

Massachusetts Division of Insurance Annual Report  
Membership in VISION Insured Preferred Provider Plans by County  
as of December 31, 2012

	VISION Insured Preferred Provider Plan Members <sup>1</sup> By County	Barnstable Members at End of 2012	Berkshire Members at End of 2012	Bristol Members at End of 2012	Dukes Members at End of 2012	Essex Members at End of 2012	Franklin Members at End of 2012	Hampden Members at End of 2012	Hampshire Members at End of 2012	Middlesex Members at End of 2012	Nantucket Members at End of 2012	Norfolk Members at End of 2012	Plymouth Members at End of 2012	Suffolk Members at End of 2012	Worcester Members at End of 2012	MA Total 2012 Members
1	Aetna Life Insurance Company	92	16	261	1	460	6	141	32	1,269	1	580	267	457	480	4,063
2	American General Life Insurance Company <sup>2</sup>	0	3	10	0	38	0	11	4	133	0	4	9	9	58	279
3	Ameritas Life Insurance Corporation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4	The Chesapeake Life Insurance Company	208	2	252	5	397	7	42	6	728	0	406	331	111	279	2,774
5	Combined Insurance Company of America	1,706	114	1,545	145	6,099	796	5,488	1,855	17,738	15	6,347	1,997	6,159	6,811	56,815
6	Connecticut General Life Insurance Company	19	61	272	0	753	24	162	19	868	0	980	402	384	488	4,432
7	Fidelity Security Insurance Company	1,018	416	3,682	15	7,236	1,325	9,744	2,258	17,666	7	9,287	6,150	5,470	10,504	74,778
8	(The) Guardian Life Insurance Company of America	50	1,474	534	220	1,478	238	558	84	9,788	0	5,628	336	4,418	1,916	26,722
9	Humana Insurance Company	194	0	246	0	434	0	0	0	1,114	0	514	241	409	244	3,396
10	Massachusetts Vision Service Plan, Inc.	679	644	7,947	76	15,990	0	4,160	231	202,430	51	21,641	4,803	68,064	11,712	338,428
11	(The) MEGA Life and Health Insurance Company	82	29	88	6	127	12	86	32	274	12	112	88	66	98	1,112
12	Mid-West Life Insurance Company of Tennessee	164	7	145	2	343	13	53	33	500	14	235	221	89	211	2,030
13	National Guardian Life Insurance Company	203	56	656	9	1,106	65	663	92	2,457	6	849	418	563	2,923	10,066
14	National Union Fire Insurance Co. of Pitt., PA	9	8	45	0	252	1	213	40	1,169	0	234	70	142	143	2,326
15	Reliance Standard Life Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16	United HealthCare Insurance Company	1,172	3	3,802	199	6,575	78	735	254	13,614	126	8,027	4,237	9,151	5,249	53,222
	<b>Total Members</b>	<b>5,596</b>	<b>2,833</b>	<b>19,485</b>	<b>678</b>	<b>41,288</b>	<b>2,565</b>	<b>22,056</b>	<b>4,940</b>	<b>269,748</b>	<b>232</b>	<b>54,844</b>	<b>19,570</b>	<b>95,492</b>	<b>41,116</b>	<b>580,443</b>
	<b>2012 Massachusetts Population <sup>3</sup></b>	<b>215,423</b>	<b>130,016</b>	<b>551,082</b>	<b>17,041</b>	<b>755,618</b>	<b>71,540</b>	<b>465,923</b>	<b>159,795</b>	<b>1,537,215</b>	<b>10,298</b>	<b>681,845</b>	<b>499,759</b>	<b>744,426</b>	<b>806,163</b>	<b>6,646,144</b>
	<b>2012 Market Penetration Rate <sup>4</sup></b>	<b>2.60%</b>	<b>2.18%</b>	<b>3.54%</b>	<b>3.98%</b>	<b>5.46%</b>	<b>3.59%</b>	<b>4.73%</b>	<b>3.09%</b>	<b>17.55%</b>	<b>2.25%</b>	<b>8.04%</b>	<b>3.92%</b>	<b>12.83%</b>	<b>5.10%</b>	<b>8.73%</b>

<sup>1</sup> 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.

<sup>2</sup> Effective December 8, 2009 AIG Life Insurance Company changed its name to American General Life Insurance Company of Delaware. Effective December 31, 2012, American General Life Insurance Company of Delaware merged into American General Life Insurance Company.

<sup>3</sup> 2012 Population Source: Table 1: Annual County Resident Population Estimates by Age, Sex, Race, and Hispanic Origin: April 1, 2010 to July 1, 2012 (PEPSR6H). Source: Population Division, U.S. Census Bureau. Release Date: June 2013.

<sup>4</sup> Total VISION insured preferred provider plan members in each county divided by the 2012 population in each county.