

DIFFERENCE IN TOTAL PRIVATE MASSACHUSETTS MEDICARE PLAN MEMBERSHIP BETWEEN 2011 AND 2012

Medicare Supplement, Medicare HMO,
and Medicare Advantage Plan Total Members

| | 2011 | 2012 | Change 2011-2012 |
|---|---------|---------|---------------------|
| Group (Retirees of Union/Employer Plans) | 69,460 | 80,986 | 11,526 |
| Individual | 364,041 | 389,229 | 25,188 |
| Total | 433,501 | 470,215 | 36,714 |

Medicare Supplement Plans

| | 2011 | 2012 | Change 2011-2012 |
|---|---------|---------|---------------------|
| Group (Retirees of Union/Employer Plans) | 11,531 | 14,615 | 3,084 |
| Individual | 204,377 | 214,711 | 10,334 |
| 1. Policies issued pre-1995 | 7,475 | 7,119 | (356) |
| 2. Policies issued post-1994 | 196,902 | 207,592 | 10,690 |
| a. Medicare Supplement Core ¹ | 18,876 | 23,177 | 4,301 |
| b. Medicare Supplement 1 | 170,880 | 178,211 | 7,331 |
| c. Medicare Supplement 2 ² | 7,146 | 6,204 | (942) |
| Total | 215,908 | 229,326 | 13,418 |

Medicare HMO and Medicare Advantage Plans

| | 2011 | 2012 | Change 2011-2012 |
|---|---------|---------|---------------------|
| Group (Retirees of Union/Employer Plans) | 57,929 | 66,371 | 8,442 |
| Individual | 159,664 | 174,518 | 14,854 |
| 1. Medicare Advantage ³ | 159,429 | 174,325 | 14,896 |
| 2. Medicare Wraparound ⁴ | 235 | 193 | (42) |
| Total | 217,593 | 240,889 | 23,296 |

Medicare Stand-Alone Prescription Drug Plans ⁵

| | 2011 | 2012 | Change 2011-2012 |
|---|---------|---------|---------------------|
| Group (Retirees of Union/Employer Plans) | 16,265 | 29,850 | 13,585 |
| Individual | 450,629 | 429,050 | (21,579) |
| Total | 466,894 | 458,900 | (7,994) |

Medicare Supplement, Medicare HMO, and Medicare Advantage
Plan Members with Unlimited Drug Coverage

| | 2011 | 2012 | Change 2011-2012 |
|---|---------|---------|---------------------|
| Group (Retirees of Union/Employer Plans) | 57,985 | 61,544 | 3,559 |
| Individual | 65,414 | 80,349 | 14,935 |
| Total | 123,399 | 141,893 | 18,494 |

Medicare Supplement Plan
Members with Unlimited Drug Coverage

| | 2011 | 2012 | Change 2011-2012 |
|---|--------|--------|---------------------|
| Group (Retirees of Union/Employer Plans) | 6,772 | 5,854 | (918) |
| Individual | 8,740 | 7,625 | (1,115) |
| 1. Policies issued pre-1995 | 513 | 422 | (91) |
| 2. Policies issued post-1994 | 8,227 | 7,203 | (1,024) |
| a. Medicare Supplement Core ¹ | 1,081 | 999 | (82) |
| b. Medicare Supplement 1 | 0 | 0 | - |
| c. Medicare Supplement 2 | 7,146 | 6,204 | (942) |
| Total | 15,512 | 13,479 | (2,033) |

Medicare HMO and Medicare Advantage Plan
Members with Unlimited Drug Coverage

| | 2011 | 2012 | Change 2011-2012 |
|---|---------|---------|---------------------|
| Group (Retirees of Union/Employer Plans) | 51,213 | 55,690 | 4,477 |
| Individual | 56,674 | 72,724 | 16,050 |
| 1. Medicare Advantage ² | 56,439 | 72,531 | 16,092 |
| 2. Medicare Wraparound | 235 | 193 | (42) |
| Total | 107,887 | 128,414 | 20,527 |

¹ 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.

² Due to provisions in the federal Medicare Prescription Drug Improvement and Modernization Act of 2003, Medicare Supplement 2 Plans were no longer marketed after December 31, 2005.

³ The program was formerly named Medicare+Choice. The Medicare Prescription Drug, Improvement, and Modernization Act of 2003 ("MMA") renamed the program Medicare Advantage ("MA").

⁴ Closed blocks of HMO Medicare "wrap-around" certificates of coverage issued prior to July 31, 1992.

⁵ Medicare Part D Plans provide coverage for drugs with or without a gap in coverage period where an enrollee would typically pay 100% of his or her drug costs.