

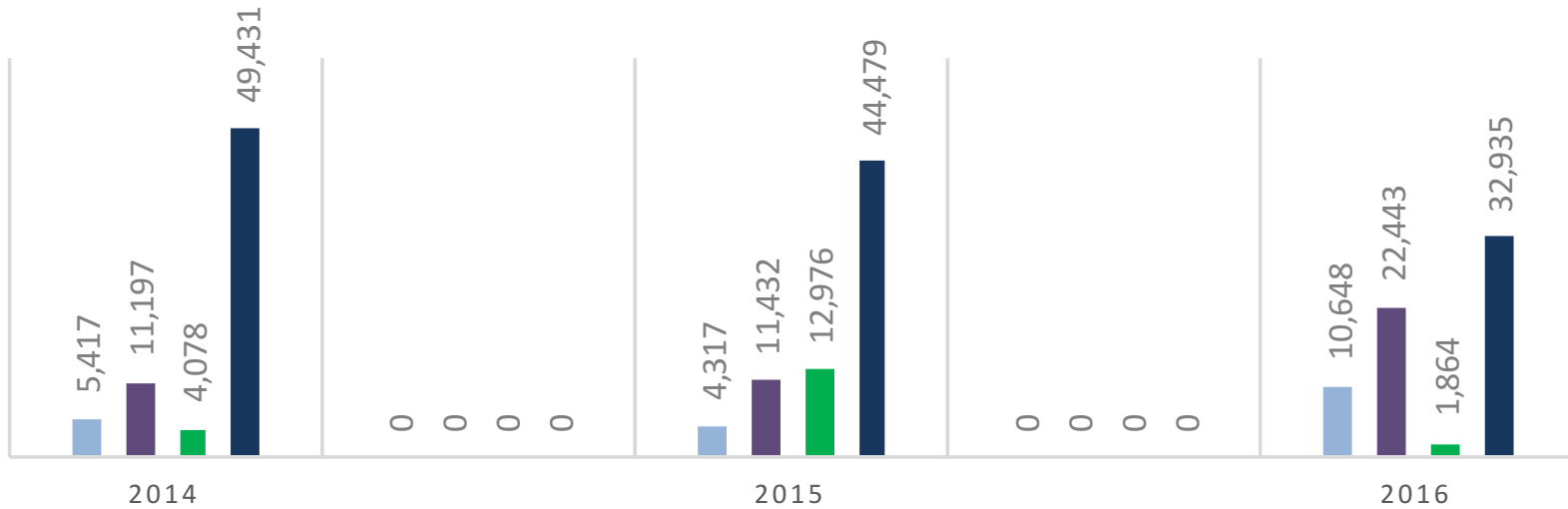


Market Landscape 2018

*Membership by Carrier
Based on Statutory
Filings*

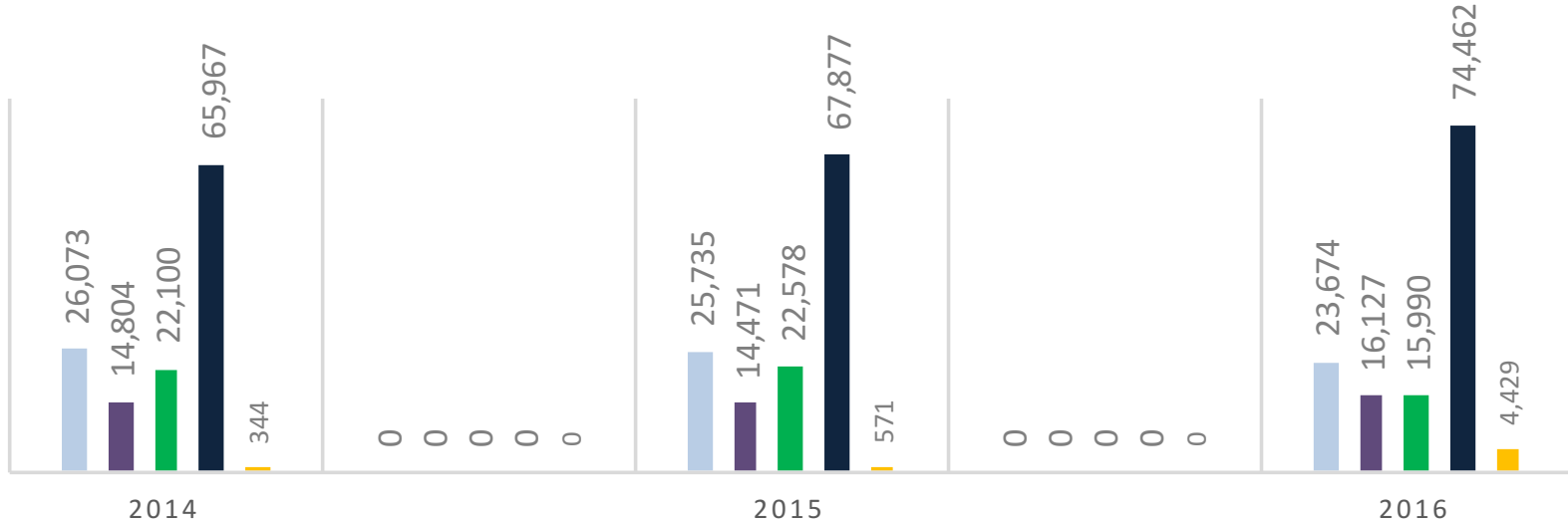
