

Medicare Advantage Enrollment Trends

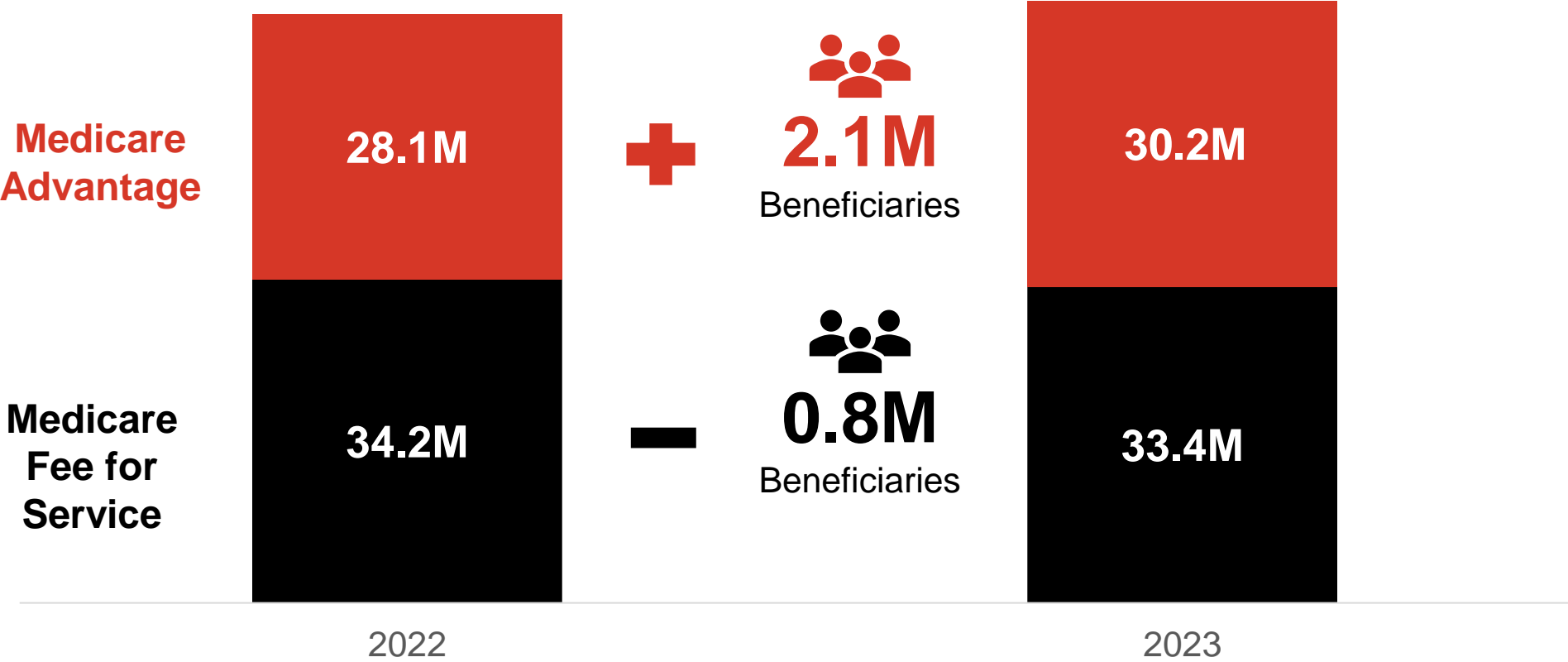
February 2023

ATI Advisory



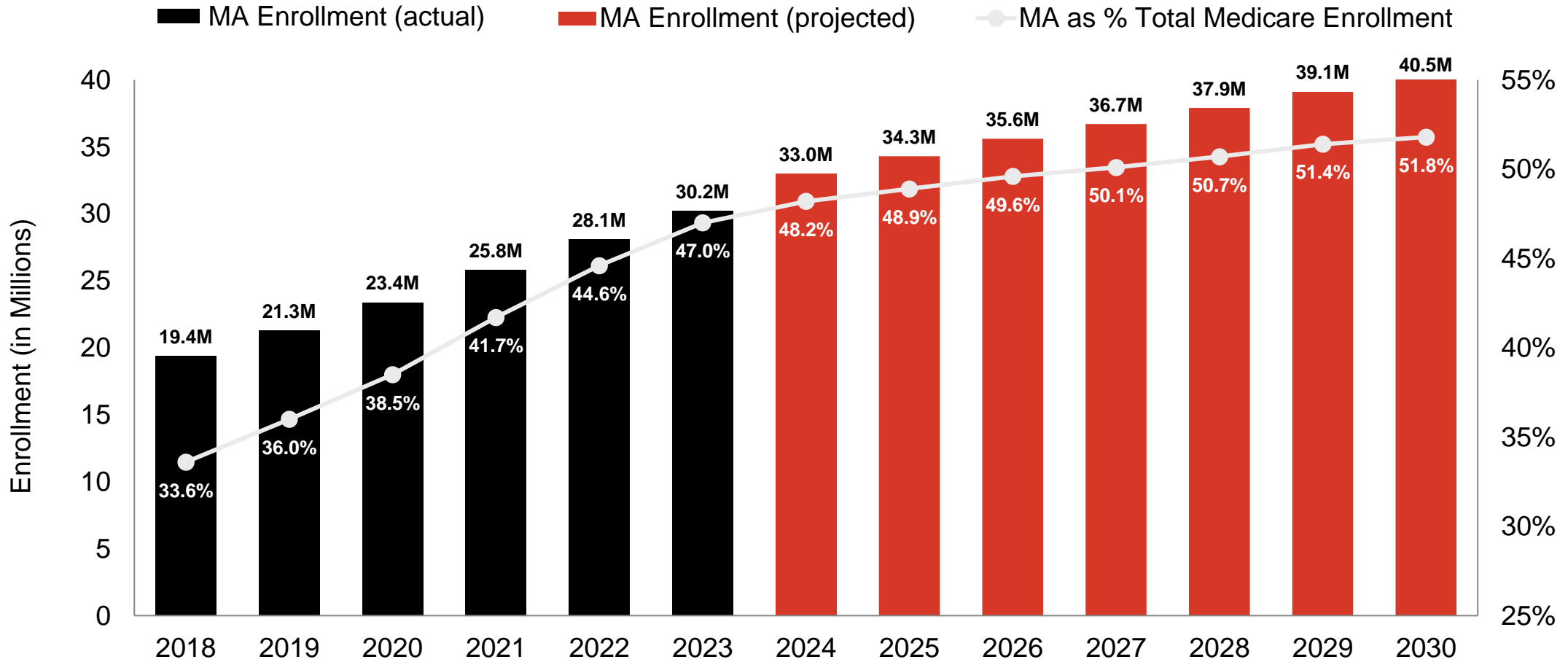
IN THE CURRENT ENVIRONMENT, MEDICARE ADVANTAGE HAS GROWN SUBSTANTIALLY

