# MCO CY2019 Financial Performance

## Virginia Medicaid Revenue & Membership

<table>
<thead>
<tr>
<th>Insurer</th>
<th>Revenue (B)</th>
<th>Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>United</td>
<td>$0.9B</td>
<td>130,808</td>
</tr>
<tr>
<td>CVS-Aetna</td>
<td>$1.3B</td>
<td>161,613</td>
</tr>
<tr>
<td>Anthem</td>
<td>$2.7B</td>
<td>401,699</td>
</tr>
<tr>
<td>Magellan</td>
<td>$0.8B</td>
<td>85,463</td>
</tr>
<tr>
<td>VA Premier</td>
<td>$1.8B</td>
<td>245,503</td>
</tr>
<tr>
<td>Optima</td>
<td>$1.7B</td>
<td>258,374</td>
</tr>
</tbody>
</table>

### National Fortune 500 Insurers

- United
- CVS-Aetna
- Anthem
- Magellan

### Not-for-Profit Insurers

- VA Premier
- Optima

## Operating Margins

### Medallion
- Program Margin: 4.9%
- Maximum: 10.3%
- Minimum: 1.7%

### CCC Plus
- Program Margin: -1.3%
- Minimum: -8.6%
- Maximum: 4.3%

## Total Medical & Pharmacy Expenses PMPMs

### Medallion
- Pharmacy Total: $278
- Medical & Pharmacy Total: $59

### CCC Plus
- Pharmacy Total: $222
- Medical & Pharmacy Total: $1,548

**Definitions**

- **PMPM**: Per Member Per Month
- **Revenue**: primarily premium income from capitation rates
- **Operating Margin**: measure of MCO program profitability

For Medallion, Anthem and United have the highest operating margins and the lowest total expenditures per member per month (PMPM).

Pharmacy accounts for 14% of CCC Plus Expenses and about 21% of Medallion.