## Massachusetts Guaranteed Issue Nongroup Membership <sup>1</sup> as of December 31, 2003

| Nongroup<br>Subscribers<br>by Age | Individual<br>Subs | Percent<br>of Total<br>Buyers | All Other<br>(Family)<br>Subs | Percent<br>of Total<br>Buyers | Total<br>Market<br>Buyers | Percent<br>of Total<br>Buyers |
|-----------------------------------|--------------------|-------------------------------|-------------------------------|-------------------------------|---------------------------|-------------------------------|
| zero - 19                         | 353                | 1.2%                          | 1                             | 0.0%                          | 354                       | 1.2%                          |
| 20 - 29                           | 5,148              | 18.0%                         | 294                           | 1.0%                          | 5,442                     | 19.0%                         |
| 30 - 39                           | 3,841              | 13.4%                         | 2,104                         | 7.4%                          | 5,945                     | 20.8%                         |
| 40 - 49                           | 3,539              | 12.4%                         | 2,006                         | 7.0%                          | 5,545                     | 19.4%                         |
| 50 - 59                           | 4,544              | 15.9%                         | 1,601                         | 5.6%                          | 6,145                     | 21.5%                         |
| 60 - 64                           | 3,943              | 13.8%                         | 744                           | 2.6%                          | 4,687                     | 16.4%                         |
| 65 - over*                        | 431                | 1.5%                          | 53                            | 0.2%                          | 484                       | 1.7%                          |
| Total                             | 21,799             | 76.2%                         | 6,803                         | 23.8%                         | 28,602                    | 100%                          |

| Total Single Subscribers | 21,799 |
|--------------------------|--------|
| Total Family Subscribers | 6,803  |
| Average Family Size      | 3.1    |

| Nongroup       | Barnstable     | Berkshire      | Bristol        | Dukes          | Essex          | Franklin       | Hampden        | Hampshire      | Middlesex      | Nantucket      | Norfolk        | Plymouth       | Suffolk        | Worcester      | Massachusetts  |
|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Members by     | Members        |
| County and Age | as of 12/31/03 |
| zero - 19      | 376            | 130            | 475            | 27             | 1,140          | 55             | 188            | 138            | 2,552          | 49             | 1,313          | 843            | 284            | 701            | 8,271          |
| 20 - 29        | 261            | 138            | 349            | 35             | 711            | 58             | 187            | 132            | 1,904          | 43             | 791            | 457            | 604            | 518            | 6,188          |
| 30 - 39        | 340            | 121            | 455            | 33             | 937            | 56             | 177            | 138            | 2,385          | 51             | 961            | 591            | 804            | 620            | 7,669          |
| 40 - 49        | 362            | 111            | 350            | 27             | 882            | 76             | 181            | 142            | 2,320          | 43             | 941            | 555            | 524            | 649            | 7,163          |
| 50 - 59        | 542            | 142            | 464            | 53             | 928            | 80             | 239            | 154            | 2,274          | 38             | 894            | 570            | 520            | 628            | 7,526          |
| 60 - 64        | 521            | 101            | 387            | 29             | 720            | 46             | 273            | 115            | 1,385          | 17             | 681            | 457            | 283            | 357            | 5,372          |
| 65 - over      | 20             | 2              | 19             | 1              | 36             | 4              | 13             | 5              | 143            | 1              | 61             | 30             | 32             | 170            | 537            |
|                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Total          | 2,422          | 745            | 2,499          | 205            | 5,354          | 375            | 1,258          | 824            | 12,963         | 242            | 5,642          | 3,503          | 3,051          | 3,643          | 42,726         |

<sup>1</sup> Represents membership in guaranteed issue nongroup health plans subject to M.G.L. c. 176M excluding membership in guaranteed issue health plans available only on a group conversion basis (please see separate report for this information).

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