

Massachusetts Division of Insurance Annual Report
Membership in VISION Insured Preferred Provider Plans by County
as of December 31, 2009

| | VISION Insured Preferred Provider Plan Members ¹ By County | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | MA |
|----|---|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|-----------------------|
| | | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Members at End of 2009 | Total 2009 Members |
| 1 | Combined Insurance Company of America | 825 | 44 | 1,033 | 89 | 2,562 | 440 | 620 | 371 | 9,450 | 4 | 4,555 | 1,295 | 4,168 | 4,570 | 30,026 |
| 2 | Connecticut General Life Insurance Company | 1 | 7 | 22 | 0 | 7 | 16 | 202 | 23 | 101 | 0 | 52 | 24 | 9 | 22 | 486 |
| 3 | Fidelity Security Insurance Company | 904 | 295 | 3,824 | 15 | 5,312 | 1,303 | 8,104 | 3,589 | 14,393 | 1 | 9,101 | 5,392 | 4,615 | 7,642 | 64,490 |
| 4 | (The) Guardian Life Insurance Company of America | 8 | 6 | 34 | 0 | 586 | 12 | 1,118 | 8 | 6,004 | 0 | 5,266 | 302 | 2,426 | 666 | 16,436 |
| 5 | Humana Insurance Company | 7 | 4 | 95 | 0 | 257 | 0 | 11 | 13 | 112 | 0 | 57 | 58 | 23 | 108 | 745 |
| 6 | Massachusetts Vision Service Plan, Inc. | 493 | 321 | 5,186 | 159 | 14,977 | 0 | 3,228 | 249 | 160,290 | 0 | 20,734 | 5,500 | 53,301 | 4,625 | 269,063 |
| 7 | (The) MEGA Life and Health Insurance Company | 230 | 58 | 184 | 19 | 352 | 31 | 162 | 52 | 525 | 23 | 245 | 196 | 266 | 193 | 2,536 |
| 8 | Mid-West Life Insurance Company of Tennessee | 537 | 47 | 469 | 48 | 891 | 37 | 163 | 70 | 1,421 | 20 | 696 | 587 | 539 | 660 | 6,185 |
| 9 | National Guardian Life Insurance Company | 367 | 74 | 729 | 15 | 2,268 | 69 | 688 | 165 | 3,584 | 0 | 1,543 | 1,068 | 784 | 4,246 | 15,600 |
| 10 | National Union Fire Insurance Co. of Pitt., PA | 10 | 3 | 40 | 0 | 299 | 0 | 158 | 34 | 1,068 | 0 | 155 | 51 | 101 | 151 | 2,070 |
| 11 | United HealthCare Insurance Company | 1,307 | 12 | 4,488 | 169 | 6,929 | 101 | 1,297 | 274 | 12,322 | 53 | 7,442 | 4,467 | 9,035 | 3,997 | 51,893 |
| | Total Members | 4,689 | 871 | 16,104 | 514 | 34,440 | 2,009 | 15,751 | 4,848 | 209,270 | 101 | 49,846 | 18,940 | 75,267 | 26,880 | 459,530 |
| | 2009 Massachusetts Population ² | 221,151 | 129,288 | 547,433 | 15,974 | 742,582 | 71,778 | 471,081 | 156,044 | 1,505,006 | 11,322 | 666,303 | 498,344 | 753,580 | 803,701 | 6,593,587 |
| | 2009 Market Penetration Rate ³ | 2.12% | 0.67% | 2.94% | 3.22% | 4.64% | 2.80% | 3.34% | 3.11% | 13.90% | 0.89% | 7.48% | 3.80% | 9.99% | 3.34% | 6.97% |

¹ Information reported by carriers offering a VISION insured preferred provider plan, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.2," which instructs carriers to exclude members for whom the carrier did not bear any financial risk.

² 2009 Population Source: Table 1: Annual Estimates of the Resident Population for Counties of Massachusetts: April 1, 2000 to July 1, 2009 (CO-EST2009-01-25). Source: Population Division, U.S. Census Bureau. Release Date: March 2010.

³ Total VISION insured preferred provider plan members in each county divided by the 2009 population in each county.