

Quality health plans & benefits
Healthier living
Financial well-being
Intelligent solutions



Advancing Medicare

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Aetna Medicare

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Agenda

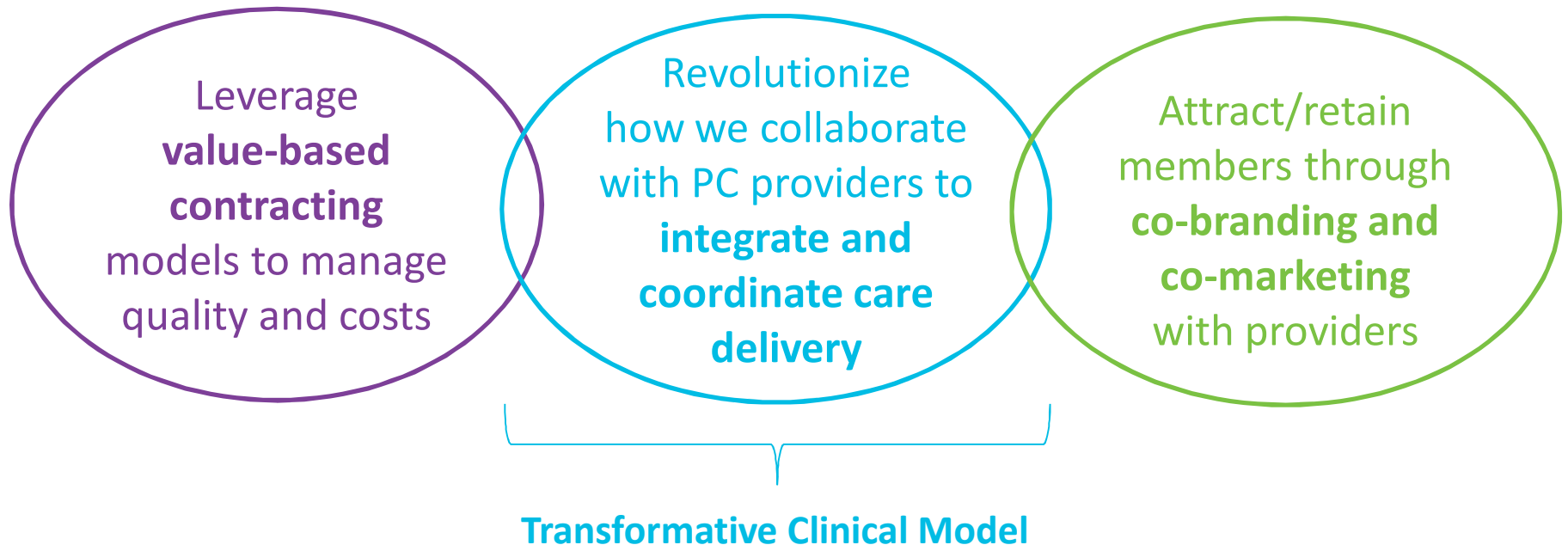
- **Aetna's track record of innovation**
- **Vision for Collaborating with Providers**
- **Questions**

A Track Record of Innovation



Aetna Medicare Vision for Collaborating with Providers

Optimize care delivery and attract members to high-performing providers



Our goal: Building a healthier world

Aetna wants to create healthier communities, a healthier nation and a healthier world.