SOUTH DAKOTA INDIVIDUAL MEMBERSHIP LIVES BY CARRIER

SANFORD AVERA DAKOTACARE WELLMARK



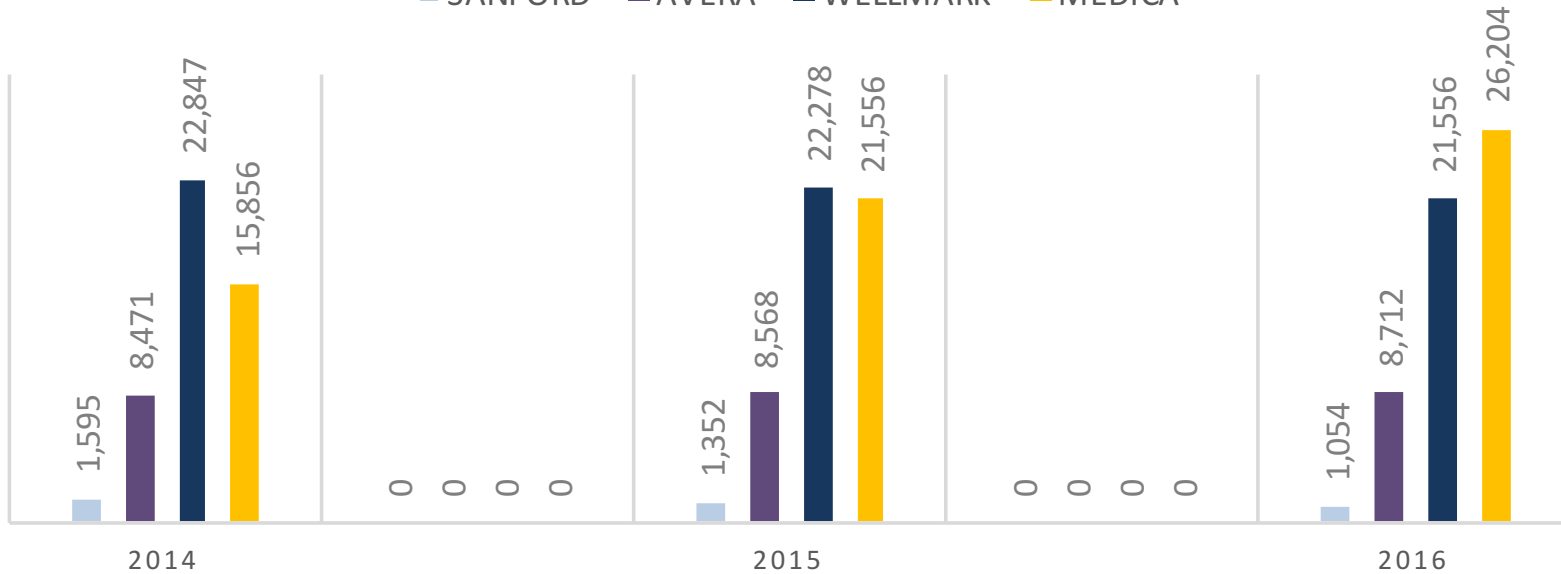
SOUTH DAKOTA GROUP MEMBERSHIP LIVES BY CARRIER

