

**Difference in Membership Between 2007 and 2008 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 2007 |                               |                                 |                | Covered Lives in GROUP and INDIVIDUAL Plans<br>at End of 2008 |                               |                                 |                | Change in Covered Lives in GROUP and INDIVIDUAL Plans<br>From End of 2007 to End of 2008 |                               |                                 |               |
|---|---|-------------------------------|---------------------------------|----------------|---|-------------------------------|---------------------------------|----------------|--|-------------------------------|---------------------------------|---------------|
|   | 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                     | 6   | 0                             | 0                               | 6              | 3   | 0                             | 0                               | 3              | (3)  | 0                             | 0                               | (3)           |
| American National Life Ins. Co. of Texas          | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0             |
| Bankers Life and Casualty Company                 | 4,808   | 0                             | 1,327                           | 6,135          | 5,323   | 0                             | 1,069                           | 6,392          | 515  | 0                             | (258)                           | 257           |
| Bankers Multiple Line Insurance Company           | 356   | 0                             | 92                              | 448            | 367   | 0                             | 82                              | 449            | 11   | 0                             | (10)                            | 1             |
| BCS Life Insurance Company                        | 3   | 0                             | 0                               | 3              | 3   | 0                             | 0                               | 3              | 0  | 0                             | 0                               | 0             |
| Blue Cross and Blue Shield of Massachusetts, Inc. | 138,102   | 409                           | 25,602                          | 164,113        | 143,724   | 7,465                         | 21,561                          | 172,750        | 5,622  | 7,056                         | (4,041)                         | 8,637         |
| CareFirst GHMSI, Inc.                             | 35  | 0                             | 1                               | 36             | 34  | 0                             | 0                               | 34             | (1)  | 0                             | (1)                             | (2)           |
| Catholic Association of Foresters                 | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0             |
| Combined Insurance Company of America             | 48  | 0                             | 0                               | 48             | 43  | 0                             | 0                               | 43             | (5)  | 0                             | 0                               | (5)           |
| Globe Life and Accident Insurance Company         | 1   | 0                             | 0                               | 1              | 0   | 0                             | 0                               | 0              | (1)  | 0                             | 0                               | (1)           |
| Golden Rule Insurance Company                     | 2   | 0                             | 7                               | 9              | 1   | 0                             | 7                               | 8              | (1)  | 0                             | 0                               | (1)           |
| Hartford Life Insurance Company                   | 442   | 0                             | 52                              | 494            | 375   | 0                             | 37                              | 412            | (67)   | 0                             | (15)                            | (82)          |
| HPHC Insurance Company, Inc.                      | 11  | 0                             | 430                             | 441            | 13  | 0                             | 1,000                           | 1,013          | 2  | 0                             | 570                             | 572           |
| Humana Insurance Company                          | 0   | 0                             | 0                               | 0              | 126   | 0                             | 0                               | 126            | 126  | 0                             | 0                               | 126           |
| Kanawha Insurance Company                         | 4   | 0                             | 0                               | 4              | 5   | 0                             | 0                               | 5              | 1  | 0                             | 0                               | 1             |
| Mennonite Mutual Aid Association                  | 2   | 0                             | 0                               | 2              | 2   | 0                             | 0                               | 2              | 0  | 0                             | 0                               | 0             |
| Monumental Life Insurance Company                 | 137   | 25                            | 6                               | 168            | 115   | 25                            | 6                               | 146            | (22)   | 0                             | 0                               | (22)          |
| Mutual of Omaha Insurance Company                 | 389   | 41                            | 41                              | 471            | 338   | 33                            | 35                              | 406            | (51)   | (8)                           | (6)                             | (65)          |
| National Benefit Life Insurance Company           | 3   | 0                             | 0                               | 3              | 3   | 0                             | 0                               | 3              | 0  | 0                             | 0                               | 0             |
| New York Life Insurance Company                   | 22  | 0                             | 5                               | 27             | 20  | 0                             | 5                               | 25             | (2)  | 0                             | 0                               | (2)           |
| Order of United Commercial Travelers of America   | 23  | 0                             | 0                               | 23             | 24  | 0                             | 0                               | 24             | 1  | 0                             | 0                               | 1             |
| Oxford Life Insurance Company                     | 681   | 0                             | 22                              | 703            | 667   | 0                             | 22                              | 689            | (14)   | 0                             | 0                               | (14)          |
| Physicians Mutual Insurance Company               | 28  | 1                             | 0                               | 29             | 24  | 1                             | 0                               | 25             | (4)  | 0                             | 0                               | (4)           |
| Principal Life Insurance Company                  | 43  | 3                             | 10                              | 56             | 37  | 4                             | 9                               | 50             | (6)  | 1                             | (1)                             | (6)           |
| Protective Life Insurance Company                 | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0             |
| Pyramid Life Insurance Company                    | 0   | 0                             | 0                               | 0              | 9   | 0                             | 0                               | 9              | 9  | 0                             | 0                               | 9             |
| Standard Life and Accident Insurance Company      | 37  | 0                             | 0                               | 37             | 32  | 0                             | 0                               | 32             | (5)  | 0                             | 0                               | (5)           |
| State Farm Mutual Automobile Insurance Company    | 4   | 0                             | 0                               | 4              | 4   | 0                             | 0                               | 4              | 0  | 0                             | 0                               | 0             |
| Transamerica Financial Life Insurance Company     | 34  | 5                             | 0                               | 39             | 35  | 2                             | 0                               | 37             | 1  | (3)                           | 0                               | (2)           |
| Transamerica Life Insurance Company               | 31  | 4                             | 68                              | 103            | 40  | 3                             | 58                              | 101            | 9  | (1)                           | (10)                            | (2)           |
| Unicare Life and Health Insurance Company         | 7   | 0                             | 0                               | 7              | 6   | 0                             | 0                               | 6              | (1)  | 0                             | 0                               | (1)           |
| Unified Life Insurance Company                    | 2   | 0                             | 0                               | 2              | 2   | 0                             | 0                               | 2              | 0  | 0                             | 0                               | 0             |
| Union Fidelity Life Insurance Company             | 2   | 0                             | 0                               | 2              | 2   | 0                             | 0                               | 2              | 0  | 0                             | 0                               | 0             |
| Union Labor Life Insurance Company                | 28  | 52                            | 0                               | 80             | 23  | 49                            | 0                               | 72             | (5)  | (3)                           | 0                               | (8)           |
| United American Insurance Company                 | 255   | 0                             | 0                               | 255            | 199   | 0                             | 0                               | 199            | (56)   | 0                             | 0                               | (56)          |
| United HealthCare Insurance Company               | 22,901  | 1,551                         | 466                             | 24,918         | 24,349  | 1,506                         | 399                             | 26,253         | 1,448  | (45)                          | (67)                            | 1,335         |
| United Teacher Associates Insurance Company       | 1   | 0                             | 0                               | 1              | 1   | 0                             | 0                               | 1              | 0  | 0                             | 0                               | 0             |
| Washington National Insurance Company             | 39  | 0                             | 0                               | 39             | 47  | 0                             | 0                               | 47             | 8  | 0                             | 0                               | 8             |
| <b>Total</b>                                      | <b>168,490</b>  | <b>2,091</b>                  | <b>28,129</b>                   | <b>198,710</b> | <b>175,999</b>  | <b>9,088</b>                  | <b>24,290</b>                   | <b>209,376</b> | <b>7,509</b>   | <b>6,997</b>                  | <b>(3,839)</b>                  | <b>10,666</b> |