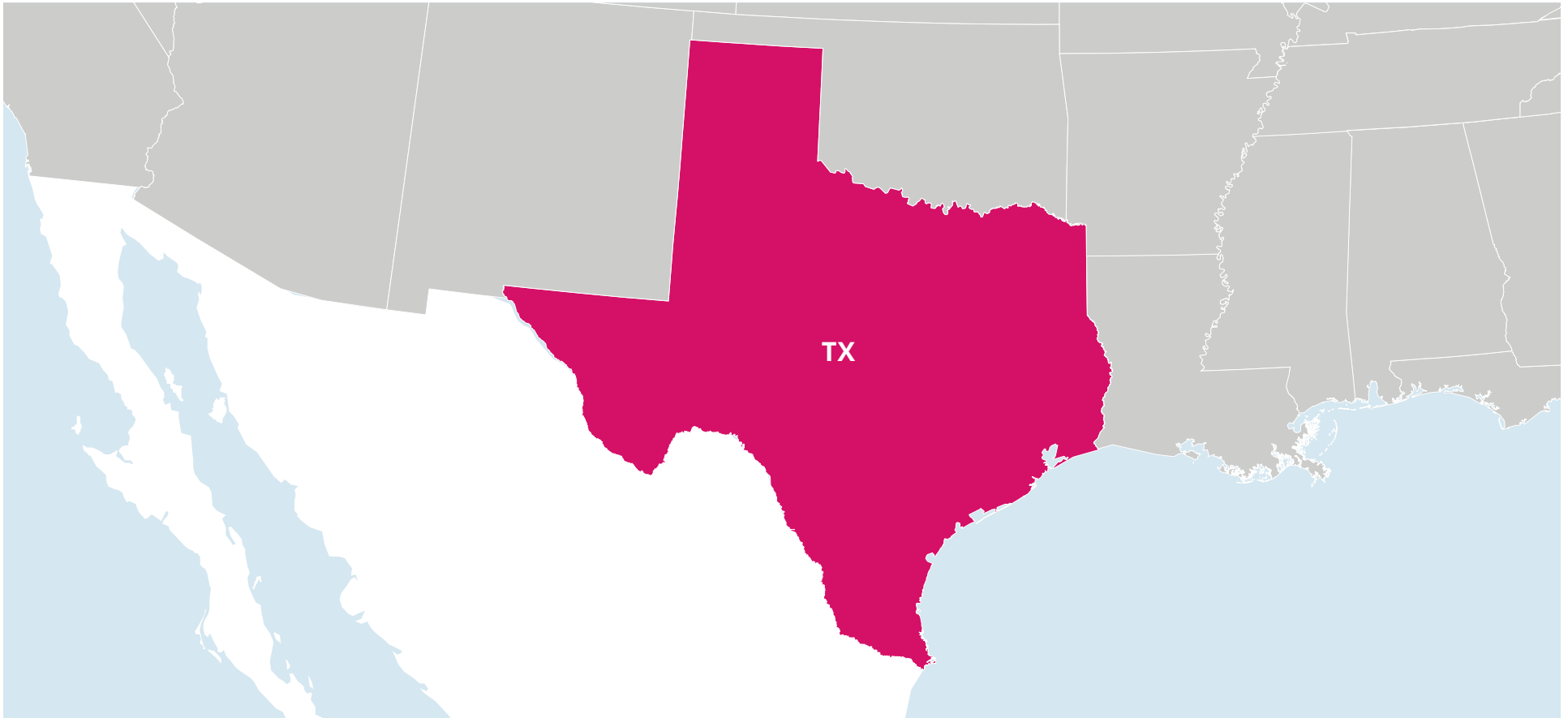
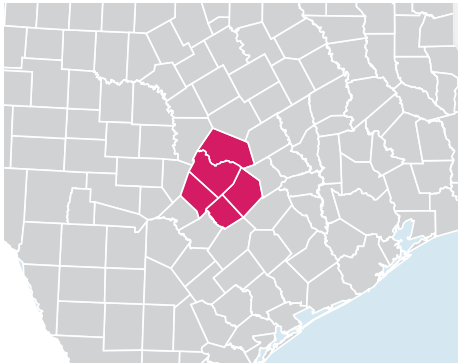


