Who is Pivot Health?

- Launched in 2016, Pivot Health is an insurance product development, management and marketing company providing alternative insurance solutions to the individual marketplace.
- Founded by innovative experienced insurance leadership managing more than $7 billion of insurance premium.
- Backed by Axis Capital (NYSE:AXS) an international financial services company with more than $6 billion in assets.
Who is Companion Life?

- Company is 40+ years old
- Underwriter for the Pivot Health STM product and a variety of other product offerings
- A+ rated…15 consecutive years
Large and Growing Market

• A recent Kaiser report found that roughly 27 million people had a gap in their health coverage of 90 days or more

• Over 1,400 counties—nearly 47%—will have one or less ACA plan choices in 2018 (roughly 2.6 M Exchange lives)
Who are candidates for STM?

- Missed open enrollment
- Recently unemployed
- Looking for COBRA alternative
- Adult children, aging off parent’s plan
- Need children-only coverage
- Not eligible for ACA
- Waiting for employer benefits
- Employed, but no insurance coverage
- Those refusing/can’t afford ACA coverage
Short term medical—The rules

New current rules:
• Up to 90 day coverage, no renewal, on one insurance certificate or policy

Uniqueness of our STM plan:
• Issue back to back plans-up to 4
  -No new medical underwriting for additional certificates
  -No new pre-x waiting periods
  -Can cancel any month
• Optional lower coverage maximums
STM back-to-back—How does that work?

**At application/issue:**
- 4 applications issued at time of sale, with sequential 90-day delayed effective dates

**At time of each new coverage period:**
- New certificates and ID cards with new deductibles and coverage maximums, however —
- Pre-x lookback from 1st effective date
- No new medical qualifications; no new pre-x waiting period

**Cost savings:**
- Rates locked for up to 4 coverage periods
- One enrollment fee for up to 4 coverage periods
Pivot Health’s STM—4 Benefit Plans

**Deductibles:**
- Range from $1,000 to $10,000, depending on plan choice

**Coinsurance:**
- 70% or 80%

**Doctor copays:**
- $30 primary, $60 specialist on Choice & Deluxe plans

**Coverage periods:**
- 30 days to 90 days, per certificate

**Max benefit per coverage period:**
- $100,000 to $1,000,000, depending on plan choice

**Rx:**
- Coverage with copays after $500 Rx deductible -- Standard & Deluxe

---

THIS IS NOT QUALIFYING HEALTH COVERAGE (“MINIMUM ESSENTIAL COVERAGE”) THAT SATISFIES THE HEALTH COVERAGE REQUIREMENT OF THE AFFORDABLE CARE ACT. IF YOU DON’T HAVE MINIMUM ESSENTIAL COVERAGE, YOU MAY OWE AN ADDITIONAL PAYMENT WITH YOUR TAXES.
Pivot Health’s STM—Quick comparison of the 4 Benefit Plans

**ECONOMY**
- Coinsurance & deductible
- No Dr. copay
- No Rx coverage
- *Lower premium*

**STANDARD**
- 20% coinsurance
- No Dr. copay
- Rx coverage included
- *Higher benefit & cost than Economy*

**CHOICE**
- Coinsurance & deductible
- Dr. copays
- No Rx coverage
- *Best value/most popular*

**DELUXE**
- 20% coinsurance
- Lowest out-of-pocket max; highest benefit max
- Dr. copays & Rx coverage
- *Highest coverage plan*
Pivot Health’s STM—Other Features

No network requirement:
- Freedom to choose any doctor or facility
- Uses Medicare Reference Pricing to maintain lower premium
- Pays 50% above Medicare for facilities and 25% more than Medicare for physicians/professional services
- Provides a highly trained and professional negotiating staff to handle balance bills for customers if they occur
Pivot Health’s STM— Other Features

**ADDITIONAL Association Benefits:**

- $49 doctor telehealth consultations 24/7
- 15-30% savings on vision (eye exams, lenses, frames and contacts)
- Up to 70% savings on prescription drugs at more than 66,000 pharmacies nationwide
Cost increases are the headlines

