

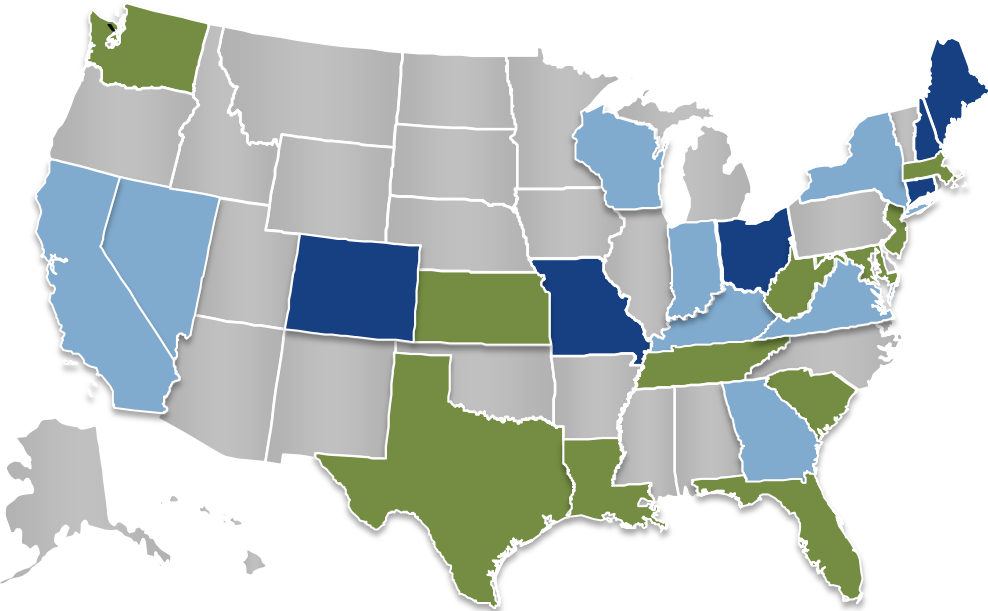
WellPoint Overview

June 2014



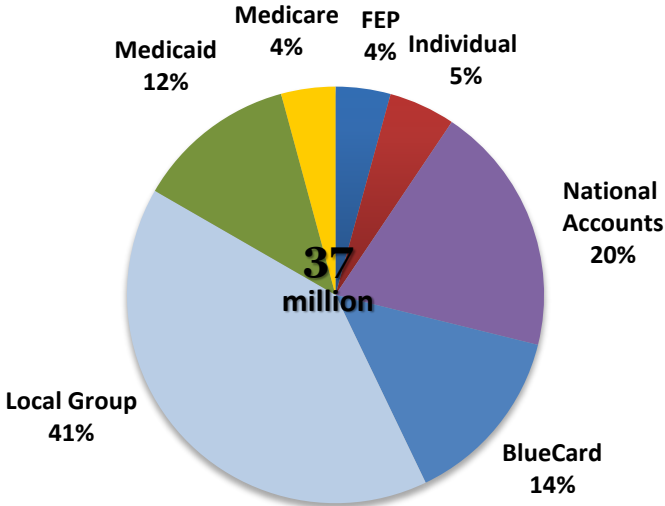
Broad Geographic Footprint and Membership Base