Texas



TX Austin



Number of Medicare eligibles

TX Austin: 249,371

Service area

Texas: Bastrop, Caldwell, Hays, Travis, Williamson

Market highlights

- Maintained Aetna HMO with \$0 premium, \$0 primary care, \$0 Rx generic and supplemental benefits
- Maintained low premium 4-star rated PPO option with no medical deductibles, \$0 primary care, \$0 Rx generic and supplemental benefits
- Added Travis County back into the Choice PPO
- Added Tier 1 and Tier 2 gap coverage to all plans
- Transitioning from Silver&Fit to SilverSneakers®
- Added Part D deductible to plans

Why sell our plans

- Maintained the stability of the Aetna portfolio in Austin and San Antonio
- Improved the simplicity of the “Why Sell” features of each plan in the portfolio
- Strengthening relationships with network partners
- Local sales Broker Manager support

Strong network

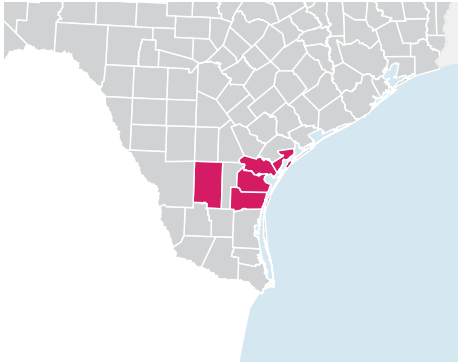
- Maintained network with Austin Regional Clinic and Seton Health System
- No referrals on Choice PPO in a “pod referral system” driven market
- Seamless statewide network that has access to San Antonio, Dallas and Houston major medical systems
- Seamless national network on PPO

TX Austin

Texas: Bastrop, Caldwell, Hays, Travis, Williamson

	Aetna Medicare Choice Plan (PPO) (H5521-103) ★★★★	Aetna Medicare Premier Plan (HMO) (H4523-001) ★★★★
Monthly premium	\$19	\$0
PCP in network	\$0	\$0
Specialist in network	\$35	\$35
Inpatient hospital in network	\$300 per day, days 1-6; \$0 per day, days 7-90	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$6,000	\$4,500
Out-of-pocket maximum combined	\$10,000	N/A
Deductible	\$0	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.		
Prescription deductible	\$95	\$95
Tier 1 — Preferred generic	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100
Tier 5 — Specialty	31%/31%	31%/31%
RX deductible applies to Tier 3, Tier 4 and Tier 5		

TX Corpus Christi



Number of Medicare eligibles

TX Corpus Christi: 91,069

Service area

Texas: Aransas, Kleberg, Nueces, San Patricio

Market highlights

- Lowered the premium on Choice PPO to \$0 and maintained competitiveness of the 4-star rated PPO with no medical deductibles, low office visit copays, \$0 Rx generic mail order option and supplemental benefit allowances
- Added Tier 1 and Tier 2 gap coverage to all plans
- Transitioning from Silver&Fit to SilverSneakers®
- Added Part D deductible to plans

Why sell our plans

- Growing Medicare Advantage markets that have been primarily HMO
- Aetna offers market an alternative \$0 premium PPO plan option with comparable benefits, statewide and national network access
- Local sales Broker Manager support

Strong network

- Relationships with CHRISTUS Spohn Hospitals, Corpus Christi Medical Center (HCA) and Thomas-Spann Clinic
- Seamless statewide network that has access to San Antonio, Rio Grande Valley and Houston major medical systems
- No referrals required on PPO in a HMO driven market by WellMed

TX Corpus Christi

Texas: Aransas, Kleberg, Nueces, San Patricio

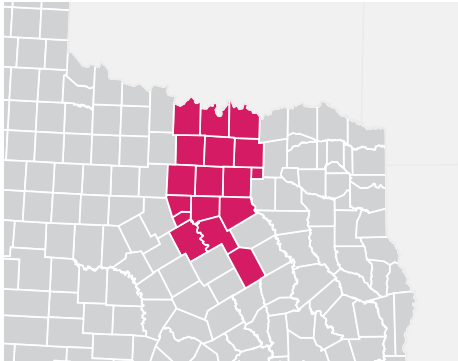
Aetna Medicare Choice Plan (PPO) (H5521-105)