Example* Male, 2-2-1980 DOB, $50,000 household income

<table>
<thead>
<tr>
<th>ACA Plan</th>
<th>Deductible</th>
<th>Monthly Premium</th>
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<tbody>
<tr>
<td>Silver</td>
<td>$5,000</td>
<td>$299.10</td>
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<tr>
<td>Silver</td>
<td>$2,000</td>
<td>$333.34</td>
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</table>

<table>
<thead>
<tr>
<th>Short Term Plan</th>
<th>Deductible</th>
<th>Monthly Premium</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pivot Health</td>
<td>$5,000</td>
<td>$95.26</td>
</tr>
<tr>
<td>Pivot Health</td>
<td>$2,000</td>
<td>$186.85</td>
</tr>
</tbody>
</table>

Annual $5,000 ACA Deductible vs. STM **Cost Difference:** $1,453.58
( Including a Tax Penalty: $ 992.50 )

*Example pricing and penalty calculations obtained from eHealth, Pivot Health and healthinsurance.org.*
Pivot Health’s STM—The process

Quoting:
● Agent has a unique URL link for sales

Applying:
● Simplified underwriting—5 medical questions
● Applicant – age 6 months – 64 years
● Accept/reject on the spot
● eSignature only for self-service or shared screen
● Immediate issue
Pivot Health’s STM—Medical kickouts

“**Yes** to any of the 5 questions: coverage cannot be issued

- 1. Other health insurance or Medicaid-eligible?
- 2. *Previously denied coverage for health condition that is still present?*
  - Pregnant, adopting or undergoing infertility treatment?
  - Over 300 lbs (male), over 250 lbs (female)?
  - Been advised to have testing/treatment/surgery that’s not yet completed?
- 3. Within last 5 years, diagnosis, symptoms, abnormal test result or any treatment for any of the major conditions listed on application? (i.e. cancer, heart, stroke, COPD, liver, kidney, diabetes, Hep C etc.)
- 4. Within last 5 years, diagnosed or treated for AIDS or tested positive for HIV?
- 5. Non-U.S. citizen who has resided outside the U.S. any time during the past 12 months?

*(Medical questions may vary in some states.)*
Pivot Health’s STM— Limitations & exclusions

Not covered includes, but is not limited to, the following:

- Pre-existing conditions diagnosed within 60 months of the effective date of the 1st certificate. If back-to-back certificates are issued, the diagnosis period is 48 months prior to the 2nd, 3rd and 4th certificates (due to period maximums in state regulations).
- Waiting period on coverage for sickness: generally 72 hours following effective date of coverage (1st certificate, if back-to-back certificates issued).
- Routine pre-natal, pregnancy, childbirth and post-natal. Complications of pregnancy are covered as sickness.
- Surgical treatment of obesity.
- Cosmetic surgeries and treatments, except reconstructive surgery that is expressly covered.
- Treatment for infertility, sterilization or sexual dysfunction.
- Abortions except in connection to covered complications of pregnancy or life of mother is at risk.
- Most dental and vision treatment.
- Injury due to alcohol or drugs unless prescribed by doctor.
- Willfully self-inflicted injury or sickness.

(Limitations & exclusions vary in some states. See brochure for partial list and certificate for detailed information.)
Pivot Health STM -- State Availability

<table>
<thead>
<tr>
<th>State</th>
<th>State</th>
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<tbody>
<tr>
<td>Alabama</td>
<td>Mississippi</td>
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<tr>
<td>Arizona</td>
<td>Nebraska</td>
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<td>Arkansas</td>
<td>Ohio</td>
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<tr>
<td>Delaware</td>
<td>Oklahoma</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>Pennsylvania</td>
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<td>Florida</td>
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<td>Georgia</td>
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<td>Illinois</td>
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<td>Kentucky</td>
<td>Wyoming</td>
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<tr>
<td>Michigan</td>
<td></td>
</tr>
</tbody>
</table>
Pivot Health’s STM— Services provided

- Administered by Allied National
- Member portal for certificates and ID card
Co-Branded Website

Save Up To 50% On Health Plan Coverage

Enter ZIP code

60601  Find a plan

✓ Find affordable insurance
✓ See any doctor - no networks
✓ Insurance company rated A+ by A.M. Best

Pivot Agent
800-555-5555
agent@pivothealth.com
Census Information

Your information allows us to provide accurate quotes for plans that fit your needs. Your information is secure, private, and won’t be sold.

