

Massachusetts Division of Insurance  
Quarterly Report of Membership in Health Maintenance Organizations  
as of March 31, 2005 <sup>1</sup>

**COMPARISON OF 1st QUARTER MEMBERSHIP TO LAST THREE QUARTERS**

|   | 2nd Quarter 2004<br>Members at<br>End of Quarter | 3rd Quarter 2004<br>Members at<br>End of Quarter | 4th Quarter 2004<br>Members at<br>End of Quarter | 1st Quarter 2005<br>Members at<br>End of Quarter | Member<br>Change<br>4th Qtr. 04 to<br>1st Qtr. 05 | Percent<br>Change<br>4th Qtr. 04 to<br>1st Qtr. 05 | 1st Quarter 2005<br>Share of<br>Massachusetts<br>HMO Market |
|---|--|--|--|--|---|--|---|
| Aetna Health Inc.   | 10,796   | 9,966  | 9,402  | 7,638  | (1,764)   | -17.70%  | 0.4%  |
| Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup> | 726,259  | 742,326  | 758,947  | 778,082  | 19,135  | 2.58%  | 40.1%   |
| CIGNA HealthCare of Massachusetts, Inc. <sup>3</sup>                    | 17,034   | 13,836   | 11,229   | 9,355  | (1,874)   | -13.54%  | 0.5%  |
| ConnectiCare of Massachusetts, Inc.                                     | 9,480  | 9,058  | 8,564  | 6,242  | (2,322)   | -25.63%  | 0.3%  |
| Fallon Community Health Plan, Inc.                                      | 169,234  | 168,494  | 166,058  | 160,934  | (5,124)   | -3.04%   | 8.3%  |
| Great-West Healthcare of Massachusetts, Inc. <sup>4</sup>               | 0  | 0  | 0  | 0  | 0   | 0.00%  | 0.0%  |
| Harvard Pilgrim Health Care, Inc.                                       | 513,717  | 468,757  | 464,887  | 436,931  | (27,956)  | -5.96%   | 22.5%   |
| Health New England, Inc.  | 64,039   | 63,716   | 62,508   | 60,218   | (2,290)   | -3.59%   | 3.1%  |
| Neighborhood Health Plan, Inc.  | 116,216  | 119,825  | 124,021  | 121,818  | (2,203)   | -1.84%   | 6.3%  |
| Tufts Associated HMO, Inc. <sup>5</sup>                                 | 471,089  | 414,441  | 401,322  | 358,375  | (42,947)  | -10.36%  | 18.5%   |
| UnitedHealthcare of New England, Inc.                                   | 1,810  | 1,926  | 1,962  | 1,617  | (345)   | -17.91%  | 0.1%  |
| <b>Totals</b>   | 2,099,674  | 2,012,345  | 2,008,900  | 1,941,210  | (67,690)  | -3.36%   | 100.0%  |

<sup>1</sup> Information reported by HMOs as of the end of the first quarter of 2005 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. **Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.**

<sup>2</sup> 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.

<sup>3</sup> The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

<sup>4</sup> One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

<sup>5</sup> Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).