



2022 Corporate Profile

Living Health: Built for Today, Shaping the Future





Our Vision
is a world
where
everyone
embraces
health.

Our Mission
is to create a
remarkable
health
experience,
freeing people
to be their best.

We have
purposefully built
our organization to
withstand challenges
so that we can
continue to provide
exceptional service
to our customers and
communities while
shaping the future
of health, coverage,
and care.”

David L. Holmberg,
president and chief executive
officer, Highmark Health

Living Health is Highmark Health’s long-term strategy to transform health, coverage, and care. By creating a simpler, more personalized, and proactive health experience for individuals and clinicians, we can achieve better health outcomes, lower total cost of care, and provide a sustainable economic model that solves industry problems at scale.

This ambitious strategy depends on our organization’s financial strength, including the diverse portfolio of affiliates and subsidiaries below. That same strength allowed us to provide more than \$300 million in corporate giving, charity care, and uncompensated care in 2022, while making capital investments of \$900 million.

Highmark Inc. and its Blue-branded affiliates (Highmark Health Plans) proudly cover the insurance needs of 7 million members in Pennsylvania, Delaware, and West Virginia, along with western and northeastern New York.

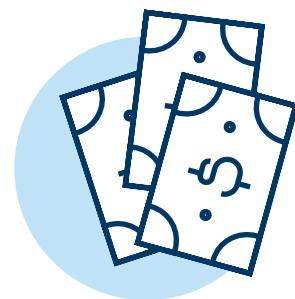
Allegheny Health Network is a \$4.4 billion health and wellness organization that has more than 300 clinical facilities, including hospitals throughout western Pennsylvania and one in western New York.

enGen is a healthtech company whose dynamic ecosystem of smart automation and technology supports and streamlines complex operations for health plans and their provider partners.

Helion delivers solutions to health plan payers to advance health and healing in the home by transforming the network of providers and nurses to optimize outcomes, provide better value, and enhance the customer experience.

HM Insurance Group works to protect employers and health care entities across the country from the financial risks associated with catastrophic health care costs.

United Concordia Dental is a leading dental solutions partner that delivers access to high-quality, cost-effective dental care through its network of over 126,000 unique dentists across more than 396,000 access points.



BUILT FOR TODAY, SHAPING THE FUTURE: FINANCIAL STRENGTH

Highmark Health remained financially strong in 2022, reporting \$26 billion in consolidated revenue — 18% growth year over year. As of December 31, 2022, the organization had \$11 billion in cash and investments and net assets of \$9 billion.

Highmark Health Plans reported an operating gain of more than \$500 million for the 2022 fiscal year. This positive performance was driven by increased membership, more affordable options for consumers, and better health outcomes. Core health plan and BlueCard® membership increased slightly to 7 million Highmark members.

Allegheny Health Network delivered earnings before interest, taxes, depreciation, and amortization of \$19 million through December 31. Operating revenue was \$4.4 billion for the year, an improvement of nearly \$350 million year over year. Like provider networks nationwide, AHN faces cost pressures related to labor due to nursing shortages, ongoing supply chain concerns, and inflationary pressures. However, outpatient registrations, physician visits, ER visits, and births all continued to rise compared to 2021.

enGen, a healthtech company whose platform serves millions of lives across the country, reported more than \$1 billion in technology-related revenue while making significant investments in its platform capabilities.

Highmark Health diversified businesses reported combined earnings of more than \$200 million through December 31, 2022. Notably, **United Concordia Dental** continued to perform well, delivering an operating gain of \$137 million in 2022. A stop loss business, **HM Insurance Group**, reported an operating gain of \$65 million.

