

**2007 MASSACHUSETTS SMALL GROUP MEMBERSHIP REPORT <sup>1</sup>**  
**CHANGE IN MARKET SHARE BY CARRIER**

	<b>COVERED LIVES COMMERCIAL INSURANCE CARRIERS</b> (WITH 2007 MEMBERSHIP ACCORDING TO 2007 ANNUAL REPORTS)	2006	2007	2007	2007	2006 - 2007	2006	2007
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
1	Aetna Life Insurance Company	119	64	0	64	(55)	0.01%	0.01%
2	Chesapeake Life Insurance Company	23	16	0	16	(7)	0.00%	0.00%
3	Conseco Senior Health Insurance Company	3	3	0	3	0	0.00%	0.00%
4	Fallon Health & Life Assurance Company	137	255	20	275	138	0.02%	0.03%
5	First Health Life and Health Insurance Company <sup>2</sup>	NA	350	0	350	0	NA	0.04%
6	(The) Guardian Life Insurance Company of America	1,093	899	0	899	(194)	0.13%	0.11%
7	HPHC Insurance Company, Inc	1,148	3,318	128	3,446	2,298	0.14%	0.40%
8	John Alden Life Insurance Company	1,869	1,210	2	1,212	(657)	0.23%	0.14%
9	(The) MEGA Life and Health Insurance Company	15,654	14,190	994	15,184	(470)	1.91%	1.78%
10	Metropolitan Life Insurance Company	200	0	0	0	(200)	0.02%	0.00%
11	Mid-West National Life Insurance Company of Tennessee	16,588	15,691	630	16,321	(267)	2.02%	1.92%
12	National Health Insurance Company	171	126	0	126	(45)	0.02%	0.01%
13	New England Life Insurance Company	441	0	0	0	(441)	0.05%	0.00%
14	Time Insurance Company	1	1	0	1	0	0.00%	0.00%
15	Tufts Insurance Company	7,119	3,776	0	3,776	(3,343)	0.87%	0.44%
16	UniCARE Life and Health Insurance Company	6	6	0	6	0	0.00%	0.00%
17	Union Security Insurance Company	1,280	977	0	977	(303)	0.16%	0.11%
18	UnitedHealthcare Insurance Company	3,765	3,946	0	3,946	181	0.46%	0.46%
	<b>TOTALS:</b>	<b>49,617</b>	<b>44,828</b>	<b>1,774</b>	<b>46,602</b>	<b>(3,015)</b>	<b>6.04%</b>	<b>5.47%</b>

	<b>COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS</b> (WITH 2007 MEMBERSHIP ACCORDING TO 2007 ANNUAL REPORTS)	2006	2007	2007	2007	2006 - 2007	2006	2007
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
1	Aetna Health Inc.	1,580	959	0	959	(621)	0.19%	0.11%
2	Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc.	364,403	355,976	21,443	377,419	13,016	44.35%	44.29%
3	ConnectiCare of Massachusetts, Inc.	6,994	7,657	9	7,666	672	0.85%	0.90%
4	Fallon Community Health Plan, Inc.	32,899	39,823	5,252	45,075	12,176	4.00%	5.29%
5	Harvard Pilgrim Health Care, Inc.	146,361	136,389	11,323	147,712	1,351	17.81%	17.34%
6	Health New England, Inc.	27,297	26,205	437	26,642	(655)	3.32%	3.13%
7	Neighborhood Health Plan, Inc.	9,848	11,336	3,017	14,353	4,505	1.20%	1.68%
8	Tufts Associated Health Maintenance Organization, Inc.	112,919	114,850	1,519	116,369	3,450	13.74%	13.66%
9	UnitedHealthcare of New England, Inc.	8,259	7,598	1	7,599	(660)	1.01%	0.89%
	<b>TOTALS:</b>	<b>710,560</b>	<b>700,793</b>	<b>43,001</b>	<b>743,794</b>	<b>33,234</b>	<b>86.48%</b>	<b>87.29%</b>

	<b>COVERED LIVES BLUE CROSS AND BLUE SHIELD OF MASSACHUSETTS, INC.</b> (WITH 2007 MEMBERSHIP ACCORDING TO 2007 ANNUAL REPORTS)	2006	2007	2007	2007	2006 - 2007	2006	2007
		GROUP Covered Lives	GROUP Covered Lives	IND Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		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.	61,475	58,447	3,218	61,665	190	7.48%	7.24%
	<b>TOTALS:</b>	<b>61,475</b>	<b>58,447</b>	<b>3,218</b>	<b>61,665</b>	<b>190</b>	<b>7.48%</b>	<b>7.24%</b>

	<b>TOTAL COVERED LIVES ALL CARRIERS</b> (WITH 2007 MEMBERSHIP ACCORDING TO 2007 ANNUAL REPORTS)	2006	2007	2007	2007	2006 - 2007	2006	2007
		Covered Lives	GROUP Covered Lives	IND Covered Lives	TOTAL Covered Lives	CHANGE	Market	Market
		End of Year	End of Year	End of Year	End of Year	Covered Lives	Share	Share
	<b>TOTALS:</b>	<b>821,652</b>	<b>804,068</b>	<b>47,993</b>	<b>852,061</b>	<b>30,409</b>	<b>100.00%</b>	<b>100.00%</b>

<sup>1</sup> Based on the 2007 Small Group Annual Reports currently on file with the Division.

<sup>2</sup> First Health Life and Health Insurance Company assumed Metropolitan Life Insurance Company's and New England Life Insurance Company's small group business by December 31, 2007.