

DIFFERENCE IN TOTAL PRIVATE MASSACHUSETTS MEDICARE PLAN MEMBERSHIP BETWEEN 2006 AND 2007

Medicare Supplement, Medicare HMO,
and Medicare Advantage Plan Total Members

	2006	2007	Change 2006-2007
Group (Retirees of Union/Employer Plans)	59,462	63,873	4,411
Individual	304,776	324,549	19,773
Total	364,238	388,422	24,184

Medicare Supplement Plans

	2006	2007	Change 2006-2007
Group (Retirees of Union/Employer Plans)	15,228	15,461	233
Individual	182,814	183,249	435
1. Policies issued pre-1995	10,148	9,661	(487)
2. Policies issued post-1994	172,666	173,587	921
a. Medicare Supplement Core ¹	8,665	9,122	457
b. Medicare Supplement 1	146,582	150,662	4,080
c. Medicare Supplement 2 ²	17,419	13,804	(3,615)
Total	198,042	198,710	668

Medicare HMO and Medicare Advantage Plans

	2006	2007	Change 2006-2007
Group (Retirees of Union/Emplo .	44,234	48,412	4,178
Individual	121,962	141,300	19,338
1. Medicare Advantage ³	121,512	140,923	19,411
2. Medicare Wraparound ⁴	450	377	(73)
Total	166,196	189,712	23,516

2007 Medicare Stand-Alone Prescription Drug Plans ⁵

	NO GAP Coverage	INCLUDES GAP Coverage	TOTALS
Group (Retirees of Union/Employer Plans)	467	7,223	7,690
Individual	355,271	24,735	380,006
Total	355,738	31,958	387,696

Medicare Supplement, Medicare HMO, and Medicare Advantage
Plan Members with Unlimited Drug Coverage

	2006	2007	Change 2006-2007
Group (Retirees of Union/Employer Plan	56,276	57,521	1,245
Individual	49,069	62,104	13,035
Total	105,345	119,625	14,280

Medicare Supplement Plans
Members with Unlimited Drug Coverage

	2006	2007	Change 2006-2007
Group (Retirees of Union/Employer Plan	12,053	11,530	(523)
Individual	20,847	16,599	(4,248)
1. Policies issued pre-1995	1,493	1,173	(320)
2. Policies issued post-1994	19,354	15,426	(3,928)
a. Medicare Supplement Core ¹	1,935	1,622	(313)
b. Medicare Supplement 1	0	0	-
c. Medicare Supplement 2 ²	17,419	13,804	(3,615)
Total	32,900	28,129	(4,771)

Medicare HMO and Medicare Advantage Plan
Members with Unlimited Drug Coverage

	2006	2007	Change 2006-2007
Group (Retirees of Union/Employer Plan	44,223	45,991	1,768
Individual	28,222	45,505	17,283
1. Medicare Advantage ³	27,772	45,128	17,356
2. Medicare Wraparound ⁴	450	377	(73)
Total	72,445	91,496	19,051

¹ Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA") began offering an alternate innovative benefits rider with its Medicare Supplement Core Policy in 2004.

The Medex Core Plus Rider offers prescription drug benefits with an unlimited generic drug coverage but with a \$150 limit on brand name drugs per calendar quarter.

² Due to provisions in the federal Medicare Prescription Drug Improvement and Modernization Act of 2003, Medicare Supplement 2 Plans are no longer available for offer as of January 1, 2006.

³ The program was formerly named Medicare+Choice. The Medicare Prescription Drug, Improvement, and Modernization Act of 2003 ("MMA") renamed the program Medicare Advantage ("MA").

⁴ Closed blocks of HMO Medicare "wraparound" certificates of coverage issued prior to 7/31/92.

⁵ Medicare Part D Plans provide coverage for drugs with or without a gap in coverage period where an enrollee would typically pay 100% of his or her drug costs up to \$2,400.