

Massachusetts Division of Insurance  
Quarterly Report of Membership in Health Maintenance Organizations  
as of September 30, 2013 <sup>1</sup>

TOTAL MEMBERSHIP BY COUNTY

Closed Network

|   | Barnstable                   | Berkshire                    | Bristol                      | Dukes                        | Essex                        | Franklin                     | Hampden                      | Hampshire                    | Middlesex                    | Nantucket                    | Norfolk                      | Plymouth                     | Suffolk                      | Worcester                    | Massachusetts                |
|---|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
|   | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter |
| <b>TOTAL MEMBERSHIP BY COUNTY</b>                                       |                              |                              |                              |                              |                              |                              |                              |                              |                              |                              |                              |                              |                              |                              |                              |
| Aetna Health Inc.   | 30                           | 6                            | 36                           | 0                            | 212                          | 3                            | 124                          | 25                           | 344                          | 0                            | 97                           | 77                           | 93                           | 100                          | 1,147                        |
| Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>2</sup> | 15,144                       | 10,372                       | 36,921                       | 1,021                        | 62,459                       | 4,940                        | 22,273                       | 10,411                       | 127,375                      | 882                          | 57,562                       | 44,224                       | 36,777                       | 67,933                       | 498,294                      |
| Boston Medical Center Health Plan, Inc. <sup>3</sup>                    | 15,372                       | 18,262                       | 46,946                       | 11                           | 18,741                       | 7,367                        | 71,895                       | 11,143                       | 14,455                       | 6                            | 11,524                       | 18,548                       | 32,031                       | 15,977                       | 282,278                      |
| CeltiCare Health Plan of Massachusetts, Inc. <sup>4</sup>               | 646                          | 38                           | 689                          | 199                          | 2,062                        | 336                          | 843                          | 288                          | 2,197                        | 98                           | 1,006                        | 582                          | 2,328                        | 953                          | 12,265                       |
| ConnectiCare of Massachusetts, Inc.                                     | 0                            | 20                           | 0                            | 0                            | 0                            | 136                          | 1,834                        | 592                          | 1                            | 0                            | 0                            | 0                            | 1                            | 8                            | 2,592                        |
| Fallon Community Health Plan, Inc.                                      | 257                          | 1,565                        | 4,242                        | 0                            | 6,915                        | 1,797                        | 9,617                        | 3,385                        | 17,323                       | 1                            | 3,904                        | 4,485                        | 1,046                        | 96,612                       | 151,149                      |
| Harvard Pilgrim Health Care, Inc.                                       | 14,220                       | 140                          | 17,596                       | 1,285                        | 30,715                       | 556                          | 1,284                        | 2,198                        | 70,685                       | 463                          | 34,125                       | 24,192                       | 22,799                       | 32,218                       | 252,476                      |
| Health New England, Inc.  | 3                            | 12,193                       | 12                           | 2                            | 15                           | 10,715                       | 58,092                       | 21,130                       | 30                           | 0                            | 11                           | 7                            | 21                           | 1,366                        | 103,597                      |
| Neighborhood Health Plan, Inc.  | 6,022                        | 413                          | 18,410                       | 1,651                        | 52,546                       | 174                          | 4,508                        | 349                          | 59,934                       | 1,177                        | 27,218                       | 19,042                       | 58,203                       | 15,393                       | 265,040                      |
| Network Health, LLC   | 4,067                        | 1,439                        | 10,663                       | 1,676                        | 32,774                       | 864                          | 9,531                        | 1,253                        | 58,121                       | 826                          | 14,192                       | 12,570                       | 25,600                       | 45,732                       | 219,308                      |
| Tufts Associated HMO, Inc. <sup>5</sup>                                 | 8,992                        | 2,412                        | 23,850                       | 46                           | 39,929                       | 1,415                        | 10,556                       | 3,555                        | 99,410                       | 20                           | 40,726                       | 28,391                       | 21,116                       | 34,483                       | 314,901                      |
| <b>Total HMO Members</b>  | 64,753                       | 46,860                       | 159,365                      | 5,891                        | 246,368                      | 28,303                       | 190,557                      | 54,329                       | 449,875                      | 3,473                        | 190,365                      | 152,118                      | 200,015                      | 310,775                      | 2,103,047                    |
| <b>2012 Massachusetts Population <sup>6</sup></b>                       | 215,423                      | 130,016                      | 551,082                      | 17,041                       | 755,618                      | 71,540                       | 465,923                      | 159,795                      | 1,537,215                    | 10,298                       | 681,845                      | 499,759                      | 744,426                      | 806,163                      | 6,646,144                    |
| <b>Market Penetration Rate <sup>7</sup></b>                             | 30.06%                       | 36.04%                       | 28.92%                       | 34.57%                       | 32.60%                       | 39.56%                       | 40.90%                       | 34.00%                       | 29.27%                       | 33.72%                       | 27.92%                       | 30.44%                       | 26.87%                       | 38.55%                       | 31.64%                       |