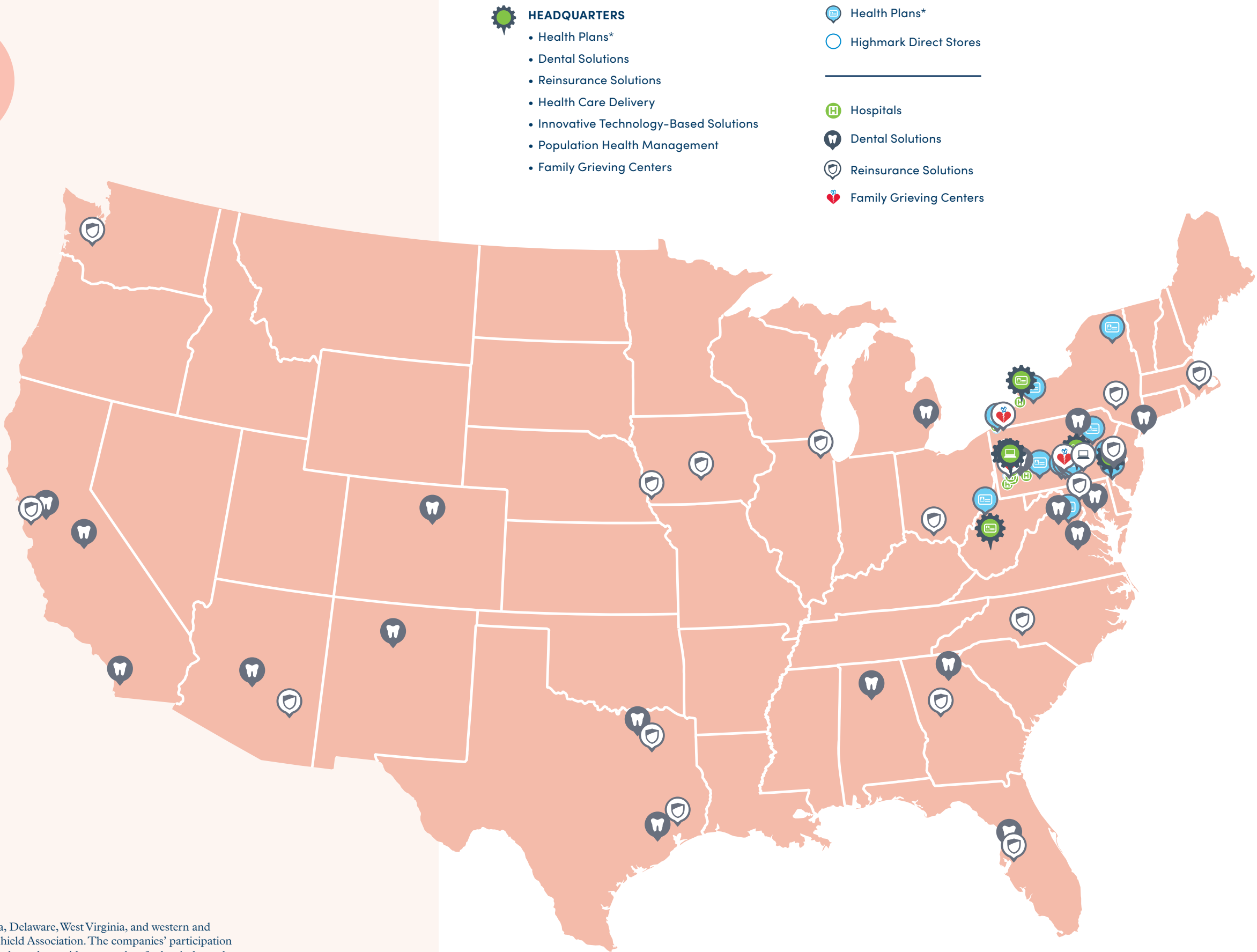


Geographic Footprint



MILLIONS OF AMERICANS SERVED

Highmark Health serves millions of Americans through a diverse portfolio of health-related businesses. Our Blue-branded health plan businesses serve approximately 7 million customers in Pennsylvania, Delaware, New York, and West Virginia. Our health care delivery network, led by Allegheny Health Network, serves patients throughout western Pennsylvania and parts of neighboring states. Other subsidiaries — including enGen, Helion, HM Insurance Group, and United Concordia Dental — proudly serve customers and businesses across America.



*Highmark Inc. and its affiliates offer health insurance products in Pennsylvania, Delaware, West Virginia, and western and northeastern New York, and are independent licensees of the Blue Cross Blue Shield Association. The companies' participation in the BlueCard® program offers members access to plans that include benefits through provider networks of other independent Blue Cross and Blue Shield plans nationally and worldwide. Most, but not all, plans include Blue Card benefits.

The Enterprise at a Glance



Headquarters: Pittsburgh, Pennsylvania

Description: Highmark Health, a Pittsburgh, PA-based enterprise that employs more than 42,000 people who serve millions of Americans across the country, is the parent company of Highmark Inc., Allegheny Health Network, and enGen.