Medicare Enrollment, 2022 – 2023



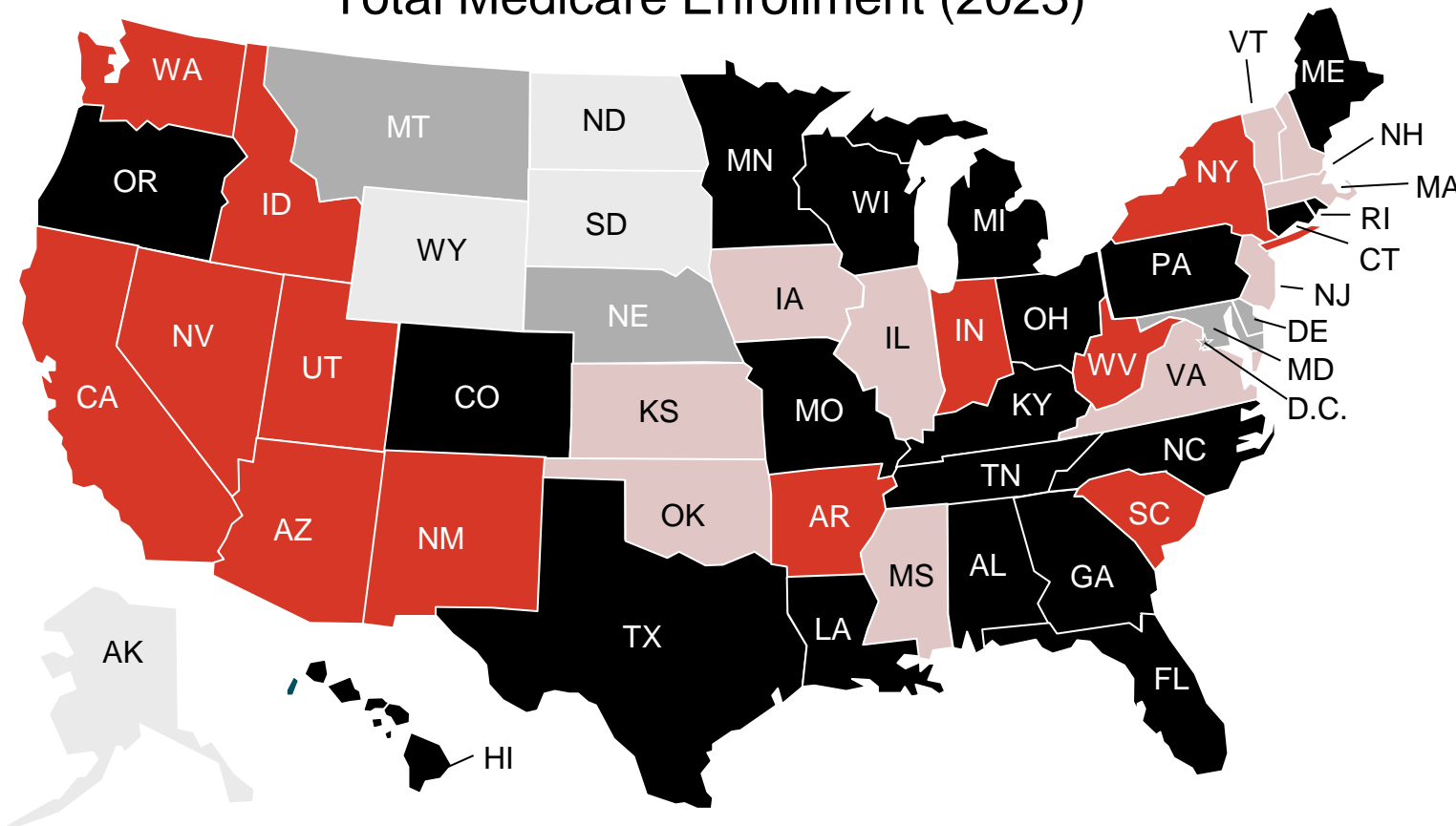
MEDICARE ADVANTAGE GROWTH ON PACE TO ACHIEVE 50% PENETRATION BY 2027

Historic and Projected Enrollment in Medicare Advantage, 2018-2030



GROWTH RESULTS IN INCREASING MEDICARE ADVANTAGE PENETRATION, WITH VARIATION ACROSS THE COUNTRY

Medicare Advantage Enrollment as a Percentage of Total Medicare Enrollment (2023)



