

2013 MASSACHUSETTS SMALL GROUP/INDIVIDUAL MEMBERSHIP REPORT ¹
CHANGE IN MARKET SHARE BY CARRIER

	COVERED LIVES COMMERCIAL INSURANCE CARRIERS (WITH 2013 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2012	2013	2012	2013	2012	2013	2012 - 2013	2012	2013
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
1	Conseco Senior Health Insurance Company	2	2	0	0	2	2	0	0.00%	0.00%
2	Fallon Health & Life Assurance Company	3,331	4,030	52	41	3,383	4,071	688	0.52%	0.63%
3	HPHC Insurance Company, Inc	12,773	12,159	2,587	2,285	15,360	14,444	(916)	2.35%	2.25%
4	Tufts Insurance Company	2,501	2,525	252	239	2,753	2,764	11	0.42%	0.43%
5	UnitedHealthcare Insurance Company	5,049	2,991	0	0	5,049	2,991	(2,058)	0.77%	0.46%
	TOTALS:	23,656	21,707	2,891	2,565	26,547	24,272	(2,275)	4.06%	3.77%

	COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS (WITH 2013 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2012	2013	2012	2013	2012	2013	2012 - 2013	2012	2013
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
1	Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	212,997	223,421	29,630	28,054	242,627	251,475	8,848	37.13%	39.09%
2	Boston Medical Center Health Plan, Inc.	69	83	349	374	418	457	39	0.06%	0.07%
3	CeltiCare Health Plan of Massachusetts, Inc.	28	21	330	336	358	357	(1)	0.05%	0.06%
4	ConnectiCare of Massachusetts, Inc.	3,218	2,972	16	16	3,234	2,988	(246)	0.49%	0.46%
5	Fallon Community Health Plan, Inc.	35,394	35,189	7,036	7,110	42,430	42,299	(131)	6.49%	6.58%
6	Harvard Pilgrim Health Care, Inc.	148,565	134,415	14,854	12,931	163,419	147,346	(16,073)	25.01%	22.91%
7	Health New England, Inc.	23,400	22,731	2,350	2,860	25,750	25,591	(159)	3.94%	3.98%
8	Neighborhood Health Plan, Inc.	30,497	36,291	15,974	17,310	46,471	53,601	7,130	7.11%	8.33%
9	Network Health, LLC	0	73	0	362	0	435	435	0.00%	0.07%
10	Tufts Associated Health Maintenance Organization, Inc.	88,646	81,388	7,673	7,769	96,319	89,157	(7,162)	14.74%	13.86%
	TOTALS:	542,814	536,584	78,212	77,122	621,026	613,706	(7,320)	95.03%	95.40%

	COVERED LIVES BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC. (WITH 2013 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2012	2013	2012	2013	2012	2013	2012 - 2013	2012	2013
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
1	Blue Cross and Blue Shield of Massachusetts, Inc.	5,112	4,585	836	713	5,948	5,298	(650)	0.91%	0.82%
	TOTALS:	5,112	4,585	836	713	5,948	5,298	(650)	0.91%	0.82%

	TOTAL COVERED LIVES ALL CARRIERS (WITH 2013 MEMBERSHIP ACCORDING TO 2013 ANNUAL REPORTS)	2012	2013	2012	2013	2012	2013	2012 - 2013	2012	2013
		GROUP Covered Lives End of Year	GROUP Covered Lives End of Year	IND Covered Lives End of Year	IND Covered Lives End of Year	TOTAL Covered Lives End of Year	TOTAL Covered Lives End of Year	CHANGE Covered Lives	Market Share	Market Share
	TOTALS:	571,582	562,876	81,939	80,400	653,521	643,276	(10,245)	100.00%	100.00%

¹ Based on the 2013 Small Group/Individual Annual Reports currently on file with the Division.