# MEMBERSHIP TRENDS

Closed	Network
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COMPARISON OF 1st QUARTER MEMBERSHIP TO THOSE OF PRIOR THREE QUARTERS	2nd Quarter 2019 Members at End of Quarter <sup>z</sup>	3rd Quarter 2019 Members at End of Quarter <sup>2</sup>	4th Quarter 2019 Members at End of Quarter <sup>2</sup>	1st Quarter 2020 Members at End of Quarter <sup>2</sup>	Member Change from 4th Qtr. 19 to 1st Qtr. 20	Percent Change from 4th Qtr. 19 to 1st Qtr. 20	1st Quarter 2020 Share of Massachusetts Closed Network Market
Aetna Health Inc. <sup>3</sup>	803	728	732	718	(14)	-1.91%	0.04%
AllWays Health Partners, Inc. (formerly Neighborhood Health Plan, Inc.) <sup>6</sup>	112,848	111,191	111,834	111,339	(495)	-0.44%	5.77%
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	418,762	418,880	409,535	395,161	(14,374)	-3.51%	20.48%
Boston Medical Center Health Plan, Inc.	322,073	323,922	316,568	309,526	(7,042)	-2.22%	16.04%
CeltiCare Health Plan of Massachusetts, Inc. <sup>4</sup>	0	0	0	0	0	0.00%	0.00%
ConnectiCare of Massachusetts, Inc.	194	183	164	157	(7)	-4.27%	0.01%
Fallon Community Health Plan, Inc.	165,574	0	163,187	162,807	(380)	-0.23%	8.44%
Harvard Pilgrim Health Care, Inc.	124,299	126,162	125,834	128,159	2,325	1.85%	6.64%
Health New England, Inc.	100,684	102,295	101,980	104,028	2,048	2.01%	5.39%
Minuteman Health, Inc. <sup>5</sup>	0	0	0	0	0	0.00%	0.00%
Tufts Associated HMO, Inc. <sup>7</sup>	262,654	260,020	260,285	261,472	1,187	0.46%	13.55%
Tufts Health Public Plans, Inc. (formerly Network Health, LLC) <sup>7</sup>	445,521	448,091	445,507	455,749	10,242	2.30%	23.62%
Totals	1,953,412	1,791,472	1,935,626	1,929,116	(6,510)	-0.34%	100.0%

### Preferred Network

					Member	Percent	1st Quarter 2020
COMPARISON OF 1st QUARTER MEMBERSHIP	2nd Quarter 2019	3rd Quarter 2019	4th Quarter 2019	1st Quarter 2020	Change	Change	Share of
TO THOSE OF PRIOR THREE QUARTERS	Members at	Members at	Members at	Members at	4th Qtr. 19 to	4th Qtr. 19 to	Massachusetts
	End of Quarter	End of Quarter	End of Quarter	End of Quarter	1st Qtr. 20	1st Qtr. 20	PPO Market
Aetna Health Inc. <sup>3</sup>	0	0	0	0	0	0.00%	0.00%
AllWays Health Partners, Inc. (formerly Neighborhood Health Plan, Inc.) <sup>6</sup>	1,197	666	524	611	87	16.60%	0.28%
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	185,136	189,353	189,439	189,327	(112)	-0.06%	88.16%
ConnectiCare of Massachusetts, Inc.	26	26	27	26	(1)	-3.70%	0.01%
Harvard Pilgrim Health Care, Inc.	18,508	18,861	19,215	19,522	307	1.60%	9.09%
Health New England, Inc.	3,468	3,643	3,753	4,881	1,128	30.06%	2.27%
Tufts Associated HMO, Inc. <sup>7</sup>	471	402	389	377	(12)	-3.08%	0.18%
Totals	208,806	212,951	213,347	214,744	1,397	0.65%	100.00%

Information reported by HMOs as of the end of the third quarter of 2019 is based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 6.1"

that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Starting with the first quarter of 2017, carriers no longer submit data for this report directly to the Division. Instead, the data shown in this report was produced

by the Center for Health Information and Analysis using data submissions by the HMOs to the All-Payer Claims Database.

