

Plan-Reported, Unaudited Financial Metrics (Total Revenue, Net Income, and Margin) for Select Medi-Cal Managed Care Plans for SFY 2011/2012 through SFY 2019/20

State Fiscal Year	Financial Metric	Commercial Plan Aggregate ¹	Health Net ²	CA Health & Wellness ^{2,3}	Anthem Blue Cross	Molina Healthcare ²	Blue Shield Promise	Kaiser ²	LA Care HP ²
SFY 2011/2012	Total Revenue ⁴	\$ 2,803,931,255	\$ 1,177,135,776		\$ 838,528,000	\$ 374,392,783	\$ 60,672,541	\$ 120,722,795	\$ 1,649,071,554
	Net Income	\$ (81,897,961)	\$ 35,101,608		\$ (14,721,835)	\$ 4,293,847	\$ (1,010,234)	\$ (101,074,856)	\$ (3,746,430)
	Margin ⁵	-2.9%	3.0%		-1.8%	1.1%	-1.7%	-83.7%	-0.2%
SFY 2012/2013	Total Revenue ⁴	\$ 3,530,300,844	\$ 1,600,775,043		\$ 957,145,000	\$ 445,755,271	\$ 86,732,262	\$ 137,054,067	\$ 2,129,604,640
	Net Income	\$ (120,619,476)	\$ 50,937,069		\$ (12,850,778)	\$ (9,063,361)	\$ (19,553,407)	\$ (114,344,354)	\$ 20,396,486
	Margin ⁵	-3.4%	3.2%		-1.3%	-2.0%	-22.5%	-83.4%	1.0%
SFY 2013/2014	Total Revenue ⁴	\$ 5,226,194,867	\$ 2,504,467,477	\$ 184,294,735	\$ 1,150,520,894	\$ 699,520,884	\$ 98,501,465	\$ 179,960,396	\$ 3,398,643,381
	Net Income	\$ (37,484,459)	\$ 108,068,945	\$ (195,731)	\$ (484,048)	\$ 6,922,943	\$ (7,103,859)	\$ (145,938,359)	\$ 84,188,913
	Margin ⁵	-0.7%	4.3%	-0.1%	0.0%	1.0%	-7.2%	-81.1%	2.5%
SFY 2014/2015	Total Revenue ⁴	\$ 9,950,037,437	\$ 4,676,907,955	\$ 499,416,419	\$ 2,152,759,502	\$ 1,191,648,848	\$ 304,648,089	\$ 325,946,023	\$ 5,556,626,029
	Net Income	\$ 299,146,936	\$ 243,638,770	\$ 26,893,219	\$ 119,691,007	\$ 34,897,968	\$ 20,618,460	\$ (203,960,306)	\$ 193,455,666
	Margin ⁵	3.0%	5.2%	5.4%	5.6%	2.9%	6.8%	-62.6%	3.5%
SFY 2015/2016	Total Revenue ⁴	\$ 12,419,810,865	\$ 5,667,132,524	\$ 661,037,089	\$ 2,621,483,092	\$ 1,589,408,669	\$ 335,692,688	\$ 448,782,935	\$ 7,277,995,447
	Net Income	\$ 660,175,393	\$ 402,825,051	\$ 15,204,625	\$ 165,406,162	\$ 52,642,971	\$ 34,353,588	\$ (211,124,404)	\$ 234,785,073
	Margin ⁵	5.3%	7.1%	2.3%	6.3%	3.3%	10.2%	-47.0%	3.2%
SFY 2016/2017	Total Revenue ⁴	\$ 14,600,748,829	\$ 6,766,336,307	\$ 811,418,505	\$ 2,943,236,569	\$ 1,898,585,883	\$ 515,011,202	\$ 587,522,181	\$ 8,248,314,083
	Net Income	\$ 980,282,337	\$ 457,164,086	\$ 25,873,348	\$ 213,858,470	\$ 209,382,042	\$ 87,617,118	\$ (206,727,550)	\$ 111,158,463
	Margin ⁵	6.7%	6.8%	3.2%	7.3%	11.0%	17.0%	-35.2%	1.3%
SFY 2017/2018	Total Revenue ⁴	\$ 13,928,978,959	\$ 6,583,428,822	\$ 909,962,097	\$ 2,804,425,391	\$ 1,685,428,852	\$ 444,118,826	\$ 542,386,176	\$ 7,686,481,482
	Net Income	\$ 494,398,902	\$ 296,161,006	\$ (12,668,947)	\$ 194,290,195	\$ 85,822,024	\$ 40,177,573	\$ (132,231,605)	\$ 136,777,874
	Margin ⁵	3.5%	4.5%	-1.4%	6.9%	5.1%	9.0%	-24.4%	1.8%
SFY 2018/2019	Total Revenue ⁴	\$ 13,017,117,868	\$ 5,564,002,489	\$ 926,045,364	\$ 2,953,716,088	\$ 1,490,861,843	\$ 429,859,382	\$ 657,666,951	\$ 7,249,776,496
	Net Income	\$ 199,223,398	\$ 354,723,444	\$ (51,031,648)	\$ 57,950,619	\$ 21,476,339	\$ (30,785,107)	\$ (127,195,322)	\$ 236,612,758
	Margin ⁵	1.5%	6.4%	-5.5%	2.0%	1.4%	-7.2%	-19.3%	3.3%
SFY 2019/2020	Total Revenue ⁴	\$ 13,562,844,411	\$ 6,098,690,118	\$ 877,767,514	\$ 2,905,483,687	\$ 1,631,832,242	\$ 403,675,285	\$ 547,430,476	\$ 7,543,286,798
	Net Income	\$ 267,466,654	\$ 322,206,548	\$ (19,039,496)	\$ 121,813,585	\$ 138,654,697	\$ (68,998,070)	\$ (207,276,228)	\$ (50,663,018)
	Margin ⁵	2.0%	5.3%	-2.2%	4.2%	8.5%	-17.1%	-37.9%	-0.7%

Source:

- Data was aggregated from plan-reported, unaudited, point-in-time Medi-Cal Line of Business financial statements, and does not account for retroactive rate updates not known at the time of reporting, retrospective financial reconciliations or risk corridors, and other changes. As such, amounts do not reflect final revenues or net income for all service periods.

Footnotes:

- 1 - Commercial Plans are, for applicable periods, Aetna Better Health, Anthem Blue Cross, Blue Shield Promise (formerly Care1st HP), CA Health & Wellness, Community Health Group, Health Net, Kaiser, Molina Healthcare, and UnitedHealthcare.
- 2 - Plan reports financial statements on a CY basis; quarterly financial reports were used to calculate the SFY revenues and net income if a SFY Annual Medi-Cal Only Report was not available.
- 3 - California Health & Wellness became a Medi-Cal managed care plan in 2013.
- 4 - Total Revenue includes all Medi-Cal revenue received as reported by the Medi-Cal managed care plan, except Cal MediConnect amounts when separated within plan reporting.
- 5 - For this exhibit, Margin is calculated as Net Income divided by Total Revenue.