BC or BCBS plans in 14 states and Medicaid presence in 19 states

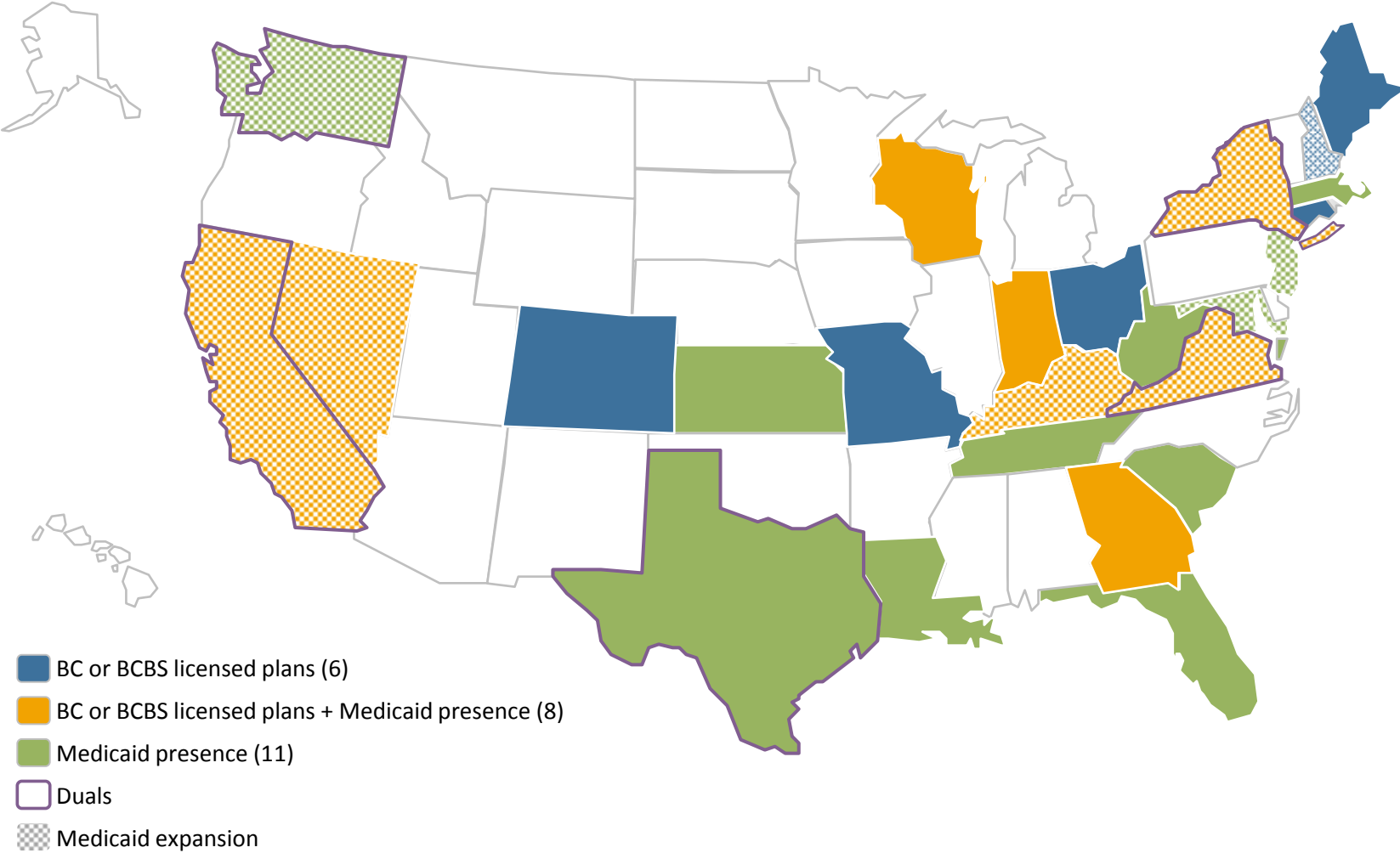


- Dark blue box: BC or BCBS licensed plans (6)
- Green box: Medicaid presence (11)
- Light blue box: BC or BCBS licensed plans + Medicaid presence (8)

Increasingly diverse customer base



Geographic Footprint



2015 vs. 2014 Thus Far – <http://healthcare.mckinsey.com/>

By the Numbers

CARRIER EXCHANGE PARTICIPATION

2015 filed carriers across 10 states



Incumbents from 2014 (of **56** total)

New entrants in 2015

EXCHANGE PRODUCT OFFERINGS

Average across 10 states

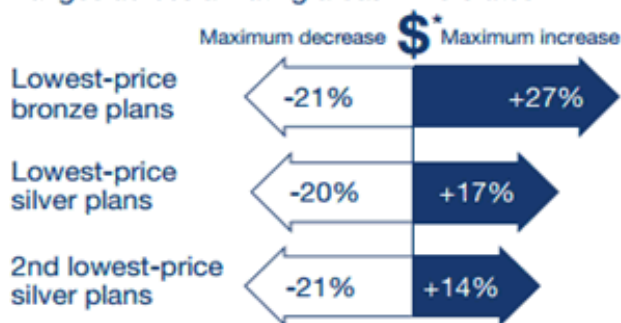
1.9x

More plans offered compared to 2014



PREMIUM CHANGES FROM 2014

Ranges across all rating areas in 10 states



*40-year-old non-smoker.
SOURCE: Public individual market exchange filings released as of June 16, 2014 for CT, IN, ME, MD, MI, OR, RI, VT, VA, WA. Rates are preliminary and have not gone through the rate review process.

IMPACT OF PREMIUM CHANGES

Percentage of subsidy-eligible population across 10 states

Maximum PMPM premium change**

78%

Will see net premium increase in lowest-price silver plan

+ \$38

22%

Will see net premium decrease in lowest-price silver plan

- \$30

**Based on a 175% FPL 40-year-old non-smoker