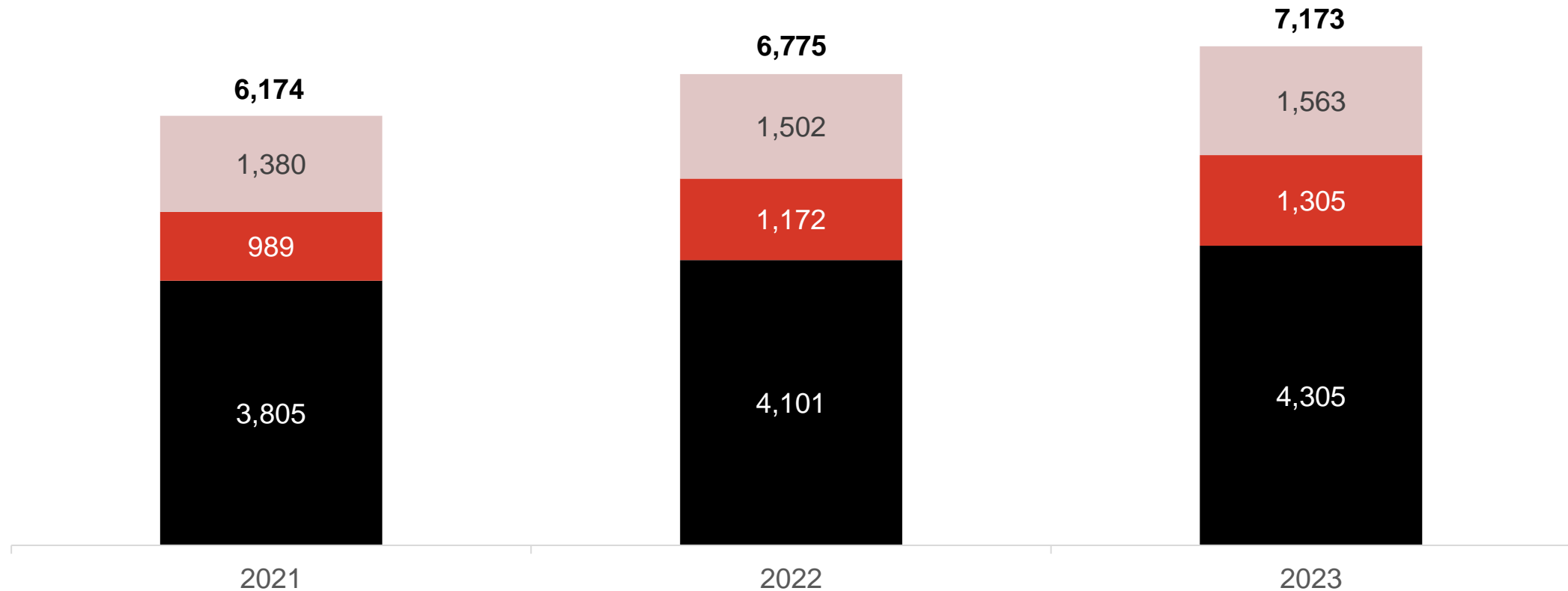
National Average MA Penetration Rate in 2023 = 47%

<20%	20%-29%	30%-39%	40%-49%	50%+
4 states	4 states + D.C.	10 states	12 states	20 states

THE NUMBER OF GENERAL MA AND SPECIAL NEEDS PLANS CONTINUED TO GROW AS EMPLOYER GROUP PLANS DECLINED ACROSS 2021-2023

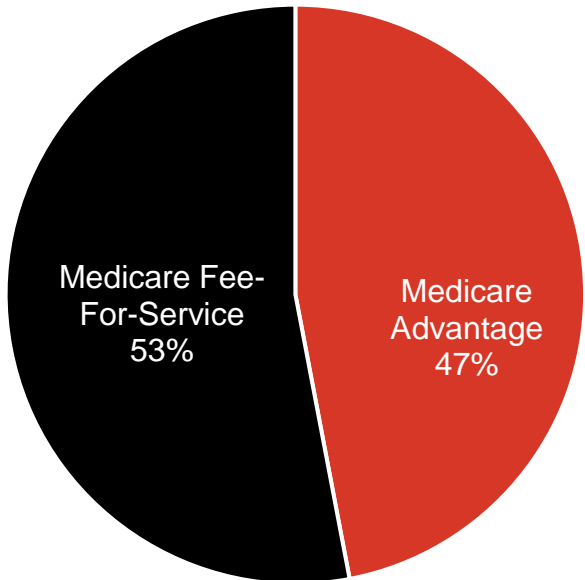
Number of Medicare Advantage Plans, Nationally