Monthly premium	\$0
PCP in network	\$10
Specialist in network	\$35
Inpatient hospital in network	\$315 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket maximum in network	\$5,900
Out-of-pocket maximum combined	\$10,000
Deductible	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.	
Prescription deductible	\$95
Tier 1 — Preferred generic	\$2/\$10
Tier 2 — Generic	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100
Tier 5 — Specialty	31%/31%

RX deductible applies to Tier 3, Tier 4 and Tier 5.

TX Dallas/Fort Worth



Number of Medicare eligibles

TX Dallas/Fort Worth: 913,763

Service area

Texas: Collin, Dallas, Denton, Ellis, Johnson, Parker, Rockwall, Tarrant

Market highlights

- Simplified to a three-plan portfolio of competitive HMO and PPO options with different “Why Sell” features
- Maintained Aetna Prime High Value Network HMO with \$0 premium, \$0 primary care, \$0 Rx generic, broad formulary, supplemental benefits and multiple network partners
- Maintained low premium 4-star rated PPO option with no medical deductibles, competitive office visit copays and supplemental benefit allowances
- Added Choice PPO into Tarrant County
- Significantly lowered premium on Value PPO plan
- Added Tier 1 and Tier 2 gap coverage to all plans
- Transitioning from Silver&Fit to SilverSneakers®
- Added Part D deductible to plans

Why sell our plans

- Maintained the stability of the Aetna portfolio in the large Dallas Market
- Improved the simplicity of the “Why Sell” features of each plan in the portfolio
- Strengthening relationships with network partners
- Local sales Broker Manager support

Strong network

- Relationships with Baylor Hospital System, Methodist Health System and Dallas Methodist Physicians Network as well as HCA Hospital Systems and Physicians
- Seamless statewide and national network with PPO that has access to San Antonio and Houston major medical systems
- No referrals required on PPO

TX Dallas/Fort Worth

Texas: Collin, Dallas, Denton, Ellis, Johnson, Parker, Rockwall, Tarrant

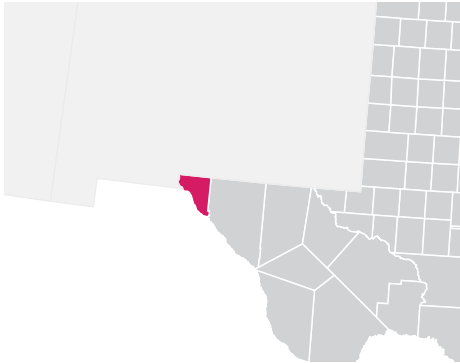
	Aetna Medicare Prime Plan (HMO) (H4523-021)¹ ★★★★	Aetna Medicare Choice Plan (PPO) (H5521-059) ★★★★	Aetna Medicare Value Plan (PPO)(H5521-108)² ★★★★
Monthly premium	\$0	\$19	\$53
PCP in network	\$0	\$25	\$25
Specialist in network	\$20	\$50	\$50
Inpatient hospital in network	\$300 per day, days 1-5; \$0 per day, days 6-90	\$300 per day, days 1-6; \$0 per day, days 7-90	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$3,400	\$6,700	\$6,700
Out-of-pocket maximum combined	N/A	\$10,000	\$10,000
Deductible	\$0	\$0	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.			
Prescription deductible	\$400	\$95	\$0
Tier 1 — Preferred generic	\$0/\$10	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100	\$100/\$100
Tier 5 — Specialty	25%/25%	31%/31%	33%/33%

RX deductible applies to Tier 3, Tier 4 and Tier 5.