Reported membership declined for Fallon Community Health Plan, Inc., Health New England, inc. and Allways Health Partners, Inc. primarily due to Massachusetts Group Insurance Commission members switching on July 1, 2018 from insured coverage (which is reported in this table) to self-funded coverage that is not reported to the Division of Insurance.

Effective September 1, 2010, Aetna Health Inc. ceased offering small group health plans in Massachusetts and began nonrenewing all small group health business as of April 1, 2011.

Effective December 31, 2017, CeltiCare Health Plan of Massachusetts, Inc. ceased offering plans in Massachusetts and exited the Massachusetts market as of December 31, 2017.

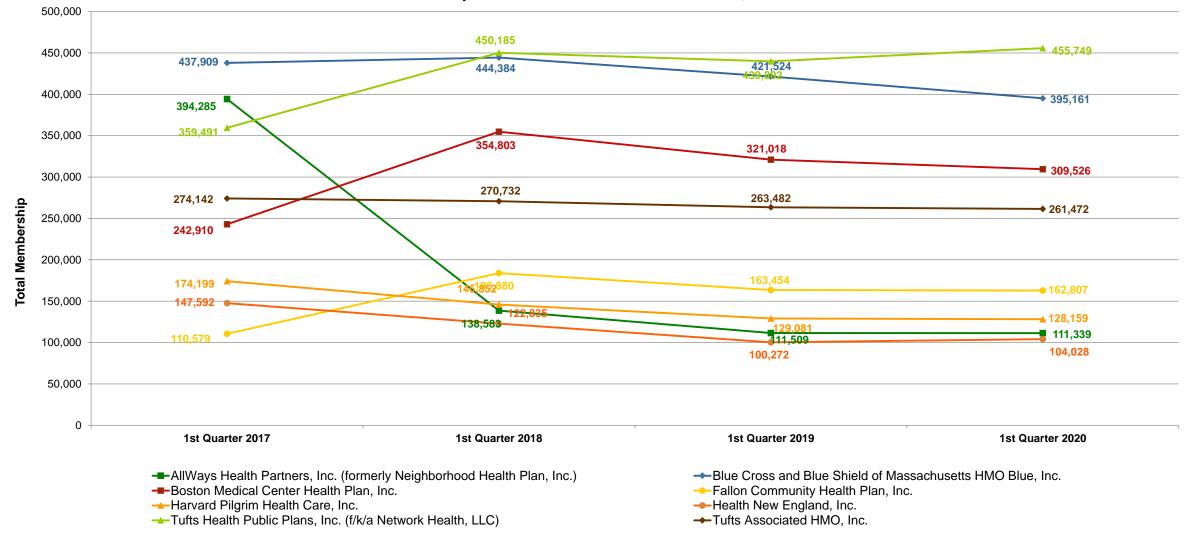
Membership in plans offered by Minuteman Health, Inc. began January 1, 2014. Minuteman Health, Inc. exited the Massachusetts market as of December 31, 2017.

Doing business as AllWays Health Partners. Previously Neighborhood Health Plan, Inc, the company was in the process of renaming its company to AllWays Health Partners, Inc. which was completed on January 8, 2019.