■ General MA ■ Special Needs Plans ■ Employer Group Health Plans

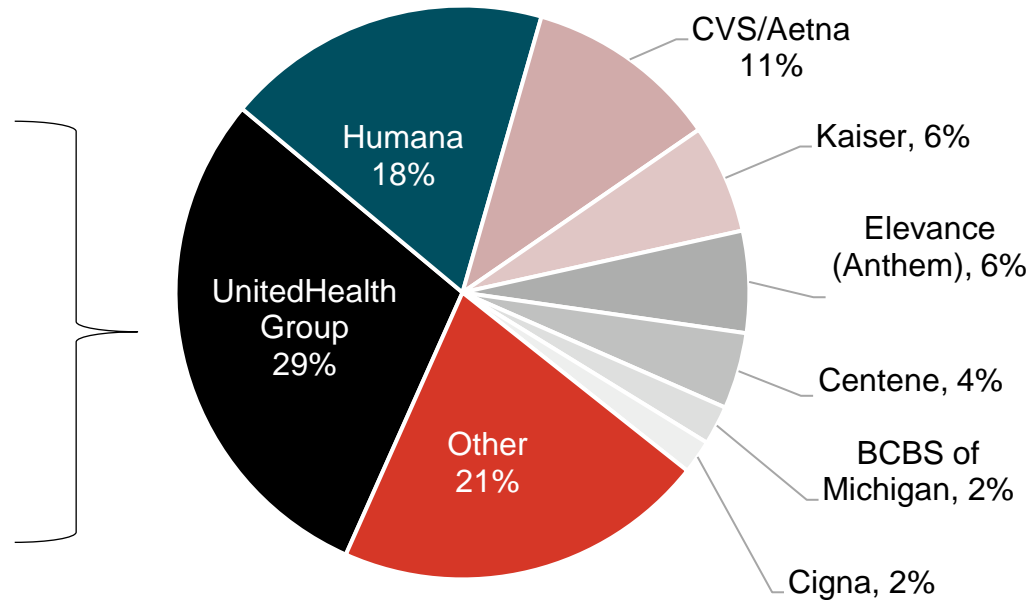


MAJOR CARRIERS DOMINATE ENROLLMENT NATIONWIDE...