■ SANFORD
 ■ AVERA
 ■ DAKOTACARE
 ■ WELLMARK
 ■ MEDICA

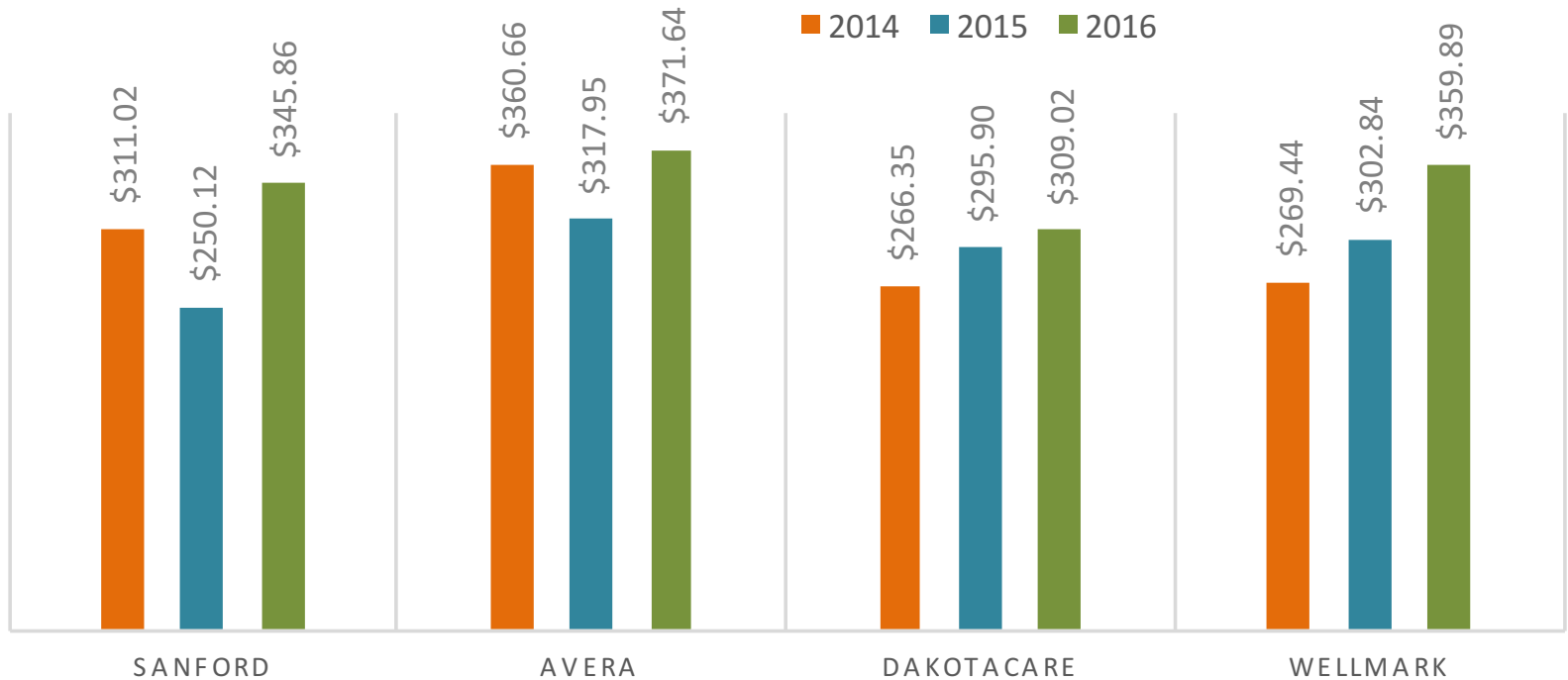


SOUTH DAKOTA MEDICARE SUPPLEMENT LIVES BY CARRIER

