

Total Medicare Supplement Plan Members 65 Years Old and Older by County According to Prescription Drug Coverage as of December 31, 2012

| 2012<br>MemBers<br>Year End | BarnstaBle               |                               |                                 | Berkshire                |                               |                                 | Bristol                  |                               |                                 | Dukes                    |                               |                                 | Essex                    |                               |                                 |
|-----------------------------|--------------------------|-------------------------------|---------------------------------|--------------------------|-------------------------------|---------------------------------|--------------------------|-------------------------------|---------------------------------|--------------------------|-------------------------------|---------------------------------|--------------------------|-------------------------------|---------------------------------|
|                             | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage |
| A. GROUP                    | 705                      | 0                             | 308                             | 120                      | 0                             | 78                              | 415                      | 0                             | 398                             | 12                       | 0                             | 12                              | 955                      | 0                             | 586                             |
| B. Individual               |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |
| 1. Pre-Stand.               | 208                      | 16                            | 16                              | 181                      | 4                             | 1                               | 98                       | 12                            | 4                               | 13                       | 5                             | 1                               | 248                      | 6                             | 8                               |
| 2. Stand.                   | 587                      | 11                            | 28                              | 337                      | 9                             | 11                              | 225                      | 10                            | 20                              | 58                       | 0                             | 6                               | 493                      | 13                            | 31                              |
| 3. Post 12/31/94            |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |
| a. Core                     | 2,142                    | 0                             | 97                              | 1,408                    | 0                             | 24                              | 2,097                    | 0                             | 93                              | 147                      | 0                             | 5                               | 2,743                    | 0                             | 146                             |
| B. Med Sup 1                | 15,852                   | 0                             | 0                               | 6,187                    | 0                             | 0                               | 18,277                   | 0                             | 0                               | 1,102                    | 0                             | 0                               | 23,286                   | 0                             | 0                               |
| c. Med Sup 2                | 0                        | 0                             | 410                             | 0                        | 0                             | 103                             | 0                        | 0                             | 372                             | 0                        | 0                             | 36                              | 0                        | 0                             | 729                             |
| INDIVIDUAL SUBTOTAL:        | 18,789                   | 27                            | 551                             | 8,113                    | 13                            | 139                             | 20,697                   | 22                            | 489                             | 1,320                    | 5                             | 48                              | 26,770                   | 19                            | 914                             |
| TOTAL:                      | 19,494                   | 27                            | 859                             | 8,233                    | 13                            | 217                             | 21,112                   | 22                            | 887                             | 1,332                    | 5                             | 60                              | 27,725                   | 19                            | 1,500                           |
|                             |                          |                               | 20,380                          |                          |                               | 8,463                           |                          |                               | 22,021                          |                          |                               | 1,397                           |                          |                               | 29,244                          |
| 2012<br>MemBers<br>Year End | Franklin                 |                               |                                 | Hampden                  |                               |                                 | Hampshire                |                               |                                 | Middlesex                |                               |                                 | Nantucket                |                               |                                 |
|                             | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage |
| A. GROUP                    | 88                       | 0                             | 27                              | 558                      | 0                             | 963                             | 199                      | 0                             | 106                             | 2,120                    | 0                             | 1,138                           | 11                       | 0                             | 99                              |
| B. Individual               |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |
| 1. Pre-Stand.               | 32                       | 2                             | 0                               | 186                      | 9                             | 6                               | 53                       | 3                             | 2                               | 374                      | 26                            | 21                              | 15                       | 3                             | 0                               |
| 2. Stand.                   | 78                       | 1                             | 6                               | 255                      | 4                             | 39                              | 166                      | 4                             | 14                              | 859                      | 35                            | 72                              | 34                       | 0                             | 4                               |
| 3. Post 12/31/94            |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |
| a. Core                     | 244                      | 0                             | 11                              | 946                      | 0                             | 26                              | 439                      | 0                             | 25                              | 3,710                    | 0                             | 230                             | 58                       | 0                             | 4                               |
