

2012 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MEMBERSHIP REPORT ¹
CHANGE IN MARKET SHARE BY CARRIER

	COVERED LIVES COMMERCIAL INSURANCE CARRIERS (WITH 2012 MEMBERSHIP ACCORDING TO 2012 ANNUAL REPORTS)	2011	2012	2011	2012	2011	2012	2011 - 2012	2011	2012
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	IND Covered Lives	TOTAL Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
1	Aetna Life Insurance Company	5	0	0	0	5	0	(5)	0.00%	0.00%
2	Chesapeake Life Insurance Company	26	0	4	0	30	0	(30)	0.00%	0.00%
3	Conseco Senior Health Insurance Company	2	2	0	0	2	2	0	0.00%	0.00%
4	Fallon Health & Life Assurance Company	2,745	3,331	54	52	2,799	3,383	584	0.39%	0.49%
5	(The) Guardian Life Insurance Company of America	38	0	0	0	38	0	(38)	0.01%	0.00%
6	HPHC Insurance Company, Inc	10,094	12,773	1,487	2,587	11,581	15,360	3,779	1.61%	2.21%
7	John Alden Life Insurance Company	182	0	0	0	182	0	(182)	0.03%	0.00%
8	(The) MEGA Life and Health Insurance Company	2,252	0	134	0	2,386	0	(2,386)	0.33%	0.00%
9	Mid-West National Life Insurance Company of Tennessee	4,929	0	522	0	5,451	0	(5,451)	0.76%	0.00%
10	Tufts Insurance Company	2,766	2,501	159	252	2,925	2,753	(172)	0.41%	0.40%
11	Union Security Insurance Company	247	0	0	0	247	0	(247)	0.03%	0.00%
12	UnitedHealthcare Insurance Company	8,096	5,049	0	0	8,096	5,049	(3,047)	1.13%	0.73%
	TOTALS:	31,382	23,656	2,360	2,891	33,742	26,547	(7,195)	4.69%	3.83%

	COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS (WITH 2012 MEMBERSHIP ACCORDING TO 2012 ANNUAL REPORTS)	2011	2012	2011	2012	2011	2012	2011 - 2012	2011	2012
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	IND Covered Lives	TOTAL Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
1	Aetna Health Inc.	64	0	0	0	64	0	(64)	0.01%	0.00%
2	Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	260,181	250,281	35,047	30,038	295,228	280,319	(14,909)	41.06%	40.41%
3	Boston Medical Center Health Plan, Inc.	0	69	0	349	0	418	418	0.00%	0.06%
4	CeltiCare Health Plan of Massachusetts, Inc.	17	28	321	330	338	358	20	0.05%	0.05%
5	ConnectiCare of Massachusetts, Inc.	3,507	3,218	4	16	3,511	3,234	(277)	0.49%	0.47%
6	Fallon Community Health Plan, Inc.	36,086	35,394	6,553	7,036	42,639	42,430	(209)	5.93%	6.12%
7	Harvard Pilgrim Health Care, Inc.	151,348	148,565	16,237	14,854	167,585	163,419	(4,166)	23.31%	23.56%
8	Health New England, Inc.	20,854	23,400	1,880	22,734	22,734	25,750	3,016	3.16%	3.71%
9	Neighborhood Health Plan, Inc.	23,945	30,497	14,773	15,974	38,718	46,471	7,753	5.38%	6.70%
10	Tufts Associated Health Maintenance Organization, Inc.	96,323	88,646	6,575	7,673	102,898	96,319	(6,579)	14.31%	13.88%
11	UnitedHealthcare of New England, Inc.	711	0	0	0	711	0	(711)	0.10%	0.00%
	TOTALS:	593,036	580,098	81,390	78,620	674,426	658,718	(15,708)	93.79%	94.96%

	COVERED LIVES BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC. (WITH 2012 MEMBERSHIP ACCORDING TO 2012 ANNUAL REPORTS)	2011	2012	2011	2012	2011	2012	2011 - 2012	2011	2012
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	IND Covered Lives	TOTAL Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
1	Blue Cross and Blue Shield of Massachusetts, Inc.	9,664	7,595	1,249	840	10,913	8,435	(2,478)	1.52%	1.22%
	TOTALS:	9,664	7,595	1,249	840	10,913	8,435	(2,478)	1.52%	1.22%

	TOTAL COVERED LIVES ALL CARRIERS (WITH 2012 MEMBERSHIP ACCORDING TO 2012 ANNUAL REPORTS)	2011	2012	2011	2012	2011	2012	2011 - 2012	2011	2012
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	IND Covered Lives	TOTAL Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
	TOTALS:	634,082	611,349	84,999	82,351	719,081	693,700	(25,381)	100.00%	100.00%

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