

2015 MASSACHUSETTS MERGED SMALL GROUP/INDIVIDUAL MEMBERSHIP REPORT ¹
CHANGE IN MARKET SHARE BY CARRIER

	COVERED LIVES COMMERCIAL INSURANCE CARRIERS (WITH 2015 MEMBERSHIP ACCORDING TO 2015 ANNUAL REPORTS)	2014	2015	2014	2015	2014	2015	2014 - 2015	2014	2015
		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 Fallon Health and Life Assurance Company, Inc.	2,859	1,294	24	12	2,883	1,306	(1,577)	0.47%	0.18%
	2 HPHC Insurance Company, Inc.	13,620	7,397	1,624	11,366	15,244	18,763	3,519	2.48%	2.55%
	3 Tufts Insurance Company - d/b/a Tufts Health Plan	2,257	2,416	288	331	2,545	2,747	202	0.41%	0.37%
	4 UnitedHealthcare Insurance Company	3,233	3,986	24	20	3,257	4,006	749	0.53%	0.55%
	5 Wilco Life Insurance Company ²	0	0	2	2	2	2	0	0.00%	0.00%
	TOTALS:	21,969	15,093	1,962	11,729	23,931	26,824	2,893	3.90%	3.65%

	COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS (WITH 2015 MEMBERSHIP ACCORDING TO 2015 ANNUAL REPORTS)	2014	2015	2014	2015	2014	2015	2014 - 2015	2014	2015
		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 HMO Blue, Inc.	230,117	216,782	25,937	24,805	256,054	241,587	(14,467)	41.73%	32.87%
	2 Boston Medical Center Health Plan, Inc.	82	103	2,153	30,174	2,235	30,277	28,042	0.36%	4.12%
	3 CeliCare Health Plan of Massachusetts, Inc.	1	0	109	1,678	110	1,678	1,568	0.02%	0.23%
	4 ConnectiCare of Massachusetts, Inc.	1,834	1,079	20	29	1,854	1,108	(746)	0.30%	0.15%
	5 Fallon Community Health Plan, Inc.	35,034	21,192	7,099	6,645	42,133	27,837	(14,296)	6.87%	3.79%
	6 Harvard Pilgrim Health Care, Inc.	112,854	118,530	9,489	11,489	122,343	130,019	7,676	19.94%	17.69%
	7 Health New England, Inc.	22,525	20,858	2,049	5,090	24,574	25,948	1,374	4.00%	3.53%
	8 Minuteman Health, Inc.	335	651	1,320	4,800	0	5,451	5,451	0.00%	0.74%
	9 Neighborhood Health Plan, Inc.	51,242	49,636	13,190	57,444	64,432	107,080	42,648	10.50%	14.57%
	10 Tufts Health Public Plans, Inc. (f.k.a.Network Health,LLC)	904	2,530	2,061	71,554	2,965	74,084	71,119	0.48%	10.08%
	11 Tufts Associated Health Maintenance Organization, Inc. - d/b/a Tufts Health Plan	62,053	54,812	8,000	5,403	70,053	60,215	(9,838)	11.42%	8.19%
	TOTALS:	516,981	486,173	71,427	219,111	586,753	705,284	118,531	95.62%	95.97%

	COVERED LIVES BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC. (WITH 2015 MEMBERSHIP ACCORDING TO 2015 ANNUAL REPORTS)	2014	2015	2014	2015	2014	2015	2014 - 2015	2014	2015
		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.	2,810	2,692	150	135	2,960	2,827	(133)	0.48%	0.38%
	TOTALS:	2,810	2,692	150	135	2,960	2,827	(133)	0.48%	0.38%

	TOTAL COVERED LIVES ALL CARRIERS (WITH 2015 MEMBERSHIP ACCORDING TO 2015 ANNUAL REPORTS)	2014	2015	2014	2015	2014	2015	2014 - 2015	2014	2015
		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:	541,760	503,958	73,539	230,975	613,644	734,935	121,291	100.00%	100.00%

¹ Based on the 2015 Small Group/Individual Annual Reports currently on file with the Division.

² Plan is closed to new membership. Effective July 6, 2015, Consecro Life Insurance Company was renamed Wilco Life Insurance Company.