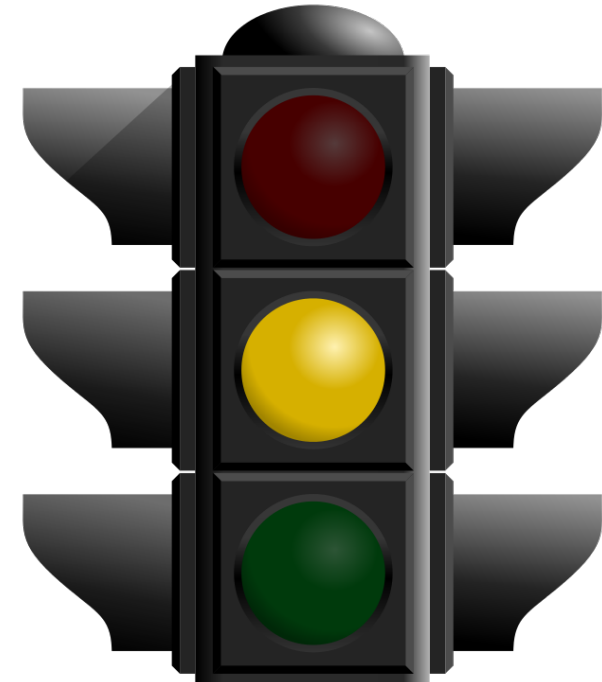
- Counties:
 - Banks, Dawson, Franklin, Habersham, Hall, Lumpkin, Rabun, Stephens, Towns, Union & White.
- Hospitals:
 - Mountain Lake Medical Center, Stephens County Hospital,
 - Saint Mary's Sacred Heart
- Network Adequacy:
 - 89.67%



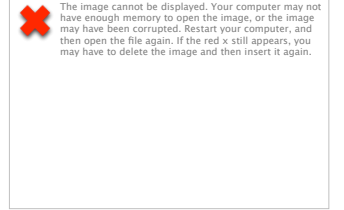
Rating Area 10: NE Georgia



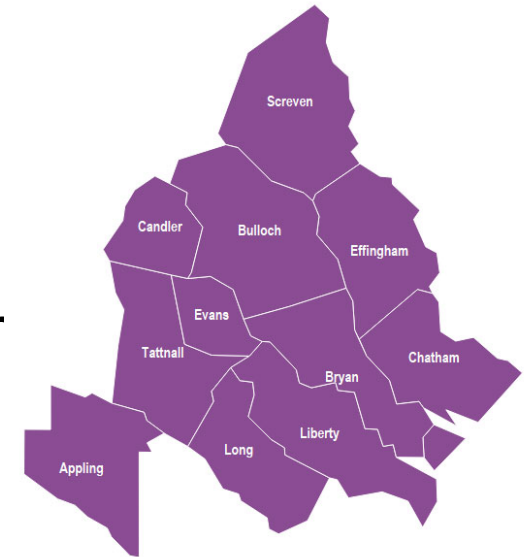
- Current Consumers Insured through the ACA:
 - Area Total 22,559 members
 - Current CareSource 0 members
- 2020 Rating Position
 - Bronze (-\$35)
 - Silver (+\$55)
 - Gold (+\$39)




Rating Area 14: Savannah



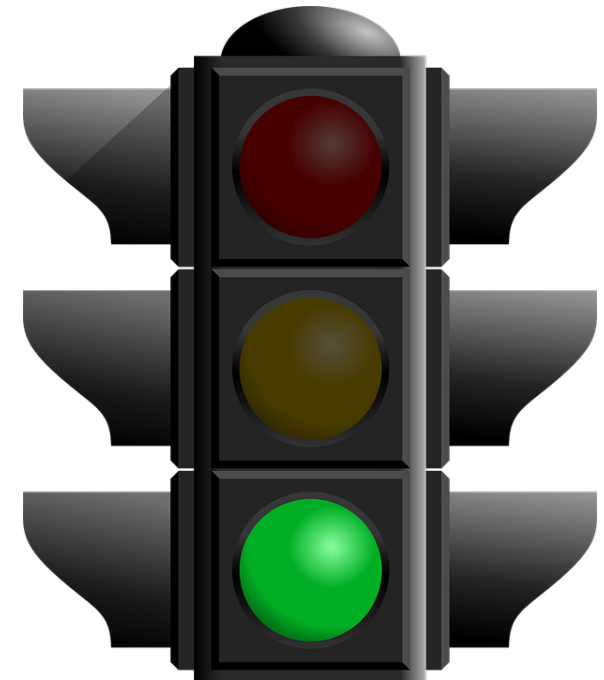
- Counties:
 - Appling, Bryan, Bulloch, Candler, Chatham, Effington, Evans, Liberty, Long, Screven & Tattnall
- Hospitals:
 - St. Joseph's/Candler, Appling Hospital, Candler Co Hospital, Evans Memorial, Liberty Regional,
 - Optim Medical Center-Screven, Optim Medical Cer
- Network Adequacy:
 - 79.72%



Rating Area 14: Savannah

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- Current Consumers Insured through the ACA:
 - Area Total 23,022 members
 - Current CareSource 0 members
- 2020 Rating Position
 - Bronze (-\$46)
 - Silver (+\$12)
 - Gold (-\$9)





CareSource[®]