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|   | Barnstable                   | Berkshire                    | Bristol                      | Dukes                        | Essex                        | Franklin                     | Hampden                      | Hampshire                    | Middlesex                    | Nantucket                    | Norfolk                      | Plymouth                     | Suffolk                      | Worcester                    | Massachusetts                |
|---|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
|   | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter |
| Aetna Health Inc. <sup>2</sup>  | 1                            | 4                            | 19                           | 0                            | 121                          | 1                            | 63                           | 15                           | 123                          | 0                            | 45                           | 25                           | 43                           | 42                           | 502                          |
| Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. <sup>3</sup> | 3,937                        | 1,142                        | 6,191                        | 595                          | 13,535                       | 943                          | 4,219                        | 1,910                        | 35,649                       | 1,094                        | 15,414                       | 7,410                        | 9,794                        | 11,254                       | 113,087                      |
| Boston Medical Center Health Plan, Inc.                                 | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            |
| CeltiCare Health Plan of Massachusetts, Inc.                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            |
| ConnectiCare of Massachusetts, Inc.                                     | 0                            | 5                            | 0                            | 0                            | 0                            | 12                           | 188                          | 65                           | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 270                          |
| Fallon Community Health Plan, Inc.                                      | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 8                            | 0                            | 0                            | 0                            | 0                            | 114                          | 122                          |
| Harvard Pilgrim Health Care, Inc.                                       | 479                          | 20                           | 968                          | 172                          | 3,317                        | 55                           | 94                           | 188                          | 10,083                       | 66                           | 4,073                        | 1,575                        | 2,817                        | 2,085                        | 25,992                       |
| Health New England, Inc.  | 15                           | 347                          | 10                           | 0                            | 31                           | 211                          | 1,558                        | 746                          | 41                           | 0                            | 19                           | 7                            | 10                           | 116                          | 3,111                        |
| Neighborhood Health Plan, Inc.  | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            |
| Network Health, LLC   | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            | 0                            |
| Tufts Associated HMO, Inc. <sup>5</sup>                                 | 27                           | 13                           | 76                           | 1                            | 234                          | 13                           | 30                           | 59                           | 964                          | 3                            | 376                          | 131                          | 262                          | 121                          | 2,310                        |
| <b>Total HMO Members</b>  | 4,459                        | 1,531                        | 7,264                        | 768                          | 17,238                       | 1,235                        | 6,152                        | 2,983                        | 46,868                       | 1,163                        | 19,927                       | 9,148                        | 12,926                       | 13,732                       | 145,394                      |
| <b>2012 Massachusetts Population <sup>6</sup></b>                       | 215,423                      | 130,016                      | 551,082                      | 17,041                       | 755,618                      | 71,540                       | 465,923                      | 159,795                      | 1,537,215                    | 10,298                       | 681,845                      | 499,759                      | 744,426                      | 806,163                      | 6,646,144                    |
| <b>Market Penetration Rate <sup>7</sup></b>                             | 2.07%                        | 1.18%                        | 1.32%                        | 4.51%                        | 2.28%                        | 1.73%                        | 1.32%                        | 1.87%                        | 3.05%                        | 11.29%                       | 2.92%                        | 1.83%                        | 1.74%                        | 1.70%                        | 2.19%                        |

<sup>1</sup> Information reported by HMOs as of the end of the third quarter of 2013 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 6.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk.

<sup>2</sup> Effective September 1, 2010, Aetna Health Inc. ceased offering small group health plans in Massachusetts and will begin nonrenewing all small group health business as of April 1, 2011.

<sup>3</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>4</sup> Network Health, LLC was not licensed until October 1, 2011. The 3rd quarter 2011 membership report includes Network Health, LLC for the first time.

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

<sup>6</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>7</sup> Total HMO members in each county divided by the 2011 population in each county.

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