¹Only available in Collin, Dallas, Denton, Parker, Tarrant

²Not available in Tarrant

TX El Paso



Number of Medicare eligibles

TX El Paso: 120,327

Service area

Texas: El Paso

Market highlights

- Maintained 4-star rated PPO with \$0 premium, no medical deductibles, \$0 primary care, \$0 Rx generic and supplemental benefit allowances
- Maintained 4-star rated PPO with \$0 premium plus \$99 Part B premium giveback
- Added Tier 1 and Tier 2 gap coverage to all plans
- Transitioning from Silver&Fit to SilverSneakers®
- Added Part D deductible to plans

Why sell our plans

- Large Medicare Advantage markets that have been primarily HMO
- Aetna offers market alternative PPO plan options with comparable benefits and national network access at \$0 premium and even Part B premium giveback
- Local sales Broker Manager support

Strong network

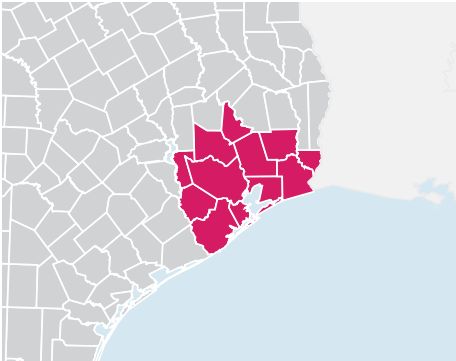
- Relationships with Sierra Providence Health Network, University Medical Center (aka Texas Tech)
- No referrals needed on PPO in a market driven by WellMed Clinics
- Seamless statewide and national PPO network that includes in network access to most major medical systems in Dallas, San Antonio and Houston.

TX El Paso

Texas: **El Paso**

	Aetna Medicare Choice Plan (PPO) (H5521-107) ★★★★	Aetna Medicare Plus Plan (PPO) (H5521-146) ★★★★
Monthly premium	\$0	\$0 plus \$99 Part B premium giveback
PCP in network	\$0	\$25
Specialist in network	\$35	\$50
Inpatient hospital in network	\$250 per day, days 1-6; \$0 per day, days 7-90	\$380 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket maximum in network	\$4,500	\$6,700
Out-of-pocket maximum combined	\$10,000	\$10,000
Deductible	\$0	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.		
Prescription deductible	\$195	\$195
Tier 1 — Preferred generic	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100
Tier 5 — Specialty	29%/29%	29%/29%
RX deductible applies to Tier 3, Tier 4 and Tier 5.		

TX Houston



Number of Medicare eligibles

TX Houston: 921,660

Service area

Texas: Brazoria, Chambers, Fort Bend, Galveston, Hardin, Harris, Jefferson, Liberty, Montgomery, Orange, San Jacinto, Waller

Market highlights

- Complete, simple four-plan portfolio of competitive HMO and PPO options with different “Why Sell” features
- Maintained Aetna Prime High Value Network HMO with \$0 premium, \$0 primary care, \$0 Rx generic, broad formulary, supplemental benefits and multiple network partners
- Maintained low premium 4-star rated PPO option with no medical deductibles, competitive office visit copays, \$0 Rx generic and supplemental benefits
- Added Tier 1 and Tier 2 gap coverage to all plans
- Added Part D deductible to plans
- Transitioning from Silver&Fit to SilverSneakers®

Why sell our plans

- Maintained the stability of the Aetna portfolio in the large Houston Market
- Improved the simplicity of the “Why Sell” features of each plan in the portfolio
- Strengthening relationships with network partners
- Access to one of the largest MA networks in the market
- Local sales Broker Manager support

Strong network

- Relationships with Memorial Hermann Hospitals and Medical Group, Methodist Hospitals and Medical Groups, IntegraNet Health, Village Family Practice, Greater Houston Physicians Medical Association
- Seamless statewide and national network with PPO that has access to all major medical systems in Houston and surrounding areas.
- No referrals required on PPO in a “pod referral system” driven market