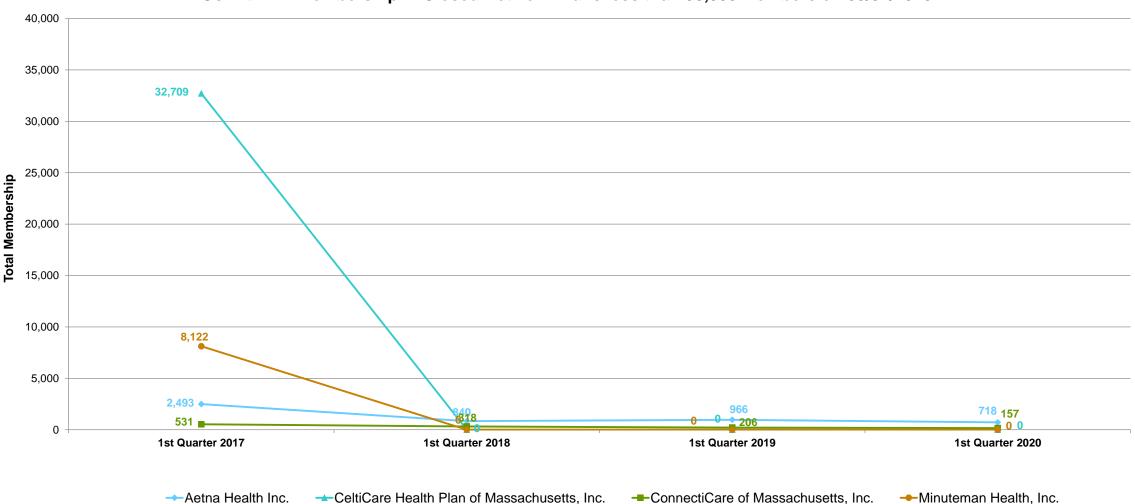
Doing business as Tufts Associated Health Plan ("TAHP") and as Tufts Health Plan (THP").

# MEMBERSHIP TRENDS

# HMOs with MA Membership in Closed Network Plans over 50,000 Members on 03/31/2020



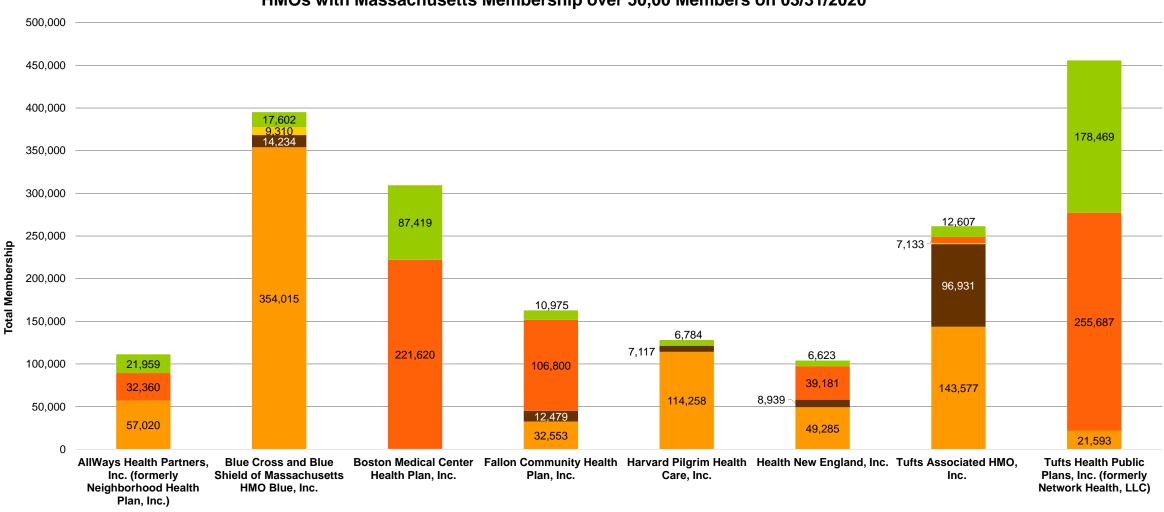
MEMBERSHIP TRENDS



HMOs with MA Membership in Closed Network Plans less than 50,000 Members on 03/31/2020

<sup>1</sup> Membership in plans offered by Minuteman Health, Inc. began January 1, 2014. Minuteman Health, Inc. exited the Massachusetts market as of December 31, 2017. <sup>2</sup> Effective December 31, 2017, CeltiCare Health, Inc. ceased offering plans in Massachusetts and exited the Massachusetts market as of December 31, 2017.

