

**2012 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MEMBERSHIP REPORT <sup>1</sup>**  
**SUMMARY TOTALS**

| <b>2012 MASSACHUSETTS TOTAL OF ELIGIBLE EMPLOYEES, INDIVIDUALS, AND YOUNG ADULTS</b><br>(WITH 2012 MEMBERSHIP ACCORDING TO 2012 ANNUAL REPORTS) | <b>ANNUAL 2011 <sup>2</sup></b><br><b>GROUP</b><br><b>EMPLOYEES</b> | <b>ANNUAL 2012</b><br><b>GROUP</b><br><b>EMPLOYEES</b> | <b>ANNUAL 2011</b><br><b>INDIVIDUALS</b><br>(Inc. Young Adults) | <b>ANNUAL 2012</b><br><b>INDIVIDUALS</b><br>(Inc. Young Adults) | <b>ANNUAL 2012 <sup>3</sup></b><br><b>EMPLOYEE AND</b><br><b>INDIVIDUAL TOTAL</b> | <b>DIFF</b><br><b>2011 - 2012</b> | <b>2011</b><br><b>MARKET</b><br><b>SHARE</b> | <b>2012</b><br><b>MARKET</b><br><b>SHARE</b> |
|---|---|--|---|---|---|-----------------------------------|--|--|
| Blue Cross and Blue Shield of Massachusetts, Inc.   | 4,147   | 3,254  | 851   | 543   | 3,797   | (1,201)                           | 1.4%   | 1.1%   |
| Commercial Carriers   | 14,841  | 10,655   | 1,485   | 1,554   | 12,209  | (4,117)                           | 4.6%   | 3.5%   |
| Health Maintenance Organizations  | 281,967   | 276,441  | 54,444  | 51,650  | 328,091   | (8,320)                           | 94.0%  | 95.3%  |
| <b>TOTALS:</b>  | <b>300,955</b>  | <b>290,350</b>   | <b>56,780</b>   | <b>53,747</b>   | <b>344,097</b>  | <b>(13,638)</b>                   | <b>100.0%</b>                                | <b>100.0%</b>                                |

| <b>2012 MASSACHUSETTS TOTAL OF ELIGIBLE DEPENDENTS</b><br>(WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS) | <b>ANNUAL 2011</b><br><b>GROUP</b><br><b>DEPENDENTS</b> | <b>ANNUAL 2012</b><br><b>GROUP</b><br><b>DEPENDENTS</b> | <b>ANNUAL 2011</b><br><b>INDIVIDUAL</b><br><b>DEPENDENTS</b> | <b>ANNUAL 2012</b><br><b>INDIVIDUAL</b><br><b>DEPENDENTS</b> | <b>ANNUAL 2012 <sup>3</sup></b><br><b>DEPENDENT</b><br><b>TOTAL</b> | <b>DIFF</b><br><b>2011 - 2012</b> | <b>2011</b><br><b>MARKET</b><br><b>SHARE</b> | <b>2012</b><br><b>MARKET</b><br><b>SHARE</b> |
|---|---|---|--|--|---|-----------------------------------|--|--|
| Blue Cross and Blue Shield of Massachusetts, Inc.   | 5,517   | 4,341   | 398  | 297  | 4,638   | (1,277)                           | 2.1%   | 1.3%   |
| Commercial Carriers   | 16,541  | 13,001  | 875  | 1,337  | 14,338  | (3,078)                           | 5.0%   | 4.1%   |
| Health Maintenance Organizations  | 311,069   | 303,657   | 26,946   | 26,970   | 330,627   | (7,388)                           | 92.9%  | 94.6%  |
| <b>TOTALS:</b>  | <b>333,127</b>  | <b>320,999</b>  | <b>28,219</b>  | <b>28,604</b>  | <b>349,603</b>  | <b>(11,743)</b>                   | <b>100.0%</b>                                | <b>100.0%</b>                                |

| <b>2012 MASSACHUSETTS TOTAL OF ELIGIBLE COVERED LIVES</b><br>(WITH 2011 MEMBERSHIP ACCORDING TO 2011 ANNUAL REPORTS) | <b>ANNUAL 2011</b><br><b>GROUP</b><br><b>COVERED LIVES</b> | <b>ANNUAL 2012</b><br><b>GROUP</b><br><b>COVERED LIVES</b> | <b>ANNUAL 2011</b><br><b>INDIVIDUAL</b><br><b>COVERED LIVES</b> | <b>ANNUAL 2012</b><br><b>INDIVIDUAL</b><br><b>COVERED LIVES</b> | <b>ANNUAL 2012 <sup>3</sup></b><br><b>COVERED LIVES</b><br><b>TOTAL</b> | <b>DIFF</b><br><b>2011 - 2012</b> | <b>2011</b><br><b>MARKET</b><br><b>SHARE</b> | <b>2012</b><br><b>MARKET</b><br><b>SHARE</b> |
|--|--|--|---|---|---|-----------------------------------|--|--|
| Blue Cross and Blue Shield of Massachusetts, Inc.  | 9,664  | 7,595  | 1,249   | 840   | 8,435   | (2,478)                           | 1.9%   | 1.2%   |
| Commercial Carriers  | 31,382   | 23,656   | 2,360   | 2,891   | 26,547  | (7,195)                           | 5.0%   | 3.8%   |
| Health Maintenance Organizations   | 593,036  | 580,098  | 81,390  | 78,620  | 658,718   | (15,708)                          | 93.1%  | 95.0%  |
| <b>TOTALS:</b>   | <b>634,082</b>   | <b>611,349</b>   | <b>84,999</b>   | <b>82,351</b>   | <b>693,700</b>  | <b>(25,381)</b>                   | <b>100.0%</b>                                | <b>100.0%</b>                                |

<sup>1</sup> Based on the 2012 Small Group/Individual Annual Reports currently on file with the Division.

<sup>2</sup> Represents eligible small groups [eligible employees and eligible dependents] including any sole proprietorship, firm, corporation, partnership or association actively engaged in business who, on at least 50% of its working days during the preceding year, employed from among one to not more than 50 eligible employees, the majority of whom worked in Massachusetts.

<sup>3</sup> Represents eligible employees and their eligible dependents, eligible individuals and their eligible dependents, and Young Adults who are enrolled in small group/individual health benefit plan in Massachusetts.