LOCATION

ZIP Code
60601

APPLICANT

Date of Birth
03/03/1999

Gender
Male
Female

+ Spouse
+ Child
Payment – Coverage – Effective Date

Payment Options

Coverage

Effective Date

Applicant can obtain 25% discount in premium if pre-pay 90 day plan.
Back-to-Back Policy Explanation

Applying For a Short Term Medical Plan: The Length of a Policy

The Length of Coverage

Depending on your needs and your state, your coverage could be for one month or up to nearly 12 months.

Current federal regulations limit short term medical plans to 90 days under one certificate of insurance. However, Pivot Health offers you the convenient opportunity to apply for up to three additional back-to-back certificates at one time, allowing you to have coverage for nearly 12 months. You do not have to qualify again for the three additional certificates, and you can cancel at any time.

How It Works

If you decide to enroll in back-to-back coverage terms, a new certificate of additional coverage will follow each 90-day coverage period. Each certificate will have an effective date that starts the day after your previous coverage expires.

Shortly before the expiration of coverage of your active coverage, you will be notified of a new coverage ID card in your online member portal which you can print and use for the following period.

The Advantage of Back-to-Back Policies

While your deductible and any out-of-pocket responsibilities start over with each subsequent coverage certificate, any medical conditions that arise and that were covered by
SAVE 50% OR MORE ON HEALTH INSURANCE!

APPLY TODAY IF YOU ARE:
- Uninsured
- Looking for an affordable plan
- Lost employer coverage
- Student or recent grad
- Bumped from parents’ plan
- Early retiree

**Companion Life**

$42.90/mo
Plus one-time $15 enrollment fee

**Companion Economy**

- **DEDUCTIBLE**: $10,000
- **COINSURANCE**: 30%
- **MAX OUT-OF-POCKET**: $10,000
- **TOTAL COVERAGE**: $100,000

BUY THIS PLAN

- Low cost telemedicine
- Save up to 70% on Rx Drugs
- Discounts and lifestyle benefits
Plan Details

<table>
<thead>
<tr>
<th>Insurance Type</th>
<th>Short Term Medical Insurance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Underwritten By</td>
<td>Companion Life Insurance Company</td>
</tr>
<tr>
<td>Plan Type</td>
<td>Indemnity – choose any doctor or hospital</td>
</tr>
<tr>
<td>Deductible</td>
<td>Individual: $5,000</td>
</tr>
<tr>
<td></td>
<td>Coinsurance: 30% after deductible</td>
</tr>
<tr>
<td>Coverage Maximum</td>
<td>$250,000</td>
</tr>
<tr>
<td>Out-of-Pocket Limit</td>
<td>$10,000 per covered person, per coverage period. Family Out-of-Pocket limits is three times the Individual maximum.</td>
</tr>
<tr>
<td>Office Visit for Primary Doctor *</td>
<td>$30 copay after which coinsurance will apply. Additional tests or other services are subject to the deductible and 20% coinsurance.</td>
</tr>
<tr>
<td>Urgent Care Center Visit *</td>
<td>$60 copay after which coinsurance will apply. Additional tests or other services are subject to the deductible and 20% coinsurance.</td>
</tr>
</tbody>
</table>

COMPANION CHOICE

The following benefits are details about your insurance coverage, and coverage for any dependents you wish to include on your short term medical policy.