SANFORD AVERA WELLMARK MEDICA

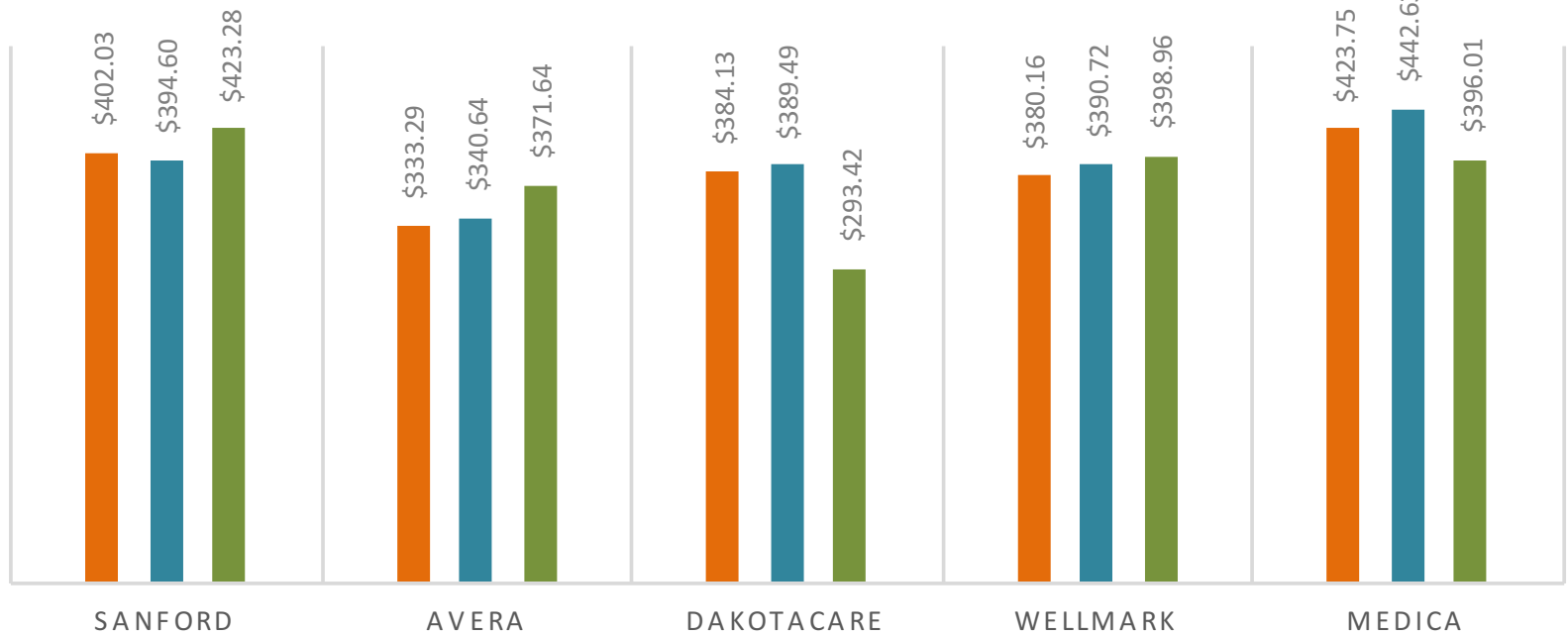


SOUTH DAKOTA INDIVIDUAL PREMIUM PMPM



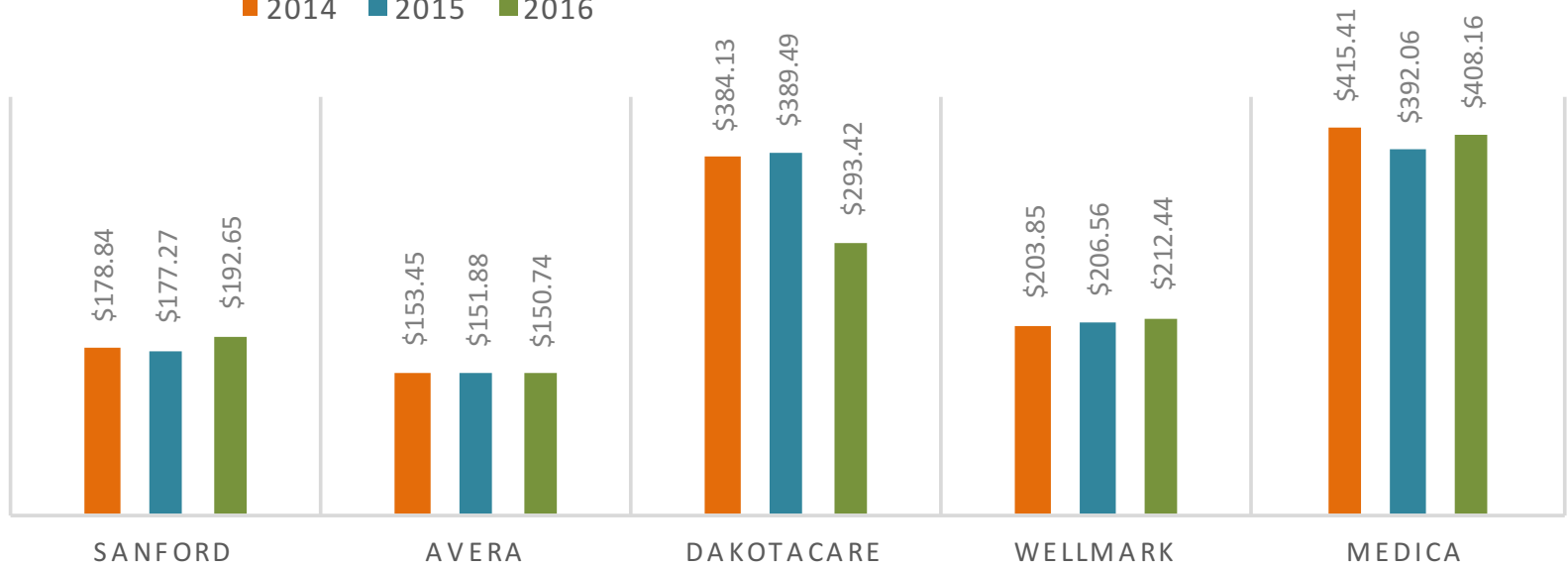