National MA Penetration



National MA Enrollment by Payer

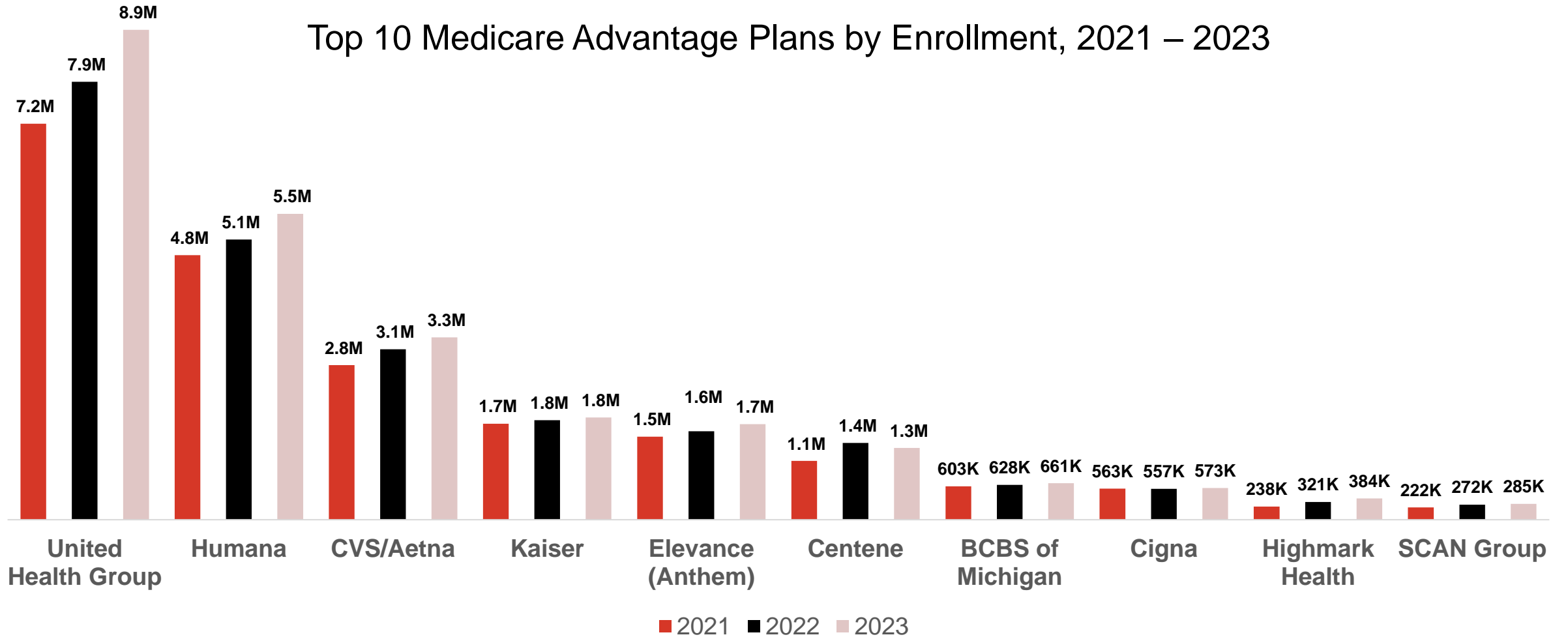


... But smaller health plans continue to enter the Medicare Advantage market

→ There are 1,189 new plans in 2023, compared to 1,139 new plans in 2022

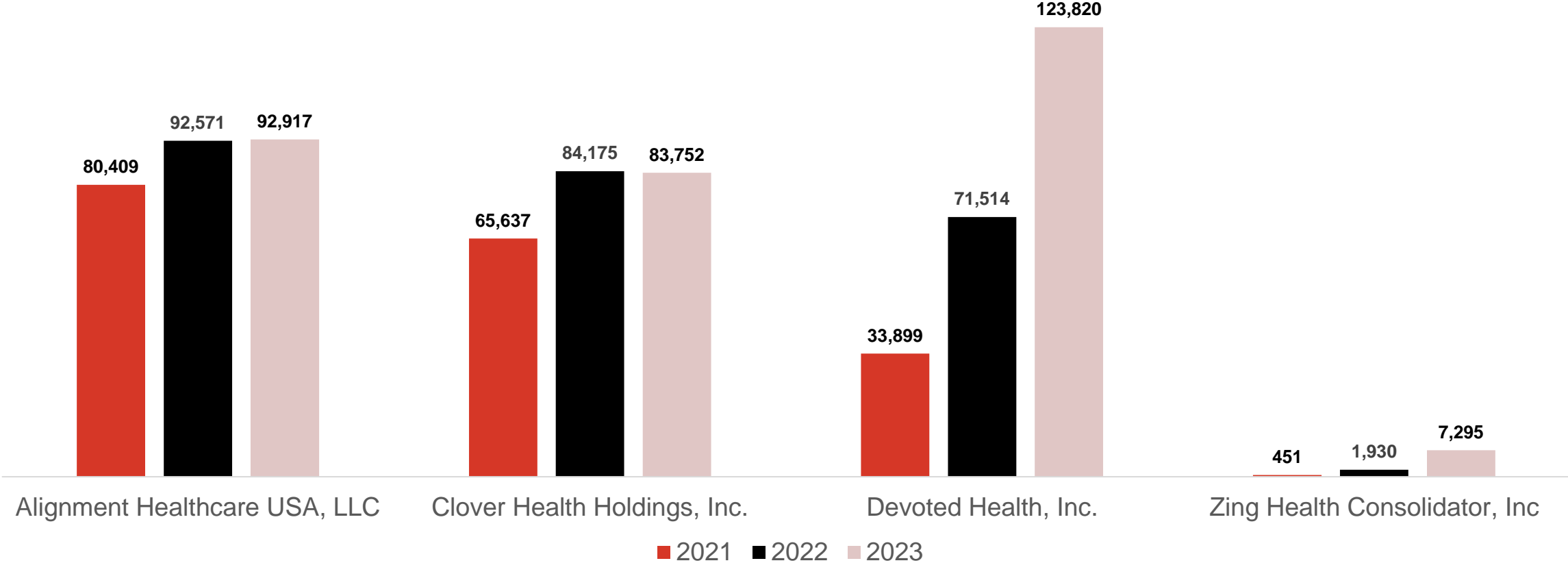
MOST OF THE LARGEST MA PLANS CONTINUED TO EXPAND IN 2023