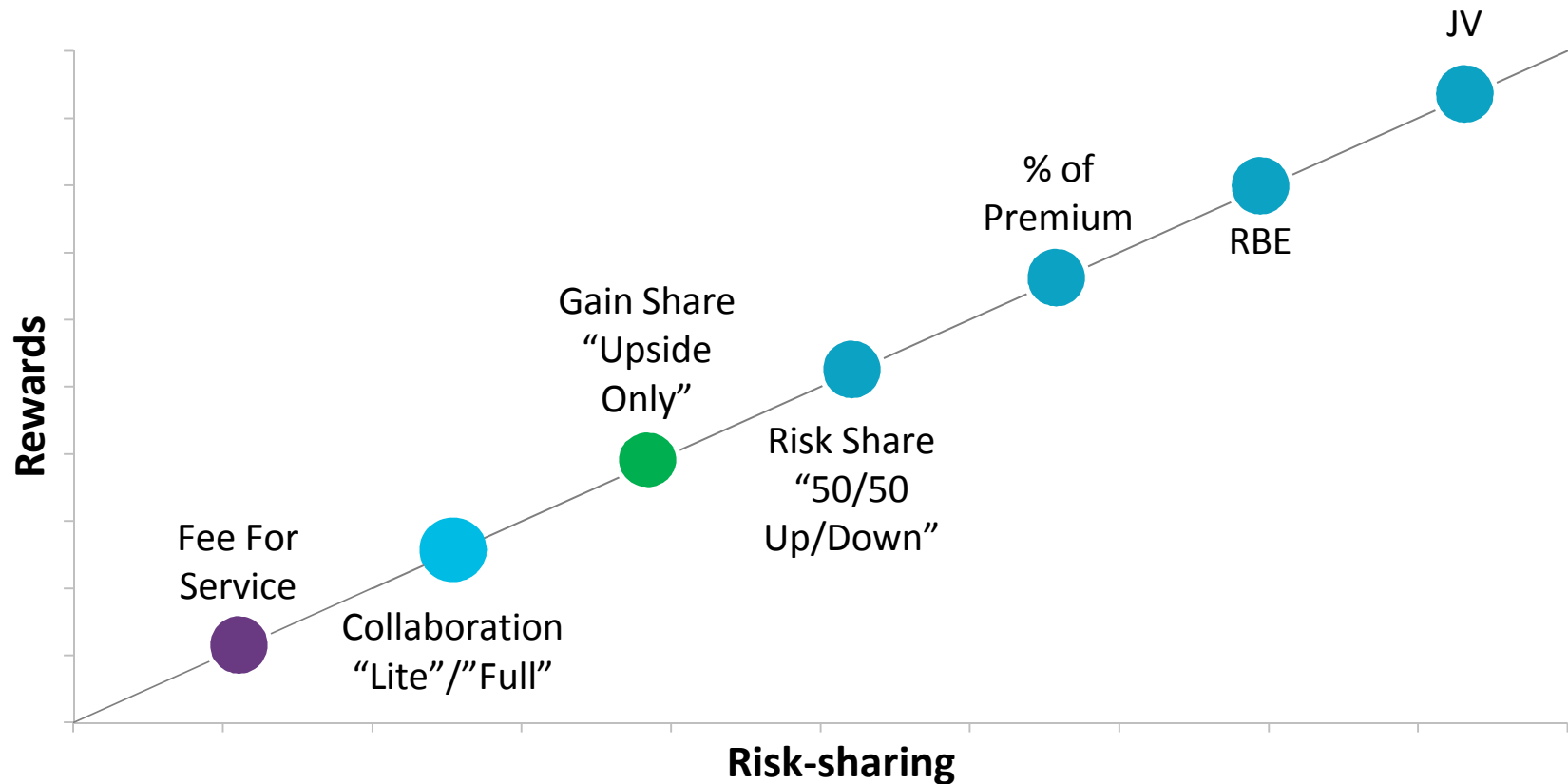
Provider Partnership Continuum

Providers evolve to develop sophisticated care management capabilities and take on full risk

	Local PCP Leaders	“Optimizers”	“Scalers”
Care Management Status	<ul style="list-style-type: none">• Strong care management potential• Highly motivated to strengthen care management capabilities	<ul style="list-style-type: none">• Strong care management capabilities	<ul style="list-style-type: none">• Care management leaders• Health plan may delegate all care management to the provider
Contracting status	<ul style="list-style-type: none">• Most in a contract with upside potential only• Growing readiness to take on downside risk	<ul style="list-style-type: none">• Most in risk-bearing contracts	<ul style="list-style-type: none">• Aggressive risk sharing contracts; may be a risk-bearing entity (RBE)
Collaboration focus	<ul style="list-style-type: none">• Develop an integrated care management approach and programs• Move providers along risk continuum	<ul style="list-style-type: none">• Give providers additional support in terms of capital, data sharing & analytics, technology, network development, membership growth or other• Move providers along risk continuum	<ul style="list-style-type: none">• Further enable provider’s care management capabilities with data sharing and analytics