Highmark Inc. and its subsidiaries and affiliates provide health insurance to approximately 7 million members in Pennsylvania, West Virginia, Delaware, and New York, as well as dental insurance and related health products through a national network of diversified businesses.

Allegheny Health Network is an integrated delivery network comprised of 14 hospitals, more than 2,600 affiliated physicians, ambulatory surgery centers, an employed physician organization, home and community-based health services, a research institute, a group purchasing organization, and health and wellness pavilions in western Pennsylvania.

Founded in 2014 as HM Health Solutions (HMHS), enGen is a wholly owned subsidiary of Highmark Health whose dynamic ecosystem of smart automation and technology supports and streamlines complex operations for health plans and their provider partners.

Mission: To create a remarkable health experience, freeing people to be their best.

Number of Employees: 42,000+ across the organization

Leadership: David L. Holmberg, president and chief executive officer; Karen Hanlon, EVP and chief operating officer

2022 Consolidated Revenues: \$26 billion

highmarkhealth.org



Headquarters: Pittsburgh, Pennsylvania

Description: Allegheny Health Network is a \$4 billion health and wellness organization that has more than 300 clinical locations, including 13 hospitals throughout western Pennsylvania and one in western New York; Health + Wellness Pavilions; a comprehensive research institute; ambulatory surgery centers; an employed physician organization; home- and community-based health services; a group purchasing organization; and nearly 2,600 affiliated physicians. While AHN began operations in 2013, AHN's member hospitals share legacies of charitable care that date back 175 years.

Customers: Patients

Products and Services: Integrated health care delivery, health care research, medical education, wellness services

Brands Offered: Allegheny Health Network, AHN Allegheny General Hospital, AHN Allegheny Valley Hospital, AHN Brentwood Neighborhood Hospital, AHN Canonsburg Hospital, AHN Forbes Hospital, AHN Grove City, AHN Harmar Neighborhood Hospital, AHN Hempfield Neighborhood Hospital, AHN Jefferson Hospital, AHN McCandless Neighborhood Hospital, AHN Saint Vincent Hospital, AHN West Penn Hospital, AHN Westfield Memorial Hospital, AHN Wexford Hospital

Geographic Service Area: Western Pennsylvania and portions of New York, Ohio, and West Virginia

Number of Employees: 22,000

Leadership: Jim Benedict, president, Allegheny Health Network; Bruce A. Meyer, EVP and western PA market president

ahn.org

**Headquarters:**

- Highmark Inc., doing business as Highmark Blue Cross Blue Shield in the 42 counties of western and northeastern Pennsylvania and as Highmark Blue Shield elsewhere in the state — Pittsburgh, Pennsylvania
- Highmark West Virginia Inc., doing business as Highmark Blue Cross Blue Shield West Virginia — Parkersburg, West Virginia
- Highmark BCBSD Inc., doing business as Highmark Blue Cross Blue Shield Delaware — Wilmington, Delaware
- Highmark Western and Northeastern New York, doing business as Highmark Blue Cross Blue Shield of Western New York and Highmark Blue Shield of Northeastern New York — Buffalo, New York

Description: One of America's leading health insurance organizations and an independent licensee of the Blue Cross Blue Shield Association, Highmark Inc. (the Health Plan) and its affiliated health plans (collectively, the Health Plans) work passionately to deliver high-quality, accessible, understandable, and affordable experiences, outcomes, and solutions to customers.

Customers: Consumers, businesses, and government entities

Products and Services: Individual and group health insurance; Medicare Advantage plans for seniors

Brands Offered: Blue Cross Blue Shield and/or Blue Shield

Geographic Service Area: Pennsylvania, West Virginia, Delaware, and New York

Number of Employees: Approximately 5,676

Leadership: Tom Doran, president, Highmark Health Plan; Deborah L. Rice-Johnson, chief growth officer and CEO of Diversified Businesses, Highmark Inc.

highmark.com



Headquarters: Pittsburgh, Pennsylvania

Description: Helion is one of Highmark Health's indirect wholly owned subsidiaries. It specializes in population health management solutions that benefit payers, providers, and customers.

Customers: Health care organizations accountable for managing populations in home and community settings, including integrated delivery and financing systems, health plans, accountable care organizations, hospitals, and health systems.

