



**The Puerto Rico Chamber of Commerce
Birling Capital, BDO Puerto Rico, LLC and El Nuevo Día present:**



**High Impact Entrepreneurial
Development in Health Care**
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InnovaCare Health Solutions

Facts				
	2005	2013-2014	2019	2020 E
Assets (in thousands)	\$279,813	\$484,329	\$1,469,224	\$2,400,000
Revenues (in thousands)	\$736,606	\$1,967,116	\$3,131,198	\$3,800,000
Employees	835	1,340	2,749	2,948
Memberships	124,570	221,741	523,293	562,000
Primary Care Physicians				4,203
Owned Clinics				26



InnovaCare Businesses

Entity

Business profile

Current
members

Employees

MA
Health
Plan
2004



- Tenth largest MA Health Plan in U.S.
- #1 MA plan in PR with > 40% market share
- ~50% dual-eligible

~261,000

1,234

MSO
2008



- 7,900 physician care delivery network comprised of wholly-owned and 3rd party IPAs
- Proprietary network including chronic care clinics, member clubs & Hospitalist Company

–

715

Medicaid
Health
Plan
2014





- #2 Medicaid plan in Puerto Rico

~257,000

329

Puerto
Rico

Employess Businesses

		Entity	Business Profile	Current Members	Employees
Orlando	Provider Network 2018		<ul style="list-style-type: none"> ➤ Primary care platform with approximately 70 providers treating patients across five counties 	~41,200*	538
South Florida (Start-up)	Health Plan 2017		<ul style="list-style-type: none"> ➤ 4.5-Star MA health plan in Southern Florida formed in 2017 ➤ Network of 2,000 physicians and 30 hospitals 	~3,100	132
Mainland Acquisition			<ul style="list-style-type: none"> ➤ Primary Care & Specialty Clinic Acquisitions ➤ Diversification of Business Strategies ➤ Vertical & Horizontal Growth Strategies 		

How? Right Place-Right Time-Right Attitude

○ Puerto Rico

- Puerto Rico is a great health care laboratory-
 - Advanced managed care environment- 94% of the population is insured
 - 82% Percentage of Health Care Revenue is subsidized by Federal Government
- Health care community is receptive to alternative strategies to improve the delivery of medical care
- Socio-economics has forced Puerto Rico to do more with less
 - Puerto Rico cost of care is >50% less than the U.S. on a per capita basis

○ Innovation

- Aggressive strategies to grow and diversify the business
 - Rebuilding on the Mainland
 - Health plan- MMM-Florida
 - Primary Care Acquisitions- Orlando Family Physicians
 - Partnerships
 - IPA Partnerships-Transportation, Chronic Care Clinics
 - Ancillary strategies- Leasing entire Hospital floors
- Vertical Integration
 - Technology
 - Ancillary service acquisitions
 - Telemedicine (Mainland – Island)
- Horizontal Integration
 - Chronic care clinics
 - Primary clinic acquisitions
 - Multispecialty Clinics
 - In-Health Inc. Hospitalist Network

- Social Determinants
 - MA health plans have improved health care in Puerto Rico
 - New strategies through Benefit Design to address social determinants
 - Transportation
 - Housing
 - Home Care Services
 - Independence at home
- New Business Models
 - Innovate on health plan-provider Alignment Strategies
 - Robust high growth financial model
 - Risk based Compensation Models
 - Vertical & integration to manage rising cost of care
 - Horizontal integration to standardize variations in health care



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