

**Difference in Membership Between 2006 and 2007 in Medicare Supplement Plans According to Prescription Drug Coverage**

| INSURANCE COMPANY<br>GROUP AND INDIVIDUAL PLANS   | Covered Lives in GROUP and INDIVIDUAL Plans<br>at End of 2006 |                               |                                 |                | Covered Lives in GROUP and INDIVIDUAL Plans<br>at End of 2007 |                               |                                 |                | Change in Covered Lives in GROUP and INDIVIDUAL Plans<br>From End of 2006 to End of 2007 |                               |                                 |            |
|---|---|-------------------------------|---------------------------------|----------------|---|-------------------------------|---------------------------------|----------------|--|-------------------------------|---------------------------------|------------|
|   | Without<br>Drug Coverage                                      | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Total          | Without<br>Drug Coverage                                      | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Total          | Without<br>Drug Coverage   | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Total      |
| AIG Premier Insurance Company                     | 8   | 0                             | 0                               | 8              | 6   | 0                             | 0                               | 6              | (2)  | 0                             | 0                               | (2)        |
| Allianz Life Insurance Company of North America   | 67  | 0                             | 26                              | 93             | 0   | 0                             | 0                               | 0              | (67)   | 0                             | (26)                            | (93)       |
| American National Life Ins. Co. of Texas          | 1   | 0                             | 0                               | 0              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0          |
| Bankers Life and Casualty Company                 | 3,994   | 0                             | 1,715                           | 5,709          | 4,808   | 0                             | 1,327                           | 6,135          | 814  | 0                             | (388)                           | 426        |
| Bankers Multiple Line Insurance Company           | 397   | 0                             | 111                             | 508            | 356   | 0                             | 92                              | 448            | (41)   | 0                             | (19)                            | (60)       |
| BCS Life Insurance Company                        | 3   | 0                             | 0                               | 3              | 3   | 0                             | 0                               | 3              | 0  | 0                             | 0                               | 0          |
| Blue Cross and Blue Shield of Massachusetts, Inc. | 135,167   | 376                           | 29,377                          | 164,920        | 138,102   | 409                           | 25,602                          | 164,113        | 2,935  | 33                            | (3,775)                         | (807)      |
| CareFirst GHMSI, Inc.                             | 269   | 0                             | 30                              | 299            | 35  | 0                             | 1                               | 36             | (234)  | 0                             | (29)                            | (263)      |
| Catholic Association of Foresters                 | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0          |
| Combined Insurance Company of America             | 50  | 0                             | 0                               | 50             | 48  | 0                             | 0                               | 48             | (2)  | 0                             | 0                               | (2)        |
| GENWORTH Life and Annuity Insurance Company       | 9   | 0                             | 0                               | 9              | 0   | 0                             | 0                               | 0              | (9)  | 0                             | 0                               | (9)        |
| Globe Life and Accident Insurance Company         | 0   | 0                             | 0                               | 0              | 1   | 0                             | 0                               | 1              | 1  | 0                             | 0                               | 1          |
| Golden Rule Insurance Company                     | 3   | 0                             | 10                              | 13             | 2   | 0                             | 7                               | 9              | (1)  | 0                             | (3)                             | (4)        |
| Hartford Life Insurance Company                   | 533   | 0                             | 71                              | 604            | 442   | 0                             | 52                              | 494            | (91)   | 0                             | (19)                            | (110)      |
| HPHC Insurance Company, Inc.                      | 9   | 0                             | 824                             | 833            | 11  | 0                             | 430                             | 441            | 2  | 0                             | (394)                           | (392)      |
| Kanawha Insurance Company                         | 4   | 0                             | 0                               | 4              | 4   | 0                             | 0                               | 4              | 0  | 0                             | 0                               | 0          |
| Life and Health Insurance Company of America      | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0          |
| Life Investors Insurance Company of America       | 27  | 4                             | 80                              | 111            | 31  | 4                             | 68                              | 103            | 4  | 0                             | (12)                            | (8)        |
| Mennonite Mutual Aid Association                  | 2   | 0                             | 0                               | 2              | 2   | 0                             | 0                               | 2              | 0  | 0                             | 0                               | 0          |
