

Massachusetts CLOSED Guaranteed Issue Nongroup Membership¹
as of December 31, 2007

| Nongroup Membership Total Membership | Type of Plan | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | Massachusetts |
|--|--------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| | | Members as of 12/31/07 |
| Aetna Life Insurance Company | Medical | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Aetna Life Insurance Company | Pref Prov | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 5 | 0 | 0 | 0 | 0 | 0 | 7 |
| Aetna Health Inc. | HMO | 0 | 2 | 1 | 0 | 3 | 1 | 2 | 1 | 3 | 0 | 4 | 3 | 2 | 0 | 22 |
| Blue Cross and Blue Shield of MA, Inc. (Std. Plan) | Pref Prov | 103 | 57 | 93 | 61 | 149 | 10 | 24 | 31 | 563 | 56 | 235 | 123 | 171 | 112 | 1,788 |
| Blue Cross and Blue Shield of MA, Inc. (Alt. Plan) ² | Pref Prov | 42 | 18 | 24 | 21 | 47 | 14 | 2 | 10 | 138 | 13 | 52 | 16 | 45 | 29 | 471 |
| Blue Cross and Blue Shield of MA HMO Blue, Inc. (Std. Plan) ³ | HMO | 397 | 126 | 492 | 27 | 840 | 57 | 192 | 65 | 1,869 | 76 | 761 | 691 | 527 | 576 | 6,696 |
| Blue Cross and Blue Shield of MA HMO Blue, Inc. (Alt. Plan) ^{3,4} | HMO | 667 | 171 | 865 | 92 | 1,276 | 116 | 246 | 207 | 2,250 | 127 | 1,143 | 1,077 | 438 | 787 | 9,462 |
| ConnectiCare of Massachusetts, Inc. | HMO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Fallon Community Health Plan, Inc. (Std. Plan) | HMO | 0 | 0 | 0 | 0 | 11 | 2 | 3 | 0 | 35 | 0 | 2 | 1 | 0 | 110 | 164 |
| Fallon Community Health Plan, Inc. (Alt. Plan) ⁵ | HMO | 0 | 0 | 0 | 0 | 8 | 0 | 1 | 0 | 24 | 0 | 0 | 0 | 0 | 49 | 82 |
| (The) Guardian Life Insurance Company of America | Medical | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| (The) Guardian Life Insurance Company of America | Pref Prov | 4 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 10 |
| Harvard Pilgrim Health Care, Inc. (Std. Plan) | HMO | 49 | 2 | 33 | 10 | 189 | 0 | 3 | 6 | 437 | 0 | 230 | 72 | 179 | 56 | 1,266 |
| Harvard Pilgrim Health Care, Inc. (Alt. Plan) ⁶ | HMO | 53 | 1 | 25 | 14 | 222 | 1 | 2 | 10 | 516 | 0 | 240 | 66 | 207 | 74 | 1,431 |
| Health New England, Inc. (Std. Plan) | HMO | 0 | 28 | 0 | 0 | 0 | 13 | 77 | 20 | 0 | 0 | 0 | 0 | 2 | 0 | 140 |
| Health New England, Inc. (Alt. Plan) ⁷ | HMO | 0 | 4 | 0 | 0 | 0 | 6 | 23 | 6 | 0 | 0 | 0 | 0 | 0 | 0 | 39 |
| (The) MEGA Life and Health Insurance Company | Medical | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mid-West Life Insurance Company of Tennessee | Medical | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Neighborhood Health Plan, Inc. | HMO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 1 | 0 | 3 | 0 | 7 |
| Tufts Associated HMO, Inc. | HMO | 21 | 0 | 5 | 0 | 40 | 2 | 5 | 3 | 141 | 0 | 53 | 26 | 54 | 34 | 384 |
| Tufts Insurance Company | Pref Prov | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 2 | 0 | 9 |
| United HealthCare Insurance Company | Medical | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 2 | 5 |
| United HealthCare Insurance Company | Pref Prov | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 1 | 4 |
| United HealthCare of New England, Inc. | HMO | 4 | 0 | 10 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 16 |
| Total Members | | 1,340 | 410 | 1,549 | 227 | 2,790 | 222 | 580 | 361 | 5,993 | 272 | 2,721 | 2,076 | 1,630 | 1,833 | 22,004 |
| 2007 Massachusetts Population⁸ | | 222,175 | 129,798 | 543,024 | 15,485 | 733,101 | 71,602 | 457,908 | 153,147 | 1,473,416 | 10,531 | 654,909 | 490,258 | 713,049 | 781,352 | 6,449,755 |
| Market Penetration Rate⁹ | | 0.60% | 0.32% | 0.29% | 1.47% | 0.38% | 0.31% | 0.13% | 0.24% | 0.41% | 2.58% | 0.42% | 0.42% | 0.23% | 0.23% | 0.34% |

¹ Represents membership in closed guaranteed issue nongroup health plans subject to M.G.L. c. 176M issued by a carrier after November 1, 1997 but before July 1, 2007, excluding membership in closed guaranteed issue health plans available only on a group conversion basis.

² Blue Cross and Blue Shield of Massachusetts, Inc. began offering PPO Basic Blue Direct for coverage effective December 1, 2002.

³ Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBSMA's HMO line of business effective January 1, 2005.

⁴ Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. began offering HMO Basic Blue Direct for coverage effective December 1, 2001.

⁵ Fallon Community Health Plan, Inc. began offering Independent Care 1250 utilizing the Fallon Select Care Network for coverage effective December 1, 2005.

⁶ Harvard Pilgrim Health Care, Inc. began offering Nongroup Low Option for coverage effective December 1, 2001.

⁷ Health New England, Inc. began offering offering Nongroup Low Option for coverage effective December 1, 2005.

⁸ Table 1: Annual Estimates of the Population for Counties of Massachusetts: April 1, 2000 to July 1, 2007 (CO-EST2007-01-25). Source: Population Division, U.S. Census Bureau. Release Date: March 20, 2008.

⁹ Total members in each county divided by 2007 population in each county.