



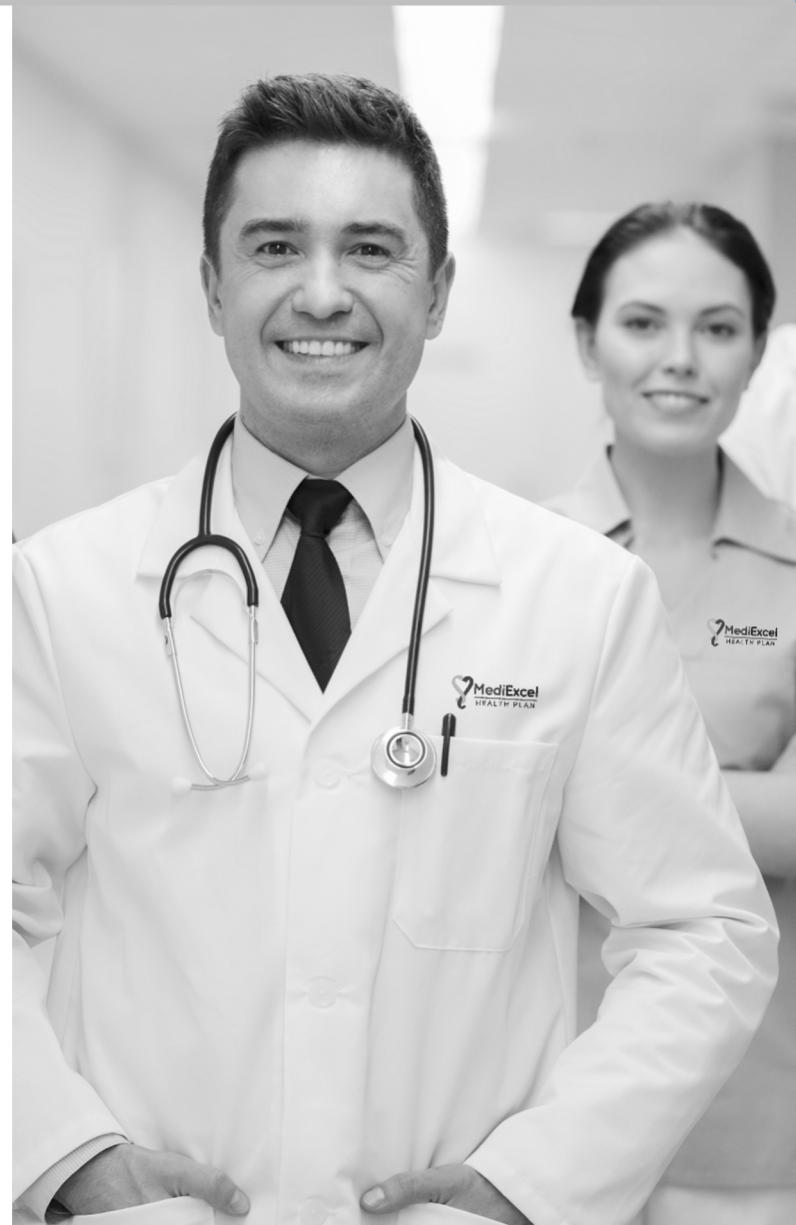
Because Your Health is First



- Large Group Trending at 3%
- COVID Network Capacity Held
- New Services Launched in Response to COVID-19
 - Respiratory Triage Center at Excel
 - Express Urgent Care at Excel
 - COVID-19 Limited RX refills in the U.S
 - \$0 Copay Virtual Appointments
 - COVID-19 Website Launched
 - Temporary Billing Options
- Broker Portal Launched
- Successfully Transitioned 10 Simnsa Groups
- Expanded Urgent Care Network



U.S. Urgent Care Providers



Continuing COVID Contingencies



- \$0 Copay Virtual Care
- Flexible Billing Options
- Underwriting Promos
- \$0 Copay Antibody Testing
- COVID Contingent Mail Order RX Refills
- COVID Contingent Walmart RX Refills- Will end in May 2021



2021 Large Group 101+

- Product Portfolio- will remain the same
- Stable Rate Trend- 3%
- Lowest Large Group HMO Rates
- All Large Plans write down to 1
- QEP and MEP- Rates revised in Q4 2020
- Relaxed Contribution Requirements- MEP/QEP
- VP5- Most Popular for Converting Groups
- Most Affordable Rates for New Cross Border Groups
- Commissions: 7%*
- RFP Processing Time: 72 Hours



Easy to Implement

Relaxed Participation

All Large Group Plans write down to 1 EE

Relaxed Contribution

No Contribution Requirement on MEP and QEP Plans

Flexible Plan Years

Short and Long Initial Plan Years Available

Sync up with U.S. Renewal

Relaxed Group Guidelines

1099's Employees are Eligible*

Groups on or coming off a PEO are eligible



2021 Updates

- Hospital Excel is Expanding its Facilities
- New Elevator Bank- Q1
- New Signage Project In Progress – Q2
- New CT Scan Machine- Q2
- Member Portal- Q4
- Text MediExcel- Q4
- Tower Three Patient Entrance with Elevators 6 & 7 – Q4
- New Trauma Center will be the first in Tijuana – Q4 2021



Word and Brown Sales Support



- Enrollment Support
- Renewal Support
- Internal MediExcel Training
- Enrollment Materials
- Broker/ Employer Presentations
- Event Collaboration
- Expediated RFP's
- Escalation Point of Contact





Thank You!