SOUTH DAKOTA GROUP PREMIUM PMPM

2014 2015 2016



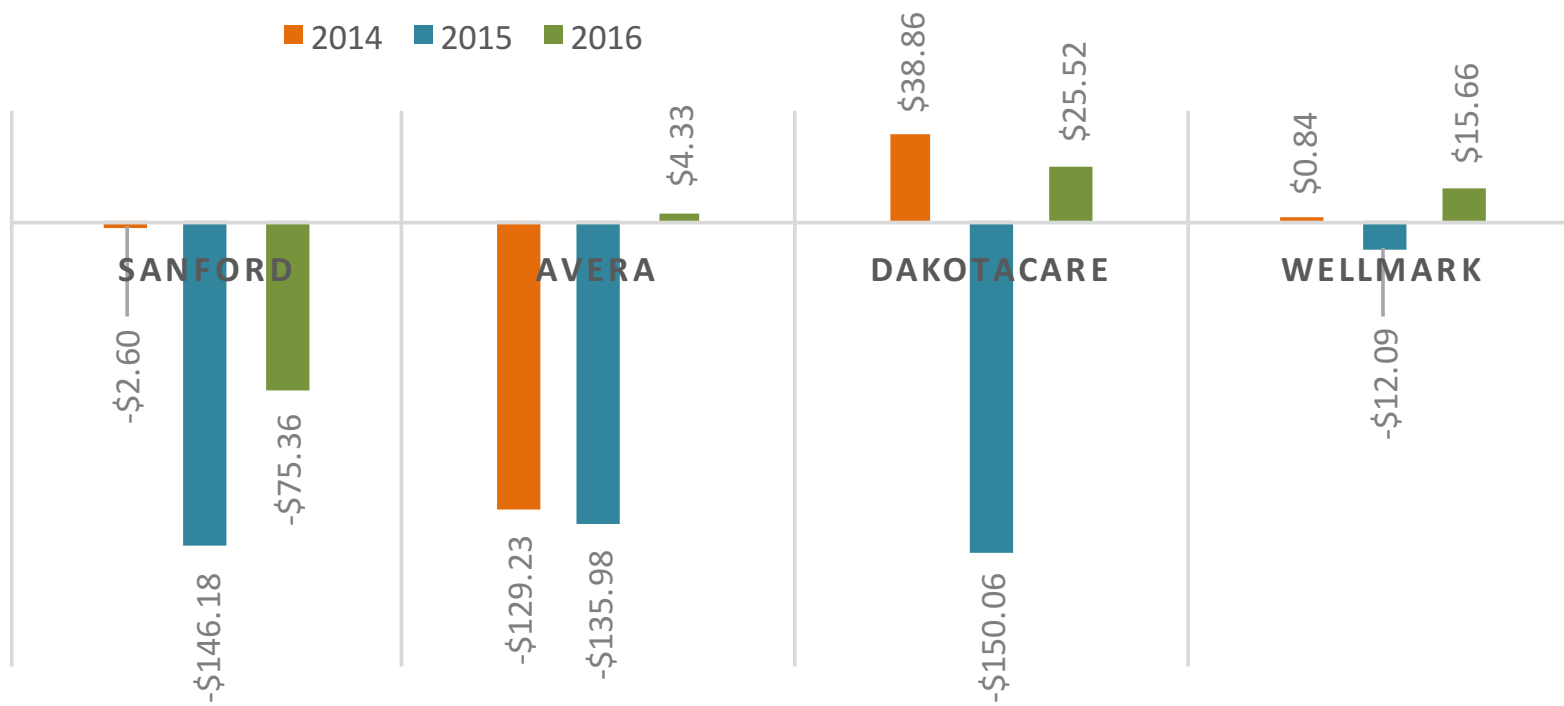
SOUTH DAKOTA MEDICARE SUPPLEMENT PREMIUM PMPM