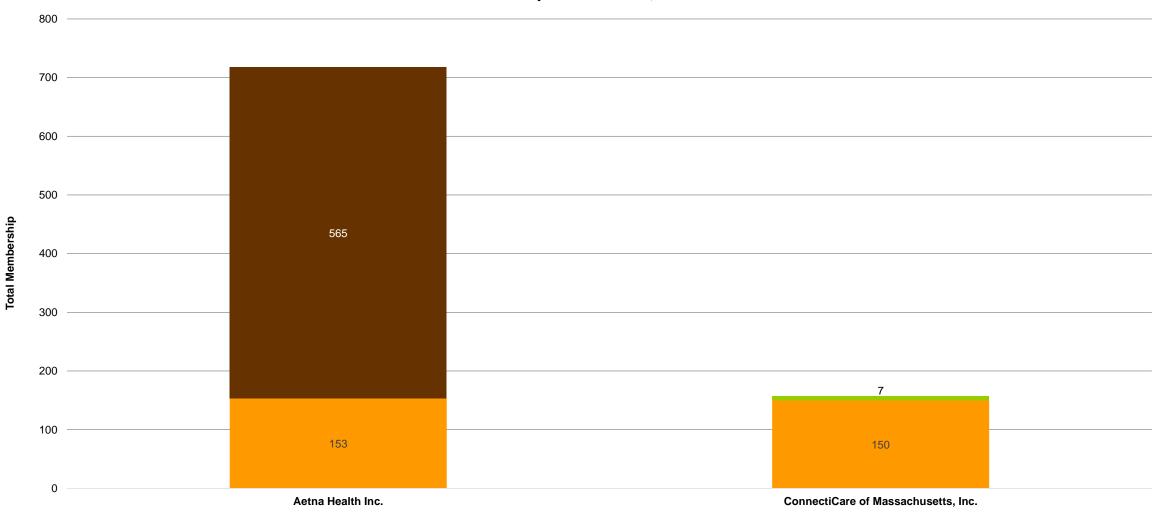
## MEMBERSHIP TRENDS



# HMOs with Massachusetts Membership over 50,00 Members on 03/31/2020

■ Group ■ Medicare Advantage ■ Other Medicare ■ Medicaid ■ Individual

# MEMBERSHIP TRENDS



# HMOs with Massachusetts Membership less than 50,000 Members as of 12/31/2019

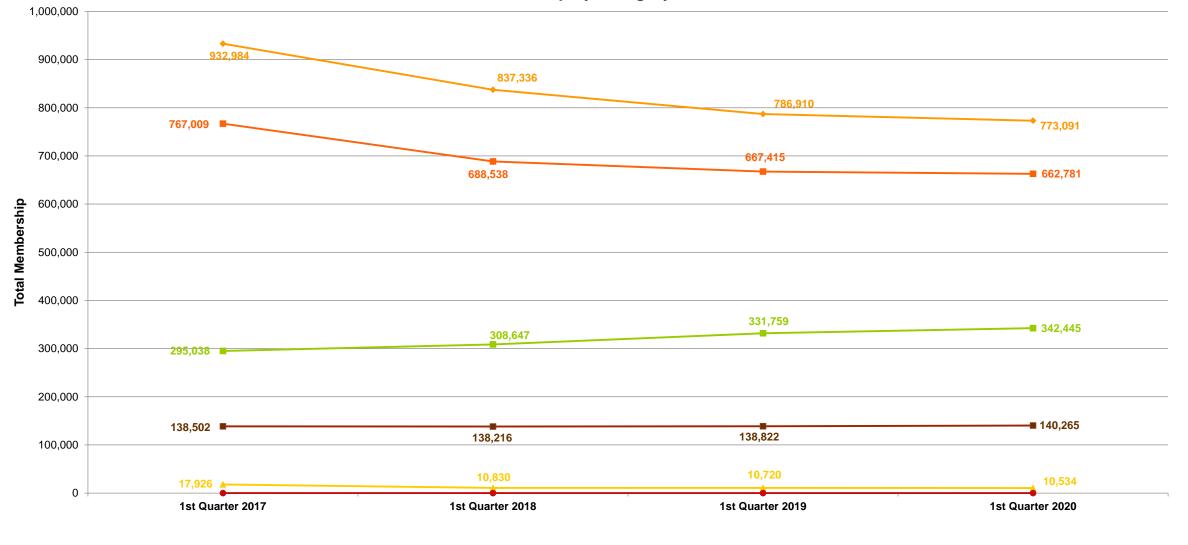
■ Group ■ Medicare Advantage ■ Other Medicare ■ Medicaid ■ Individual