TX Houston

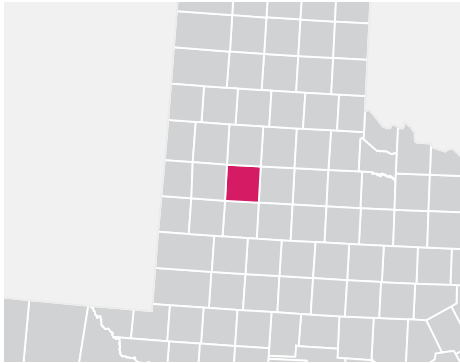
Texas: Brazoria, Chambers, Fort Bend, Galveston, Hardin, Harris, Jefferson, Liberty, Montgomery, Orange, San Jacinto, Waller

	Aetna Medicare Prime Plan (HMO) (H4523-024) ★★★★	Aetna Medicare Premier Plan (HMO) (H4523-015) ★★★★	Aetna Medicare Choice Plan (PPO) (H5521-060) ★★★★★	Aetna Medicare Value Plan (PPO) (H5521-094) ★★★★★
Monthly premium	\$0	\$0	\$19	\$126
PCP in network	\$0	\$15	\$25	\$25
Specialist in network	\$20	\$50	\$50	\$50
Inpatient hospital in network	\$250 per stay	\$300 per day, days 1-5; \$0 per day, days 6-90	\$290 per day, days 1-6; \$0 per day, days 7-90	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$3,400	\$5,000	\$6,700	\$6,700
Out-of-pocket maximum combined	N/A	N/A	\$10,000	\$6,700
Deductible	\$0	\$0	\$0	\$0
Prescription drugs (preferred pharmacies/ standard pharmacies) All prescription copays are representative of a one-month supply.				
Prescription deductible	\$350	\$150	\$95	\$0
Tier 1 — Preferred generic	\$0/\$10	\$2/\$10	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100	\$100/\$100	\$100/\$100
Tier 5 — Specialty	26%/26%	30%/30%	31%/31%	33%/33%

RX deductible applies to Tier 3, Tier 4 and Tier 5.

*Only available in Harris, Fort Bend, Jefferson, Montgomery and Orange

TX Lubbock



Number of Medicare eligibles

TX Lubbock: 43,042

Service area

Texas: Lubbock

Market highlights

- Maintained competitiveness of the 4-star rated PPO with no medical deductibles, competitive office visit copays, \$0 Rx generic mail order option and supplemental benefit allowances
- Added Tier 1 and Tier 2 gap coverage to all plans
- Transitioning from Silver&Fit to SilverSneakers®
- Added Part D deductible to plans

Why sell our plans

- Growing Medicare Advantage markets that have been primarily HMO
- Aetna offers market an alternative \$0 premium PPO plan option with comparable benefits, statewide and national network access
- Local sales Broker Manager support

Strong network

- Relationships with Covenant Health System, Lubbock Family Practice, Physician Network Services (IPA), UMC Physicians and Grace Health System
- Seamless statewide network that has access to Dallas, San Antonio, El Paso and Houston major medical systems
- No referrals required on PPO in a HMO driven market

TX Lubbock

Texas: **Lubbock**

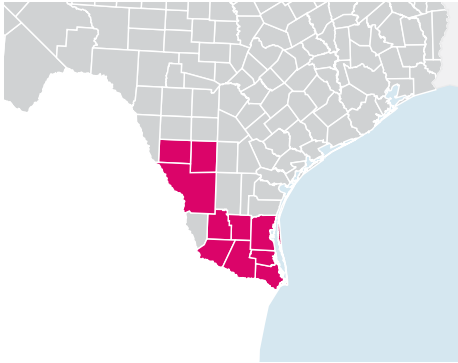
Aetna Medicare Choice Plan (PPO) (H5521-147)



Monthly premium	\$0
PCP in network	\$25
Specialist in network	\$50
Inpatient hospital in network	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$6,700
Out-of-pocket maximum combined	\$10,000
Deductible	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.	
Prescription deductible	\$95
Tier 1 — Preferred generic	\$2/\$10
Tier 2 — Generic	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100
Tier 5 — Specialty	31%/31%

RX deductible applies to Tier 3, Tier 4 and Tier 5.