**BUY THIS PLAN $60.46 per month**

Plus one-time $15 enrollment fee

View Available Plans
Five Eligibility Questions

Please answer the following questions for you and any of your dependents applying for coverage.

<table>
<thead>
<tr>
<th>PLAN</th>
<th>APPLICANT</th>
<th>FIRST POLICY EFFECTIVE DATE</th>
<th>FIRST POLICY EXPIRATION DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deductible: $10,000</td>
<td>Male, 18</td>
<td>06</td>
<td>9</td>
</tr>
<tr>
<td>Coinsurance: 30%</td>
<td>Max Out Of Pocket: $10,000</td>
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<td></td>
</tr>
<tr>
<td>Lifetime Coverage: $100,000</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Companion Life**
Companion Economy

$54.90/mo
*Plus a one-time $75 enrollment fee

**QUESTION 1 OF 5**

Will any applicant have other health insurance in force on the policy effective date or be eligible for Medicaid?

[ ] No [ ] Yes
**Begin Application**

**Companion Life**
Companion Choice

**$60.46/mo**
*Plus a one-time $15 enrollment fee*

**PLAN**
- Deductible: $5,000
- Coinsurance: 30%
- Max Out Of Pocket: $10,000
- Lifetime Coverage: $250,000

**APPLICANT**
Male, 18

**FIRST POLICY EFFECTIVE DATE**
06 | 28 | 2017

**FIRST POLICY EXPIRATION DATE**
09 | 25 | 2017

**PRIMARY**
03/03/1999 | Male

<table>
<thead>
<tr>
<th>First Name</th>
<th>Middle Initial</th>
<th>Last Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Test</td>
<td></td>
<td>Test</td>
</tr>
</tbody>
</table>
First Name

Middle Initial

Last Name

Address

Address

State

illinois

ZIP Code

60601

City

Chicago

Primary Phone

Primary Phone

Alternate Phone

Alternate Phone

Email

user@domain.com

Confirm Email

user@domain.com

SAVE & CONTINUE
Payment Processing

Companion Life
Companion Economy

$54.90/mo
*Plus a one-time $75 enrollment fee

PLAN
Deductible: $10,000
Coinsurance: 30%
Max Out Of Pocket: $10,000
Lifetime Coverage: $100,000

APPLICANT
Male, 18

FIRST POLICY EFFECTIVE DATE
06 | 21 | 2017
FIRST POLICY EXPIRATION DATE
09 | 18 | 2017

Payment Details

Credit and Debit Cards only – Visa, Mastercard or Discover

Card Type
- Card Type -

Debit/Credit Card Number

Security Code

Expiration Month
- Month -

Expiration Year
- Year -
Terms – Acceptance – Signature

BILLING ADDRESS

TERMS AND CONDITIONS

Non-Discrimination Statement and Foreign Language Access
I hereby request coverage underwritten by Companion Life Insurance Company (Companion Life). I understand this insurance contains a Pre-existing Condition exclusion, a Pre-certification Penalty and other restrictions and exclusions. I agree that coverage will not become effective for me or any dependent whose medical status, prior to the effective date, has changed and therefore results in a yes answer to any of the medical

You are purchasing short term medical coverage, which by federal regulation is limited to 90 days per insurance policy.

☐ I agree to purchase up to four back-to-back 90-day policies (or the maximum my state regulations allow*). This will allow me to lock-in additional periods of coverage — without an increase in cost — even if my health changes. I understand I may cancel my coverage at any time without a penalty. (Recommended).

☐ I agree to purchase only one policy for up to 90 days of coverage. I understand that if I later apply for another policy, I will be subject to medical underwriting.

ELECTRONIC SIGNATURE

Please accept these disclosures and terms & conditions by entering in your full name and today's date.

E-Signature

Signature Date

MM/DD/YYYY
Contact

--Pivot Health’s Short Term Medical product brochure available from Pivothealth.com/agent-resources/

Contact Pivot Health
agentsupport@pivothealth.com

For agent use only. Not to be used for sales or marketing purposes.