2014 2015 2016

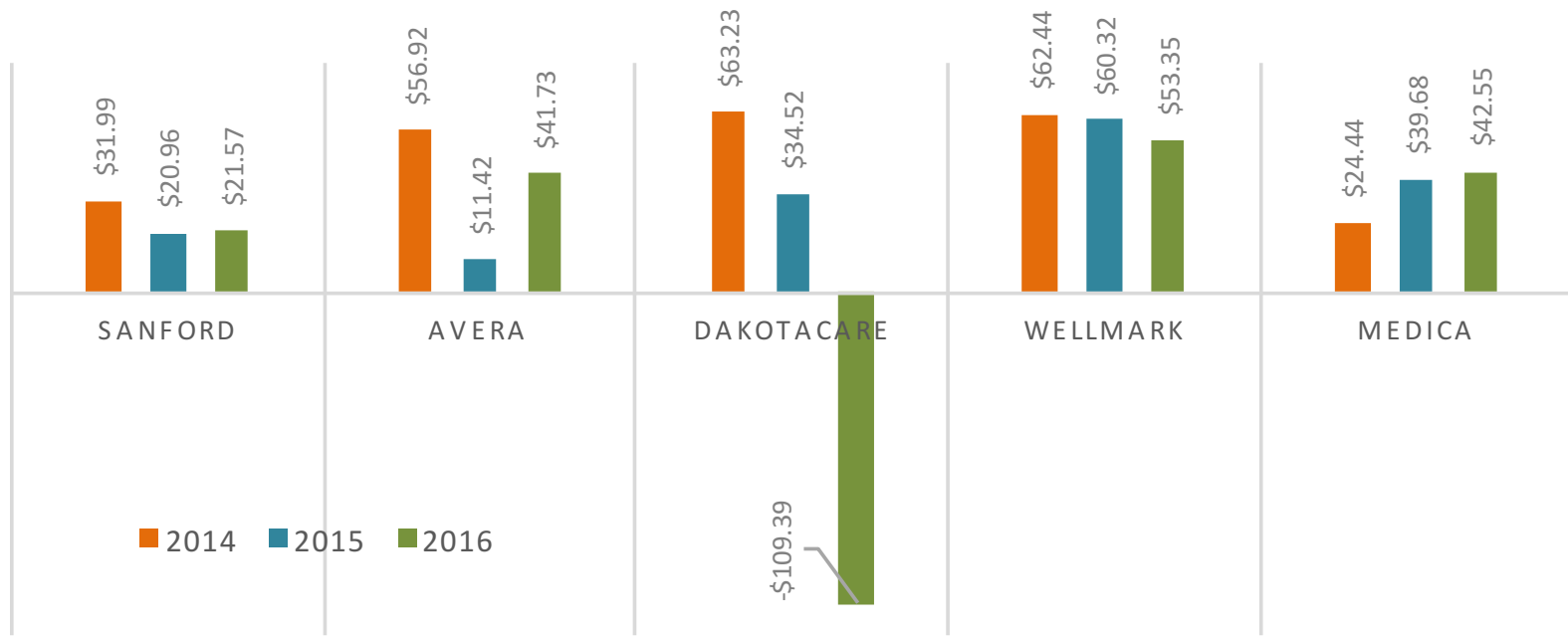


SOUTH DAKOTA INDIVIDUAL MARGIN PMPM

2014 2015 2016

