

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of December 31, 2007¹

COMPARISON OF 4th QUARTER MEMBERSHIP TO LAST THREE QUARTERS

| | 1st Quarter 2007 Members at End of Quarter | 2nd Quarter 2007 Members at End of Quarter | 3rd Quarter 2007 Members at End of Quarter | 4th Quarter 2007 Members at End of Quarter | Member Change 3rd Qtr. 07 to 4th Qtr. 07 | Percent Change 3rd Qtr. 07 to 4th Qtr. 07 | 4th Quarter 2007 Share of Massachusetts HMO Market |
|---|--|--|--|--|---|--|---|
| Aetna Health Inc. | 4,154 | 3,884 | 4,122 | 3,888 | (234) | -5.68% | 0.2% |
| Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. ² | 854,182 | 849,880 | 857,518 | 864,819 | 7,301 | 0.85% | 44.1% |
| CIGNA HealthCare of Massachusetts, Inc. ³ | 4,625 | 4,059 | 2,966 | 2,638 | (328) | -11.06% | 0.1% |
| ConnectiCare of Massachusetts, Inc. | 5,678 | 6,071 | 6,131 | 6,141 | 10 | 0.16% | 0.3% |
| Fallon Community Health Plan, Inc. | 153,234 | 154,283 | 153,094 | 158,224 | 5,130 | 3.35% | 8.1% |
| Harvard Pilgrim Health Care, Inc. | 368,349 | 363,696 | 365,107 | 362,963 | (2,144) | -0.59% | 18.5% |
| Health New England, Inc. | 66,096 | 66,338 | 66,850 | 67,205 | 355 | 0.53% | 3.4% |
| Neighborhood Health Plan, Inc. | 144,020 | 147,946 | 159,767 | 172,864 | 13,097 | 8.20% | 8.8% |
| Tufts Associated HMO, Inc. ⁴ | 301,766 | 310,204 | 314,996 | 321,325 | 6,329 | 2.01% | 16.4% |
| UnitedHealthcare of New England, Inc. | 943 | 984 | 711 | 701 | (10) | -1.41% | 0.0% |
| Totals | 1,903,047 | 1,907,345 | 1,931,262 | 1,960,768 | 29,506 | 1.53% | 100.0% |

¹ Information reported by HMOs as of the end of the fourth quarter of 2007 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 3.0" 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.**

² 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.

³ 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 nonrenewing business as of December 1, 2004.

⁴ Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).