

III. PERSONS COVERED BY LTCI

A. *Massachusetts*⁶

As of December 31, 2012, **171,024** policy holders held LTCI plans – 105,977 (62%) with individual LTCI plans and 65,047 (38%) with coverage through group LTCI plans. The number of Massachusetts persons with LTCI coverage grew by 18,166, or 11% above the 152,858 Massachusetts persons with LTCI coverage as of December 31, 2008.

Massachusetts LTCI

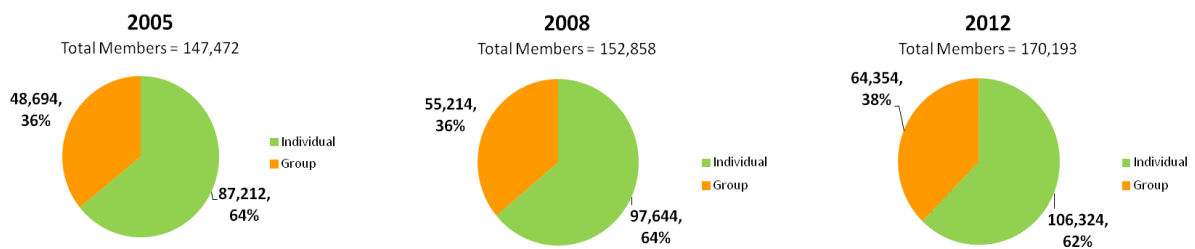


Exhibit 1

B. *National*⁷

As of December 31, 2012, **6,193,092** policy holders held LTCI plans - **4,001,020** persons (65%) with individual LTCI plans and **2,192,072** (35%) with coverage through group LTCI plans. Total Massachusetts policyholders (including individual and group) reflect 2.75% of national policyholders.

The number of persons with LTCI coverage nationally grew by 346,312 or 6% above the 5,846,780 persons with LTCI coverage as of December 31, 2008.

National LTCI Membership

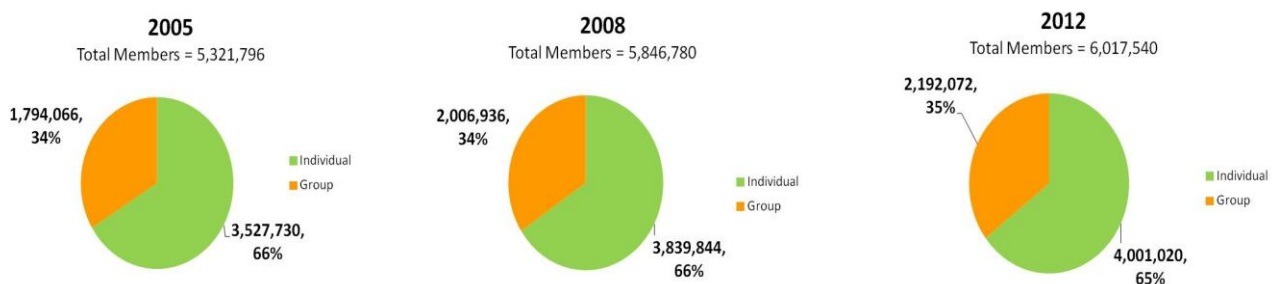


Exhibit 2