Top 10 Medicare Advantage Plans by Enrollment, 2021 – 2023



SMALLER MA PLANS ALSO EXPANDING ENROLLMENT

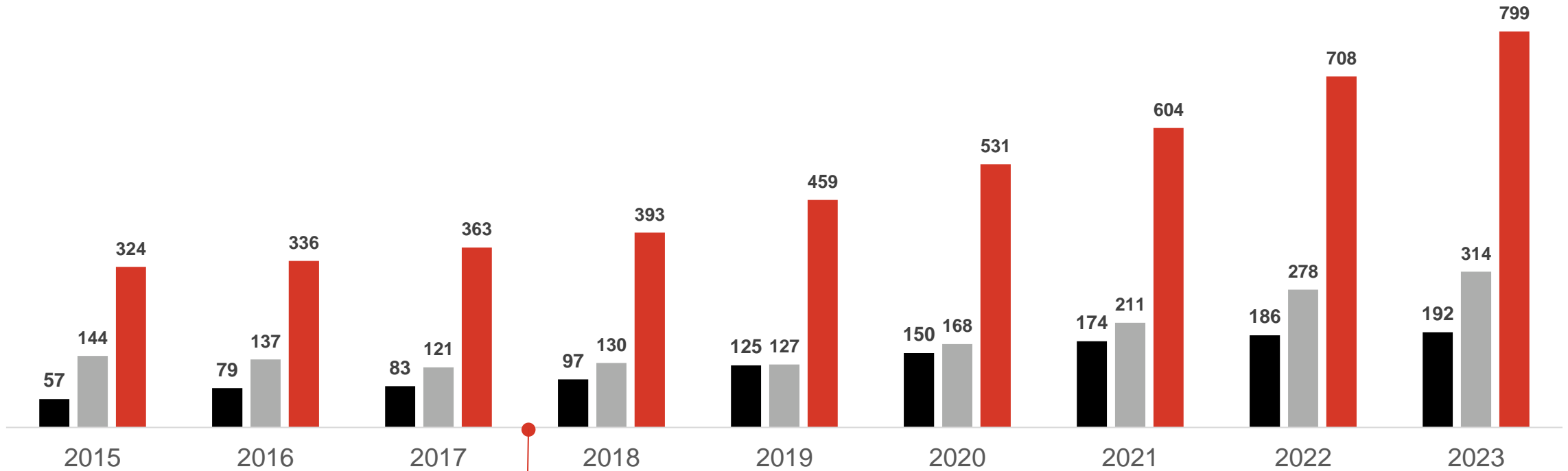
Enrollment in Select Medicare Advantage Plans, 2021 – 2023



DRAMATIC GROWTH AMONG MA SPECIAL NEEDS PLANS (SNPs)