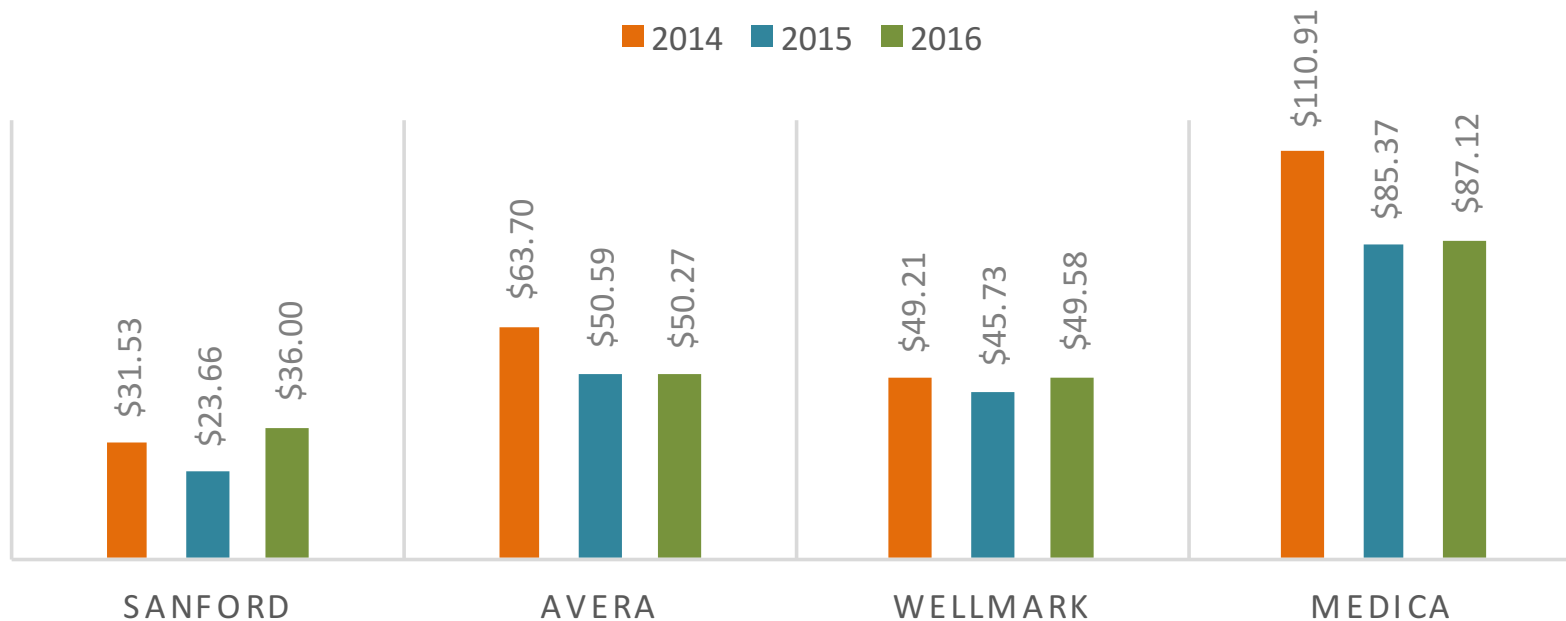


SOUTH DAKOTA GROUP MARGIN PMPM



SOUTH DAKOTA MEDICARE SUPPLEMENT MARGIN PMPM

2014 2015 2016





Questions