• westhealth GALLUP®

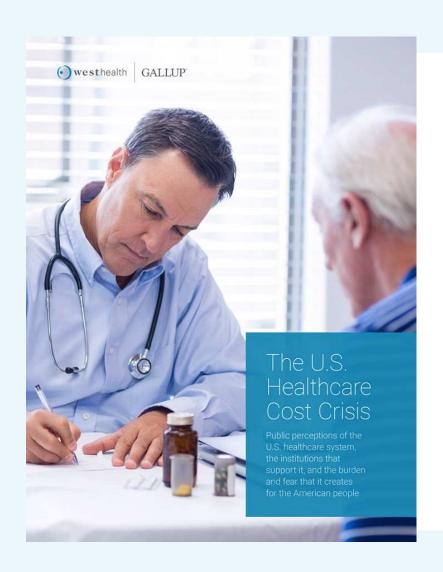




TOPICS COVERED

- O1 The impact of healthcare costs on all Americans
- O2 | Seniors' anxiety over high healthcare costs
- The financial and physical toll of healthcare cost to seniors
- O4 The great disconnect:
 Seniors' perceptions of quality
- O5 | Seniors' discontent with government

The U.S. Healthcare Cost Crisis: Key Metrics



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%

27%

REPUBLICANS

DEMOCRATS

Have taken drastic measures, such as **deferring care**, to offset high healthcare costs. 70%

67%

REPUBLICANS

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

HEALTHCARE EXPERT





[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."



\$22 billion

withdrawn from longterm savings in past 12 months \$116 billion

projected Medicare spending on retail prescription drugs in 2019

GALLUP PANEL MEMBER

66 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



THE SURVEY REVEALED

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

% "Extremely concerned" or "Concerned" that...

41%

15%

<\$60K Income

\$60K+ Income

You will be **unable to pay for basic healthcare** in the next 12 months.

42%

11%

<\$60K Income

\$60K+ Income

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

45%

25%

<\$60K Income

\$60K+ Income

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%

5%

<\$60K Income

\$60K+ Income

Did not seek needed **treatment** due to cost.

20%

6%

<\$60K Income

\$60K+ Income

Were unable to pay for prescribed medication due to cost.

10%

4%

<\$60K Income

\$60K+ Income

Chose **not to have a needed procedure** or test
due to cost.

The Great Disconnect

PERCEPTIONS OF QUALITY

56%

of seniors who the **U.S.** healthcare system is the best or among the best in the world.



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



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

withdrawn from long-term \$22B savings to pay for healthcare

unable to pay for medicine 7.5M prescribed by their doctor

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