## HMOs<sup>1</sup> Average Membership<sup>2</sup> for MA Residents by Age Cohort

January 1, 2012 - June 30, 2012

(Includes combined HMO Closed Network Plan and HMO Insured Preferred Provider Network Plan statistics)

## HMOs with over 150,000 Massachusetts Membership

|   | HMO Total |           |            |            |            |         |         |
|---|-----------|-----------|------------|------------|------------|---------|---------|
|   | 0 thru 5  | 6 thru 12 | 13 thru 18 | 19 thru 25 | 26 thru 64 | 65+     | Total   |
| Blue Cross and Blue Shield of MA HMO Blue, Inc. | 37,874    | 51,659    | 40,002     | 60,746     | 362,124    | 44,916  | 597,321 |
| Boston Medical Center Health Plan, Inc.         | 41,911    | 40,749    | 27,704     | 21,418     | 93,008     | 139     | 224,930 |
| Fallon Community Health Plan, Inc.              | 7,455     | 10,012    | 10,247     | 12,411     | 74,894     | 32,955  | 147,975 |
| Harvard Pilgrim Health Care, Inc.               | 21,886    | 31,567    | 28,934     | 35,320     | 200,370    | 10,994  | 329,070 |
| Neighborhood Health Plan, Inc.                  | 31,882    | 36,086    | 27,398     | 23,108     | 121,636    | 2,666   | 242,776 |
| Network Health, LLC                             | 26,820    | 23,990    | 16,751     | 22,607     | 114,313    | 372     | 204,853 |
| Tufts Associated HMO, Inc.                      | 14,056    | 21,702    | 21,581     | 25,901     | 150,518    | 100,685 | 334,442 |

## HMOs with 150,000 or less Massachusetts Membership

|  | HMO Total |           |            |            |            |        |        |
|--|-----------|-----------|------------|------------|------------|--------|--------|
|  | 0 thru 5  | 6 thru 12 | 13 thru 18 | 19 thru 25 | 26 thru 64 | 65+    | Total  |
| Aetna Health Inc.                            | 154       | 310       | 355        | 454        | 1,524      | 85     | 2,881  |
| CeltiCare Health Plan of Massachusetts, Inc. | 6         | 5         | 2          | 5,069      | 31,349     | 987    | 37,417 |
| ConnectiCare of Massachusetts, Inc.          | 134       | 257       | 297        | 370        | 2,091      | 72     | 3,221  |
| Health New England, Inc.                     | 5,135     | 7,442     | 7,860      | 9,034      | 54,491     | 11,203 | 95,165 |
| UnitedHealthcare of New England, Inc.        | 4         | 7         | 8          | 11         | 84         | 5      | 119    |

| TOTAL MEMBERSHIP 228,807 255,640 207,325 242,647 1,311,647 204,292 2,450 |  | TOTAL MEMBERSHIP | 228,807 | 255,640 | 207,325 | 242,647 | 1,311,647 | 204,292 | 2,450,35 |
|--|--|------------------|---------|---------|---------|---------|-----------|---------|----------|
|--|--|------------------|---------|---------|---------|---------|-----------|---------|----------|

<sup>1</sup> This report does not include membership or utilization for Harvard Pilgrim Health Care of New England, Inc., the subsidiary of Harvard Pilgrim Health Care, Inc. which is licensed in Massachusetts,

but only offers products outside Massachusetts as of June 30, 2003.

<sup>2</sup> Average membership equals member months for reporting period divided by the number of months in the reporting period (6), January through June 2012.