| Monumental Life Insurance Company                 | 141   | 25                            | 7                               | 125            | 137   | 25                            | 6                               | 168            | (4)  | 0                             | (1)                             | (5)        |
| Mutual of Omaha Insurance Company                 | 474   | 43                            | 42                              | 559            | 389   | 41                            | 41                              | 471            | (85)   | (2)                           | (1)                             | (88)       |
| National Benefit Life Insurance Company           | 3   | 0                             | 0                               | 3              | 3   | 0                             | 0                               | 3              | 0  | 0                             | 0                               | 0          |
| National Foundation Life Insurance Company        | 3   | 0                             | 0                               | 3              | 1   | 0                             | 0                               | 1              | (2)  | 0                             | 0                               | (2)        |
| New York Life Insurance Company                   | 23  | 0                             | 5                               | 28             | 22  | 0                             | 5                               | 27             | (1)  | 0                             | 0                               | (1)        |
| Order of United Commercial Travelers of America   | 23  | 0                             | 0                               | 23             | 23  | 0                             | 0                               | 23             | 0  | 0                             | 0                               | 0          |
| Oxford Life Insurance Company                     | 736   | 0                             | 29                              | 765            | 681   | 0                             | 22                              | 703            | (55)   | 0                             | (7)                             | (62)       |
| Physicians Mutual Insurance Company               | 26  | 1                             | 0                               | 27             | 28  | 1                             | 0                               | 29             | 2  | 0                             | 0                               | 2          |
| Principal Life Insurance Company                  | 48  | 3                             | 11                              | 62             | 43  | 3                             | 10                              | 56             | (5)  | 0                             | (1)                             | (6)        |
| Protective Life Insurance Company                 | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0          |
| Standard Life and Accident Insurance Company      | 44  | 0                             | 0                               | 44             | 37  | 0                             | 0                               | 37             | (7)  | 0                             | 0                               | (7)        |
| State Farm Mutual Automobile Insurance Company    | 5   | 0                             | 0                               | 5              | 4   | 0                             | 0                               | 4              | (1)  | 0                             | 0                               | (1)        |
| Transamerica Financial Life Insurance Company     | 30  | 9                             | 0                               | 39             | 34  | 5                             | 0                               | 39             | 4  | (4)                           | 0                               | 0          |
| Unicare Life and Health Insurance Company         | 0   | 0                             | 0                               | 0              | 7   | 0                             | 0                               | 7              | 7  | 0                             | 0                               | 7          |
| Union Fidelity Life Insurance Company             | 4   | 0                             | 0                               | 4              | 2   | 0                             | 0                               | 2              | (2)  | 0                             | 0                               | (2)        |
| Union Labor Life Insurance Company                | 29  | 56                            | 0                               | 85             | 28  | 52                            | 0                               | 80             | (1)  | (4)                           | 0                               | (5)        |
| United American Insurance Company                 | 0   | 0                             | 0                               | 0              | 255   | 0                             | 0                               | 255            | 255  | 0                             | 0                               | 255        |
| United HealthCare Insurance Company               | 20,797  | 1,640                         | 562                             | 22,998         | 22,901  | 1,551                         | 466                             | 24,918         | 2,104  | (89)                          | (96)                            | 1,920      |
| United Teacher Associates Insurance Company       | 6   | 0                             | 0                               | 6              | 1   | 0                             | 0                               | 1              | (5)  | 0                             | 0                               | (5)        |
| Washington National Insurance Company             | 47  | 0                             | 0                               | 47             | 39  | 0                             | 0                               | 39             | (8)  | 0                             | 0                               | (8)        |
| <b>Total</b>                                      | <b>162,985</b>  | <b>2,157</b>                  | <b>32,900</b>                   | <b>198,041</b> | <b>168,490</b>  | <b>2,091</b>                  | <b>28,129</b>                   | <b>198,710</b> | <b>5,505</b>   | <b>(66)</b>                   | <b>(4,771)</b>                  | <b>669</b> |