TX Rio Grande Valley



Number of Medicare eligibles

TX Rio Grande Valley: 204,878

Service area

Texas: Brooks, Cameron, Hidalgo, Jim Hogg, Kenedy, Starr, Webb, Willacy

Market highlights

- Maintained 4-star rated PPO with \$0 premium, no medical deductibles, \$0 primary care, competitive medical benefits, \$0 Rx generic mail order option with gap coverage and supplemental benefit allowances
- New 4-star rated PPO with \$0 premium with \$99 Part B premium giveback
- In-network access to Corpus Christi and San Antonio physicians and hospitals
- Added Tier 1 and Tier 2 gap coverage to all plans
- Transitioning from Silver&Fit to SilverSneakers®
- Added Part D deductible to plans

Why sell our plans

- Growing Medicare Advantage markets that have been primarily HMO
- Aetna offers market alternative PPO plan options with comparable benefits, national network access at \$0 premium with \$99 premium Part B premium giveback
- Local sales Broker Manager support

Strong network

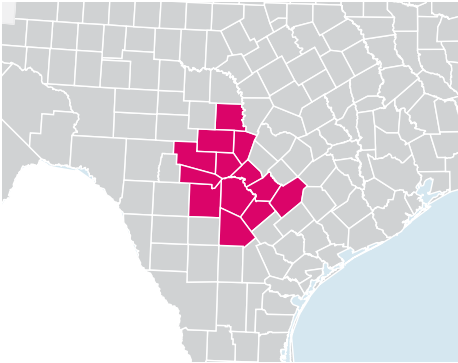
- For Rio Grande Valley we have relationships with Doctors Hospital at Renaissance (including BMI, Cardiology, Endocrinology, Gastroenterology, Hospitalists, Medical Foundation and Surgery groups) as well as South Texas Health System
- For Laredo we have relationships with Laredo Medical Center and Doctors Hospital at Laredo
- No referrals needed on PPO in a HMO driven market
- Seamless statewide network that has access to San Antonio, Dallas and Houston major medical systems
- Seamless national network on PPO

TX Rio Grande Valley

Texas: Brooks, Cameron, Hidalgo, Jim Hogg, Kenedy, Starr, Webb, Willacy

	Aetna Medicare Choice Plan (PPO) (H5521-145) ★★★★	Aetna Medicare Elite Plan (PPO) (H5521-167) ¹ ★★★★
Monthly premium	\$0	\$0 plus \$99 Part B premium giveback
PCP in network	\$0	\$35
Specialist in network	\$35	\$40
Inpatient hospital in network	\$305 per day, days 1-5; \$0 per day, days 6-90	\$330 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket maximum in network	\$5,500	\$6,700
Out-of-pocket maximum combined	\$10,000	\$10,000
Deductible	\$0	\$500 deductible only applies to the following in-network services: ambulance, ambulatory surgical centers (ASC), diagnostic & therapeutic radiology, dialysis services, inpatient hospital, inpatient psychiatric services, outpatient surgery. Outpatient hospital services and skilled nursing facilities.
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.		
Prescription deductible	\$150	\$150
Tier 1 — Preferred generic	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100
Tier 5 — Specialty	30%/30%	30%/30%
RX deductible applies to Tier 3, Tier 4 and Tier 5. ¹ Only available in Cameron, Hidalgo and Webb		

TX San Antonio



Number of Medicare eligibles

TX San Antonio: 403,987

Service area

Texas: Atascosa, Bexar, Comal, Guadalupe, Kendall, Medina, Wilson

Market highlights

- Complete, simple five-plan portfolio of competitive HMO and PPO options with different “Why Sell” features
- Added a new \$0 premium PPO with \$99 premium giveback for Bexar County
- Maintained Aetna Prime High Value Network HMO with \$0 premium, \$0 primary care, \$0 Rx generics, broad formulary, supplemental benefits and multiple network partners
- Maintained low premium 4-star rated PPO option with no medical deductibles, competitive office visit copays, \$0 Rx generic mail order option and supplemental benefits
- Added Tier 1 and Tier 2 gap coverage to all plans
- Added Part D deductible to plans
- Transitioning from Silver&Fit to SilverSneakers®