<sup>1</sup> Membership in plans offered by Minuteman Health, Inc. began January 1, 2014. All membership ceased as of December 31, 2017.

<sup>2</sup> Effective December 31, 2017, CeltiCare Health, Inc. ceased offering plans in Massachusetts and exited the Massachusetts market as of December 31, 2017.

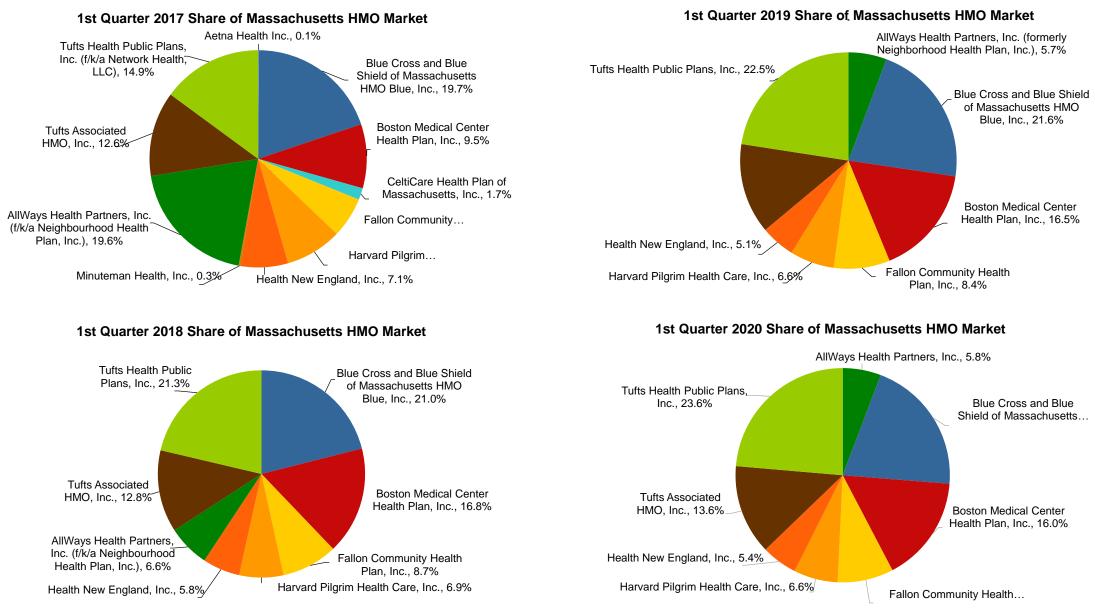
# MEMBERSHIP TRENDS

# **Total HMO Membership by Category of Business**



--Group ---Medicare Advantage ---Other Medicare ---Medicaid ---Individual ---Other

MEMRERSHIP TRENDS



<sup>1</sup>Membership charts reflect those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

<sup>2</sup>Effective December 31, 2017, CeltiCare Health of MA, Inc. ceased offering plans in Massachusetts and exited the Massachusetts market as of December 31, 2017.

<sup>3</sup>Membership in plans offered by Minuteman Health, Inc. began January 1, 2014. Minuteman Health, Inc. exited the Massachusetts market as of December 31, 2017.