Total Number of Special Needs Plans, 2017-2023

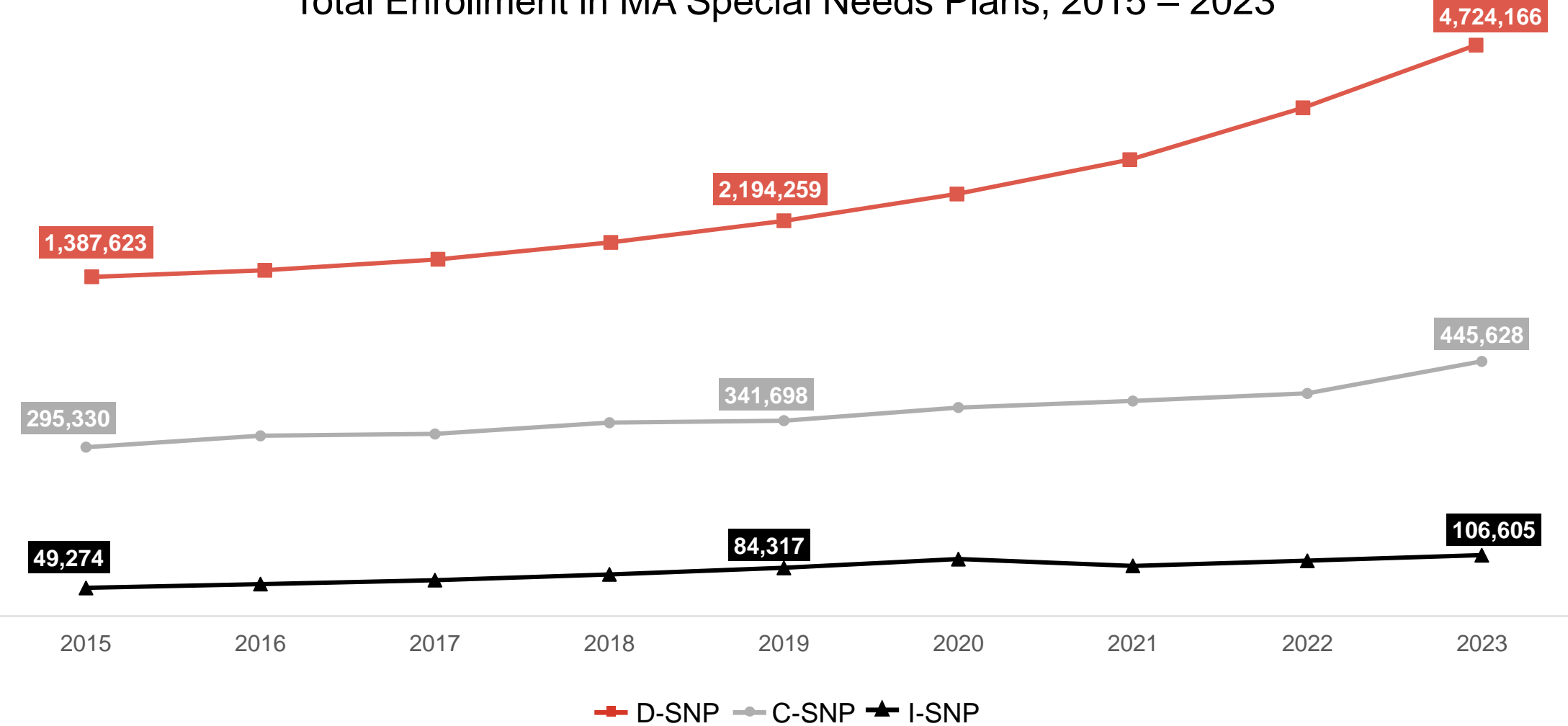
■ IE/I-SNPs ■ C-SNPs ■ D-SNPs



In 2018, SNPs were permanently authorized through the Bipartisan Budget Act

SNP ENROLLMENT EXPANDING AS NUMBER OF SNPs GROWS

Total Enrollment in MA Special Needs Plans, 2015 – 2023



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