Why sell our plans

- Strengthened the stability of the Aetna portfolio in San Antonio
- Added a new Part B premium giveback plan to the San Antonio portfolio
- Improved the simplicity of the “Why Sell” features of each plan in the portfolio
- Strengthening relationships with network partners
- Local sales Broker Manager support

Strong network

- Relationships with Baptist Health System and MedFirst Physicians and UPSA medical group
- No referrals needed on PPO in a “pod referral system” market

TX San Antonio

Texas: Atascosa, Bexar, Comal, Guadalupe, Kendall, Medina, Wilson

	Aetna Medicare Choice Plan (PPO) (H5521-058) ★★★★★	Aetna Medicare Plus Plan (PPO) (H5521-199)¹ ★★★★★	Aetna Medicare Value Plan (PPO) (H5521-092) ★★★★★
Monthly premium	\$19	\$0 plus \$99 Part B premium giveback	\$74
PCP in network	\$15	\$35	\$15
Specialist in network	\$35	\$50	\$35
Inpatient hospital in network	\$300 per day, days 1-6; \$0 per day, days 7-90	\$410 per day, days 1-3; \$0 per day, days 4-90	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$6,000	\$6,700	\$6,000
Out-of-pocket maximum combined	\$10,000	\$10,000	\$6,000
Deductible	\$0	\$0	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.			
Prescription deductible	\$150	\$150	\$0
Tier 1 — Preferred generic	\$2/\$10	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100	\$100/\$100
Tier 5 — Specialty	30%/30%	30%/30%	33%/33%

RX deductible applies to Tier 3, Tier 4 and Tier 5.

¹Only available in Bexar

TX San Antonio

Texas: Atascosa, Bexar, Comal, Guadalupe, Kendall, Medina, Wilson

	Aetna Medicare Prime Plan (HMO) (H4523-020) ★★★★	Aetna Medicare Premier Plan (HMO) (H4523-001) ★★★★
Monthly premium	\$0	\$0
PCP in network	\$0	\$0
Specialist in network	\$25	\$35
Inpatient hospital in network	\$100 per day, days 1-5; \$0 per day, days 6-90	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$3,400	\$4,500
Out-of-pocket maximum combined	N/A	N/A
Deductible	\$0	\$0
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.		
Prescription deductible	\$400	\$95
Tier 1 — Preferred generic	\$0/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100
Tier 5 — Specialty	25%/25%	31%/31%

RX deductible applies to Tier 3, Tier 4 and Tier 5.

¹Only available in Bexar and Comal

TX

Texas: Austin, Bandera, Blanco, Brazos, Burnet, Bosque, Cooke, Dimmit, Duval, Gillespie, Gonzales, Grayson, Gregg, Grimes, Harrison, Henderson, Hill, Hood, Jim Wells, Kerr, La Salle, Lee, Limestone, Llano, Matagorda, Montague, Rains, Smith, Somervell, Van Zandt, Walker, Washington, Wharton, Wise

Non-commissionable plans- Please note the following plans are not available for agent commission payments but will be displayed on www.Medicare.gov and www.AetnaMedicare.com

	Aetna Medicare TX Connect Plus 1 (PPO) (H5521-109) ★★★★	Aetna Medicare TX Connect Plus 1 (PPO) (H5521-104) ★★★★
Monthly premium	\$0	\$0
PCP in network	\$15	\$0
Specialist in network	\$35	\$35
Inpatient hospital in network	\$300 per day, days 1-6; \$0 per day, days 7-90	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket maximum in network	\$6,700	\$6,700
Out-of-pocket maximum combined	\$10,000	\$10,000
Deductible	\$750 per year for out-of-network services	\$750 per year for out-of-network services
Prescription drugs (preferred pharmacies/standard pharmacies) All prescription copays are representative of a one-month supply.		
Prescription deductible	\$150	\$95
Tier 1 — Preferred generic	\$2/\$10	\$2/\$10
Tier 2 — Generic	\$5/\$15	\$5/\$15
Tier 3 — Preferred brand	\$42/\$47	\$42/\$47
Tier 4 — Nonpreferred drug	\$100/\$100	\$100/\$100
Tier 5 — Specialty	30%/30%	31%/31%