2010 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MERGED MARKET MEMBERSHIP REPORT ¹ SUMMARY TOTALS

2010 MASSACHUSETTS TOTAL OF ELIGIBLE	2009 ²	2010	2009	2010	2010 ³	DIFF	2009	2010
EMPLOYEES, INDIVIDUALS, AND YOUNG ADULTS	GROUP	GROUP	INDIVIDUALS	INDIVIDUALS	EMPLOYEE AND	2009 - 2010	MARKET	MARKET
(WITH 2010 MEMBERSHIP ACCORDING TO 2010 ANNUAL REPORTS)	EMPLOYEES	EMPLOYEES	(Inc. Young Adults)	(Inc. Young Adults)	INDIVIDUAL TOTAL		SHARE	SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	9,753	5,615	1,525	1,123	6,738	(4,540)	2.8%	1.8%
Commercial Carriers	20,724	16,915	2,871	2,092	19,007	(4,588)	5.9%	5.0%
Health Maintenance Organizations	309,859	294,678	57,354	61,316	355,994	(11,219)	91.3%	93.3%
TOTALS:	340,336	317,208	61,750	64,531	381,739	(20,347)	100.0%	100.0%

2010 MASSACHUSETTS TOTAL OF	2009	2010	2009	2010	2010 ³	DIFF	2009	2010
ELIGIBLE DEPENDENTS	GROUP	GROUP	INDIVIDUAL	INDIVIDUAL	DEPENDENT	2009 -2010	MARKET	MARKET
(WITH 2010 MEMBERSHIP ACCORDING TO 2010 ANNUAL REPORTS)	DEPENDENTS	DEPENDENTS	DEPENDENTS	DEPENDENTS	TOTAL		SHARE	SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	12,717	7,378	684	488	7,866	(5,535)	3.4%	2.1%
Commercial Carriers	20,365	17,666	992	1,034	18,700	(2,657)	5.4%	5.0%
Health Maintenance Organizations	331,966	320,917	25,512	27,960	348,877	(8,601)	91.1%	92.9%
TOTALS:	365,048	345,961	27,188	29,482	375,443	(16,793)	100.0%	100.0%

2010 MASSACHUSETTS TOTAL OF ELIGIBLE COVERED LIVES (WITH 2010 MEMBERSHIP ACCORDING TO 2010 ANNUAL REPORTS)	2009 GROUP COVERED LIVES	2010 GROUP COVERED LIVES	2009 INDIVIDUAL COVERED LIVES	2010 INDIVIDUAL COVERED LIVES	2010 ³ COVERED LIVES TOTAL	DIFF 2009 -2010	2009 MARKET SHARE	2010 MARKET SHARE
Blue Cross and Blue Shield of Massachusetts, Inc.	22,470	12,993	2,209	1,611	14,604	(10,075)	3.1%	1.9%
Commercial Carriers	41,089	34,588	3,863	3,126	37,714	(7,238)	5.7%	5.0%
Health Maintenance Organizations	641,825	615,595	82,866	89,276	704,871	(19,820)	91.2%	93.1%
TOTALS:	705,384	663,176	88,938	94,013	757,189	(37,133)	100.0%	100.0%

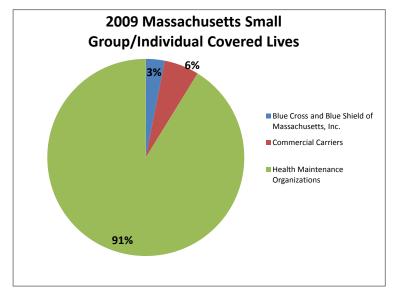
¹ Based on the 2010 Small Group/Individual Annual Reports currently on file with the Division.

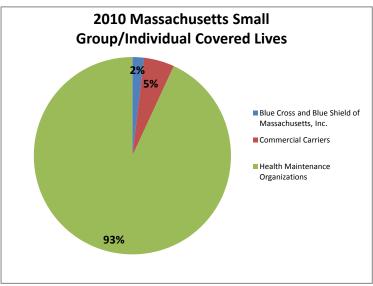
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Represents eligible small groups [eligible employees and eligible dependents] including any sole proprietorship, firm, corporation, partnership or association actively engaged in business who, on at least 50% of its working days during the preceding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

Represents eligible employees in employees in employers with fewer than 50 eligible employees as well as their eligible dependents, eligible individuals and their eligible dependents, and Young Adults who are enrolled in small group/individual health benefit plans in Massachusetts.

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