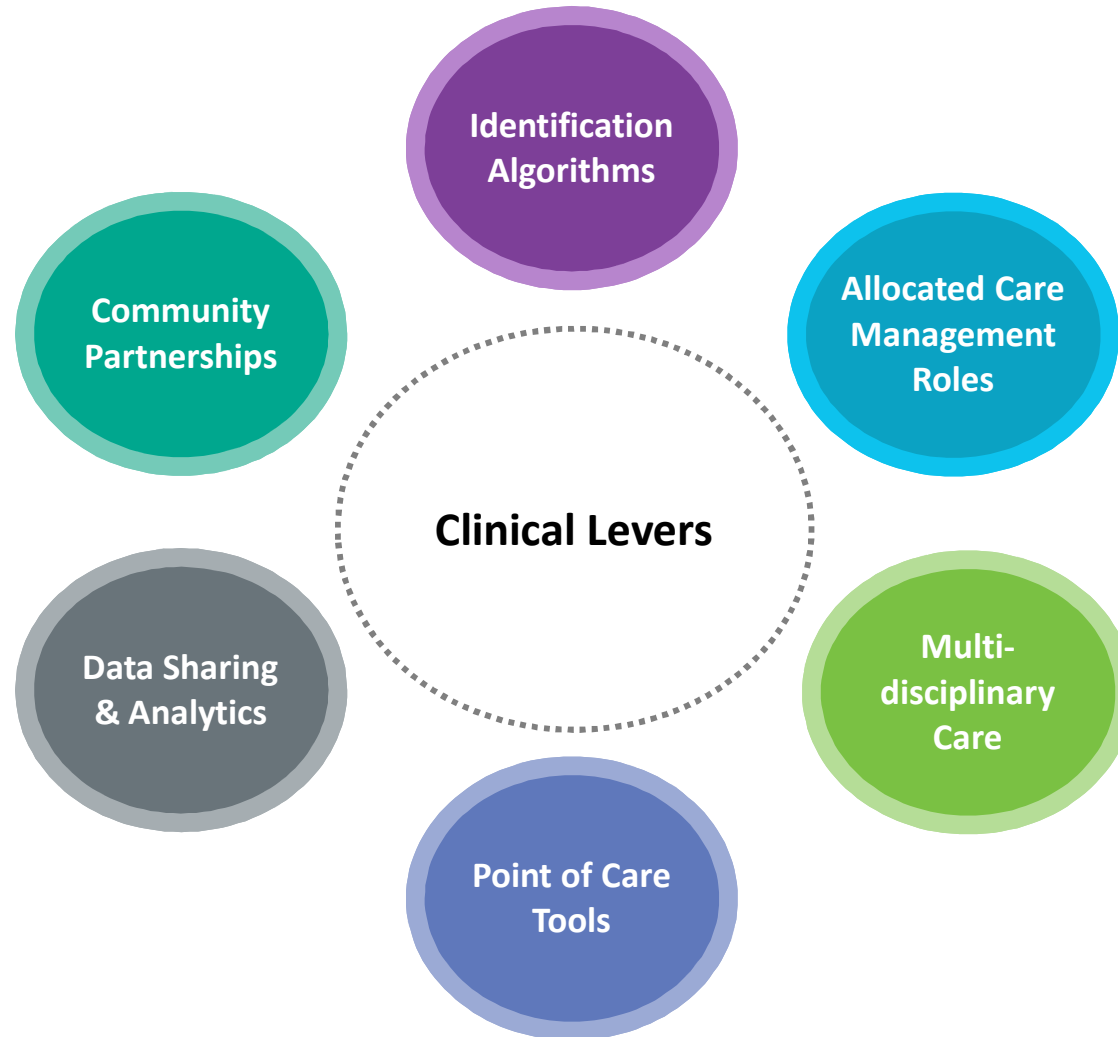
Value-Based Contracting

Medicare Payment / Risk Continuum



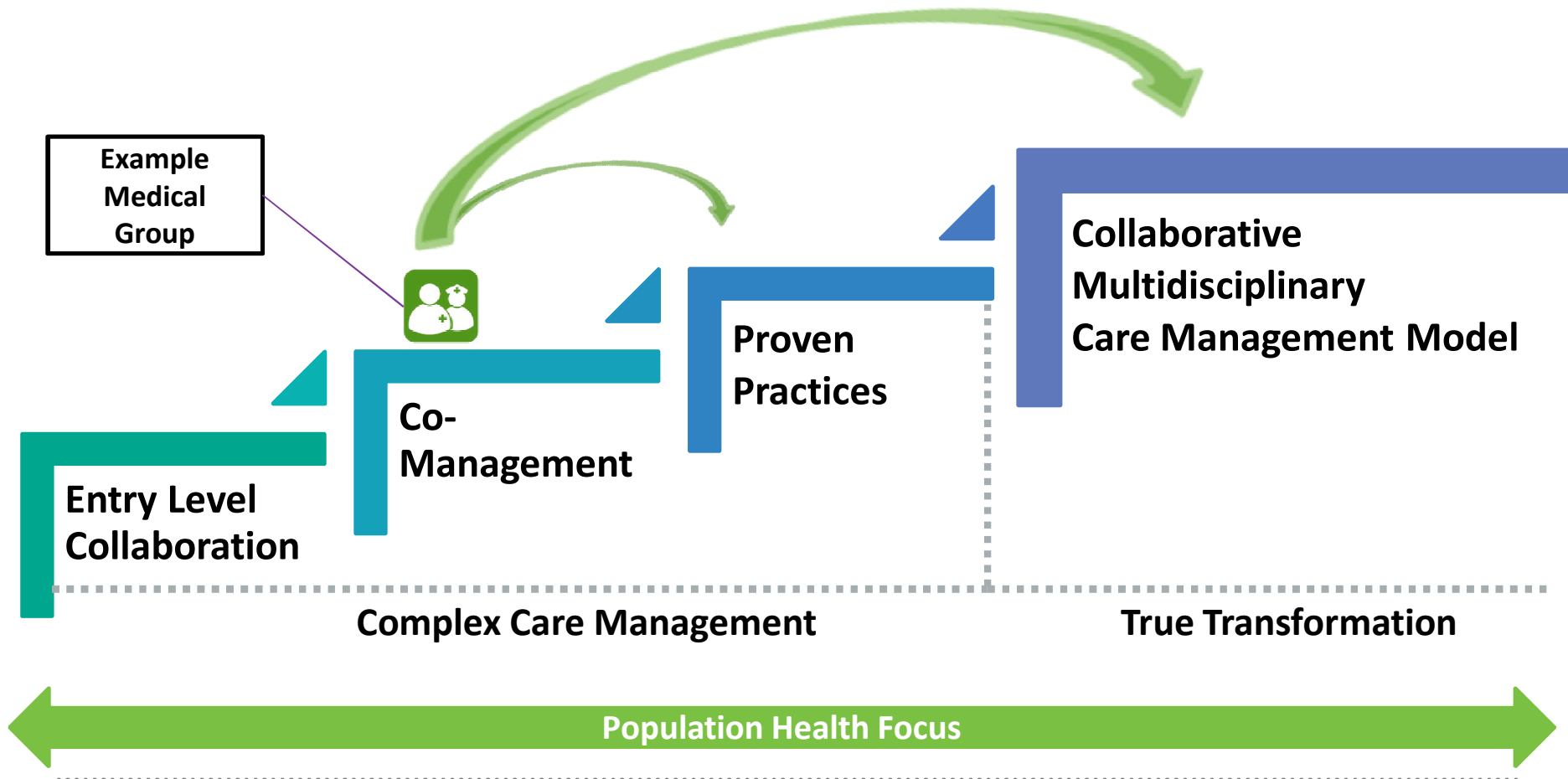
Transformative Clinical Model

Levers may be deployed in different combinations for different provider groups



Path to Care Management Transformation

Aetna's roadmap enhances communication, deepens collaboration and takes progressive steps to share data, tools and clinical management responsibilities with provider partners



MACRA and the Transition to Value-Based Payment

- MACRA requires physicians to assume risk
 - Increases incentive for providers to enter into MA risk-arrangements that meet A-APM requirements
 - Likely to also accelerate trends of practice consolidation and practice-sponsored MA plans
- Successful transition will require provider technology investments; process and policy changes; and staff upgrades
 - Innovation Center projects (the Comprehensive Primary Care Plus (CPC+), Oncology Care Model (OCM), Value Based Insurance Design (V-bid), etc.) help to enable
- Anticipate MACRA to continue despite political and regulatory uncertainty

Questions?