TOPICS COVERED

01 The impact of healthcare costs on all Americans
02 Seniors’ anxiety over high healthcare costs
03 The financial and physical toll of healthcare cost to seniors
04 The great disconnect: Seniors’ perceptions of quality
05 Seniors’ discontent with government
The U.S. Healthcare Cost Crisis: Key Metrics

- **45%**: Fear a major health event will end in bankruptcy.
- **1 in 4**: Skipped medical treatment due to cost.
- **$88 B**: Borrowed to pay for healthcare in past 12 months.
- **3 in 4**: Say government is not doing enough to control costs.
The cost crisis doesn’t see red or blue for Americans

21% REPUBLICANS 27% DEMOCRATS
Have taken drastic measures, such as deferring care, to offset high healthcare costs.

70% REPUBLICANS 67% DEMOCRATS
Not at all confident elected Republicans and Democrats will be able to achieve bipartisan legislation to reduce costs.
Seniors’ anxiety over high healthcare costs

77% of seniors are concerned or extremely concerned **rising healthcare costs will result in significant and lasting damage to the U.S. economy**

92% of seniors **expect healthcare costs to increase or stay the same**

73% increase

19% stay the same
[Last] Thanksgiving I helped a person who said I’m going to drop my Medicare drug plan. Well, that’s a bad move because if he ever takes a lot of drugs he’d pay a lifetime penalty. He decided to keep it. And I was like okay, let’s take a look then. I saved him an additional $750. Just by looking. There ought to be a way for people to get decent coverage, so they can access good care without walking through a minefield of potential mistakes; I don’t think that’s great for 89 year-olds with cancer.”
The financial toll of healthcare cost to seniors

-$22$ billion withdrawn from long-term savings in past 12 months

+$116$ billion projected Medicare spending on retail prescription drugs in 2019
I’m a 61-year-old male married 40 years, no children. Both my wife and I are heavily considering our retirement and one of the biggest hurdles is our healthcare. We’re hoping something positive will happen in our healthcare system, so we can enjoy our retirement.
The impact of healthcare cost on seniors’ health

1 in 10 seniors had a health problem and didn’t seek care due to cost

7.5 million seniors were unable to pay for a medication prescribed to them

...making matters worse 80% of the prescriptions seniors are unable to afford are for somewhat or very serious health conditions
Lower income seniors suffer greater effects of healthcare costs

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<thead>
<tr>
<th>Income Level</th>
<th>Concerned</th>
<th>Extremely Concerned</th>
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<tbody>
<tr>
<td>&lt;$60K Income</td>
<td>42%</td>
<td>41%</td>
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<tr>
<td>$60K+ Income</td>
<td>11%</td>
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<td>&lt;$60K Income</td>
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<tr>
<td>$60K+ Income</td>
<td>25%</td>
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You will be **unable to pay for basic healthcare** in the next 12 months.

You will be **unable to pay for needed medicine** in the next 12 months.

A major **health event** could lead to **bankruptcy**.
Lower income seniors suffer greater effects of healthcare costs (cont.)

At least one time in the past 12 months (%Yes)...

- **13%**  
  < $60K Income
  Did not seek needed treatment due to cost.

- **20%**  
  < $60K Income
  Were unable to pay for prescribed medication due to cost.

- **10%**  
  < $60K Income
  Chose not to have a needed procedure or test due to cost.

- **5%**  
  $60K+ Income

- **6%**  
  $60K+ Income

- **4%**  
  $60K+ Income
56% of seniors who the U.S. healthcare system is the best or among the best in the world.

U.S. Ranking Among OECD Countries

- 31st Infant Mortality
- 28th Life Expectancy
- 1st Healthcare cost per person

...out of 36 countries
Seniors Discontent With Government Efforts

82% of seniors feel federal and state government is partially to fully responsible for rising healthcare costs.

75% Feel government is not doing enough to ensure healthcare, in general is affordable.

80% Feel government is not doing enough to ensure prescription drugs are affordable.
Summary

92% feel healthcare costs will not improve or will get worse.

$22B withdrawn from long-term savings to pay for healthcare.

7.5M unable to pay for medicine prescribed by their doctor.

3 in 4 say government is not doing enough to control costs.