Products and Services: Helion provides health care organizations that are accountable for managing populations in home and community settings with customized solutions for the entire episode of care. These solutions uniquely focus on collaboration, evidence-based pathways of care, automation, innovation, and value-based incentives to transform the networks of skilled nursing facilities and home health agencies, enabling a higher level of performance, lower cost, better health outcomes, and a better patient experience.

Leadership: Nick Stupakis, vice president of Helion

helion.health



Headquarters: Pittsburgh, Pennsylvania

Description: enGen's dynamic ecosystem of smart automation and technology supports and streamlines complex operations for health plans and their provider partners. Founded in 2014 as HM Health Solutions, enGen is a wholly owned healthtech subsidiary of Highmark Health. Headquartered in Pittsburgh, Pennsylvania, enGen has more than 6,000 employees and works with health care plans serving more than 11 million members nationwide.

Customers: Health plans

Products and Services: Advanced, end-to-end health insurance solutions, including the Enterprise Health Solution and HM Document Solutions.

Geographic Service Area: Global

Number of Employees: 6,000

Leadership: Mick Malec, enGen CEO and Enterprise Technology and Operations officer

engen.health



Headquarters: Pittsburgh, Pennsylvania

Description: HM Insurance Group works to protect businesses from the financial risk associated with catastrophic health care costs. A recognized leader in Employer Stop Loss, the company delivers protection for a range of group sizes. HM Insurance Group also offers managed care solutions, including Provider Excess Loss insurance and Health Plan Reinsurance, as well as accident and health specialty reinsurance.

Customers: Benefits brokers, consultants, and third-party administrators on behalf of group policyholders, health plans or provider organizations or ceding carriers

Products and Services: Stop Loss, Managed Care Reinsurance and accident and health specialty reinsurance

Geographic Service Area: All 50 states and Washington, D.C.

Number of Employees: 325

Leadership: Mark Lawrence, president, HM Insurance Group

hmig.com



Headquarters: Camp Hill, Pennsylvania

Description: United Concordia Companies, Inc. and its subsidiaries — collectively referred to as United Concordia Dental — is a leading dental solutions partner that delivers access to high-quality, cost-effective dental care through its network of over 126,000 unique dentists across more than 396,000 access points.

Customers: Consumers, businesses, and government organizations

Products and Services: Dental solutions, including insurance products and services

Brands Offered: Concordia Preferred (Dental PPO), Concordia Flex (Dental PPO), Concordia Plus (Dental HMO), Concordia EPO (Dental EPO), Smile for Health® Value Plan (Dental PPO), UC ClearVision™ (Vision PPO)

Geographic Service Area: All 50 states, the District of Columbia, Puerto Rico and Guam

Number of Employees: 1,100

Leadership: Edward Shellard, chair, CEO and president, United Concordia Dental

unitedconcordia.com



Enterprise Fast Facts

TO LEARN MORE, VISIT
[HIGHMARKHEALTH.ORG/
ANNUALREPORT2022](https://highmarkhealth.org/annualreport2022)



\$26 billion — operating
revenue in 2022



With innovative products and lower
costs, Highmark has expanded its Affordable
Care Act membership to more than
171,000 members — nearly **doubling** its total
ACA membership over the past three years.



HM Insurance Group paid
more than **\$750 million** in
claims in 2022.



In 2022, Highmark Health and
its subsidiaries and affiliates made
capital investments of \$915 million
to advance the mission of creating a
remarkable health experience, freeing
people to be their best.



In 2022, AHN opened the **largest
sports medicine and soccer complex of
its kind** in the U.S.: AHN Montour
Health + Sports Medicine Center.



Over 86% of home health agencies
in the networks Helion serves are in a
value-based arrangement.



An independent licensee of the Blue Cross
Blue Shield Association, Highmark Inc.,
together with its Blue-branded affiliates,
collectively comprise the fifth largest overall
Blue Cross Blue Shield-affiliated organization
in the country, with approximately **7 million
members** in Pennsylvania, Delaware, West
Virginia, and western and northeastern
New York.



enGen serviced more than **11 million
members** of separate health plans via
the Enterprise Health Solution.



United Concordia Dental's network
includes over 126,000 unique dentists
across more than 396,000 access points.
The dental solutions partner has more than
9.3 million members and over
21,500 commercial clients.