| B. Med Sup 1                | 1,475                    | 0                             | 0                               | 9,418                    | 0                             | 0                               | 3,758                    | 0                             | 0                               | 36,601                   | 0                             | 0                               | 563                      | 0                             | 0                               |
| c. Med Sup 2                | 0                        | 0                             | 29                              | 0                        | 0                             | 300                             | 0                        | 0                             | 80                              | 0                        | 0                             | 1,583                           | 0                        | 0                             | 18                              |
| INDIVIDUAL SUBTOTAL:        | 1,829                    | 3                             | 46                              | 10,805                   | 13                            | 371                             | 4,416                    | 7                             | 121                             | 41,544                   | 61                            | 1,906                           | 670                      | 3                             | 26                              |
| TOTAL:                      | 1,917                    | 3                             | 73                              | 11,363                   | 13                            | 1,334                           | 4,615                    | 7                             | 227                             | 43,664                   | 61                            | 3,044                           | 681                      | 3                             | 125                             |
|                             |                          |                               | 1,993                           |                          |                               | 12,710                          |                          |                               | 4,849                           |                          |                               | 46,769                          |                          |                               | 809                             |
| 2012<br>MemBers<br>Year End | Norfolk                  |                               |                                 | Plymouth                 |                               |                                 | Suffolk                  |                               |                                 | Worcester                |                               |                                 | Massachusetts Total      |                               |                                 |
|                             | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage | Without<br>Drug Coverage | With Limited<br>Drug Coverage | With Unlimited<br>Drug Coverage |
| A. GROUP                    | 1,328                    | 0                             | 551                             | 610                      | 0                             | 402                             | 703                      | 0                             | 210                             | 836                      | 0                             | 911                             | 8,660                    | 0                             | 5,789                           |
| B. Individual               |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |
| 1. Pre-Stand.               | 178                      | 19                            | 16                              | 125                      | 6                             | 9                               | 66                       | 4                             | 3                               | 109                      | 10                            | 9                               | 1,886                    | 125                           | 96                              |
| 2. Stand.                   | 448                      | 15                            | 34                              | 377                      | 10                            | 14                              | 172                      | 3                             | 14                              | 411                      | 9                             | 19                              | 4,500                    | 124                           | 312                             |
| 3. Post 12/31/94            |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 |                          |                               |                                 | 0                        | 0                             | 0                               |
| a. Core                     | 2,143                    | 0                             | 94                              | 2,244                    | 0                             | 74                              | 1,034                    | 0                             | 67                              | 1,503                    | 0                             | 69                              | 20,858                   | 0                             | 965                             |
| B. Med Sup 1                | 20,261                   | 0                             | 0                               | 16,094                   | 0                             | 0                               | 8,988                    | 0                             | 0                               | 11,081                   | 0                             | 0                               | 172,943                  | 0                             | 0                               |
| c. Med Sup 2                | 0                        | 0                             | 955                             | 0                        | 0                             | 406                             | 0                        | 0                             | 379                             | 0                        | 0                             | 477                             | 0                        | 0                             | 5,877                           |
| INDIVIDUAL SUBTOTAL:        | 23,030                   | 34                            | 1,099                           | 18,840                   | 16                            | 503                             | 10,260                   | 7                             | 463                             | 13,104                   | 19                            | 574                             | 200,187                  | 249                           | 7,250                           |
| TOTAL:                      | 24,358                   | 34                            | 1,650                           | 19,450                   | 16                            | 905                             | 10,963                   | 7                             | 673                             | 13,940                   | 19                            | 1,485                           | 208,847                  | 249                           | 13,039                          |
|                             |                          |                               | 26,042                          |                          |                               | 20,371                          |                          |                               | 11,643                          |                          |                               | 15,444                          |                          |                               | 222,135                         |

\* Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA") Began offering an alternate innovative Benefits rider with its Medicare Supplement Core Policy in 2004. The Medex Core Plus Rider offers prescription drug Benefits with an unlimited generic drug coverage But with a \$150 limit on Brand name drugs per calendar quarter.