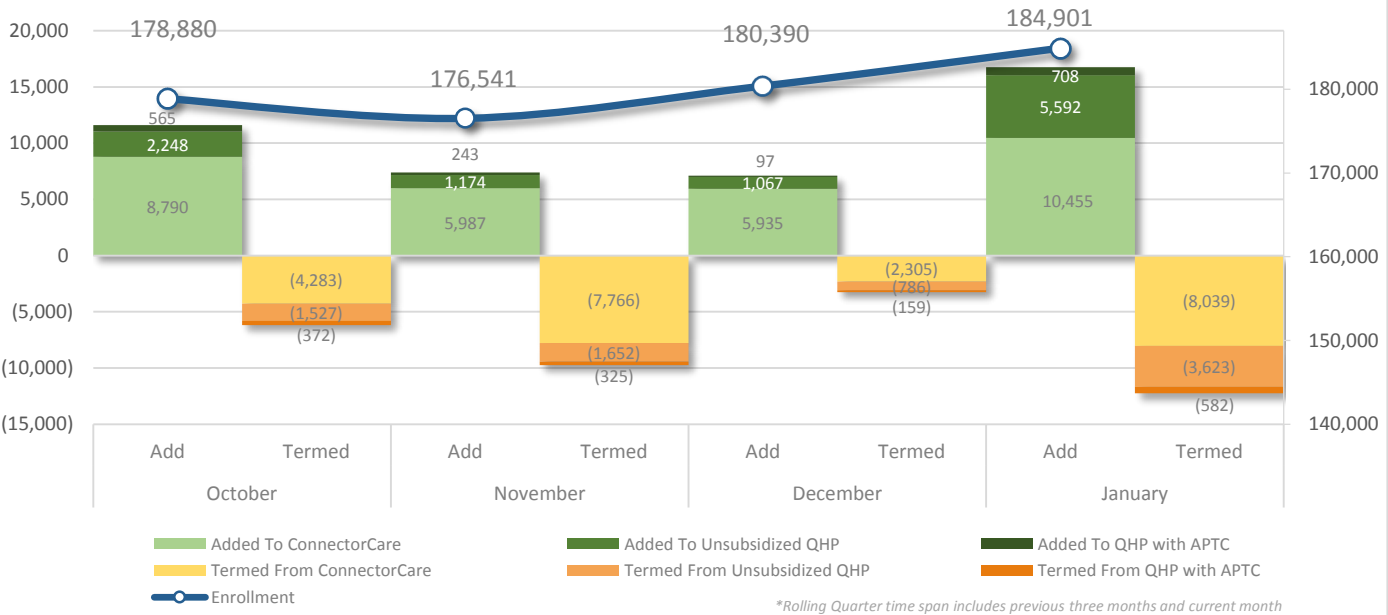


CCA Board Report Metrics



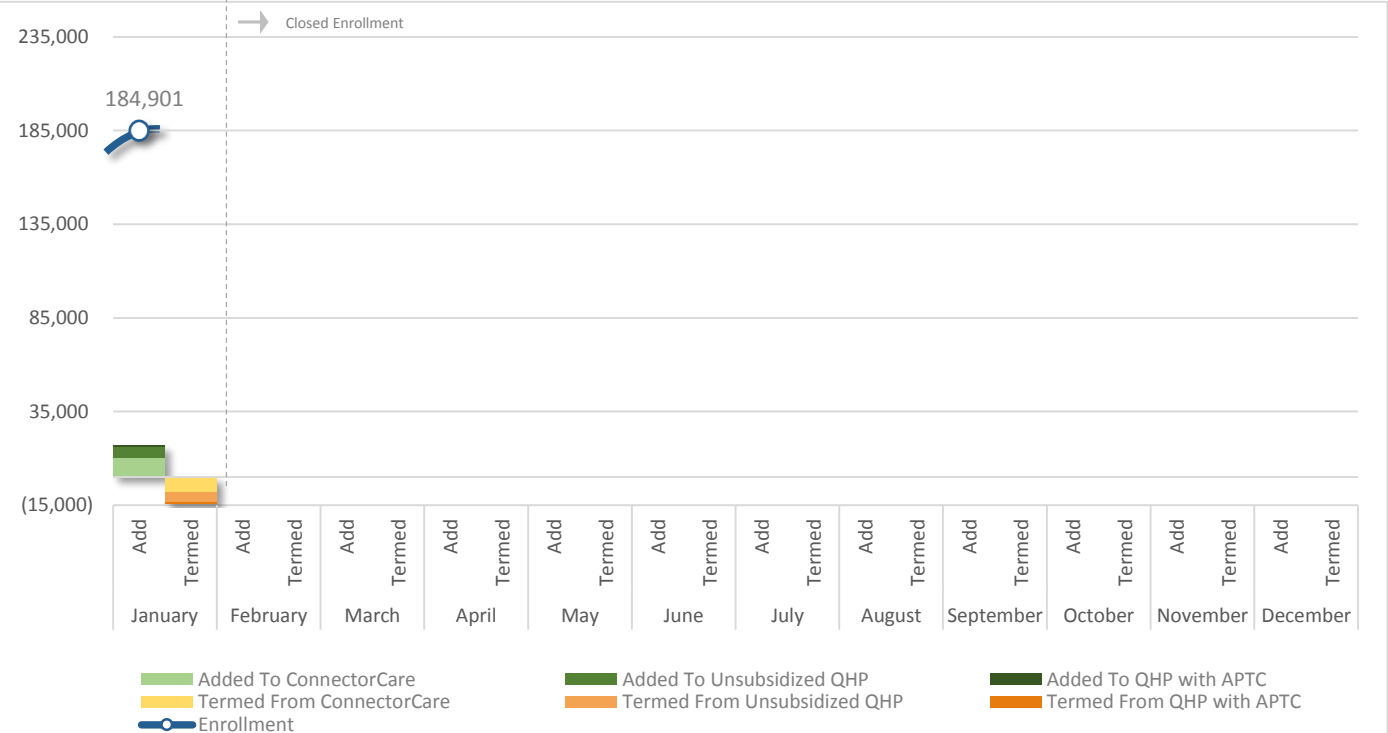
*Reporting period through December 31st
 Source: Dell Financial Management System (FMS) – January 8, 2016

Total Non-Group Medical Enrollment: Current Rolling Quarter*



- "Add" is defined as the total number of members who begin coverage for the reported month
- "Termed" is defined as the total number of members who end coverage for the reported month
- The enrollment lines shows the total number of members effectuated for the reported month

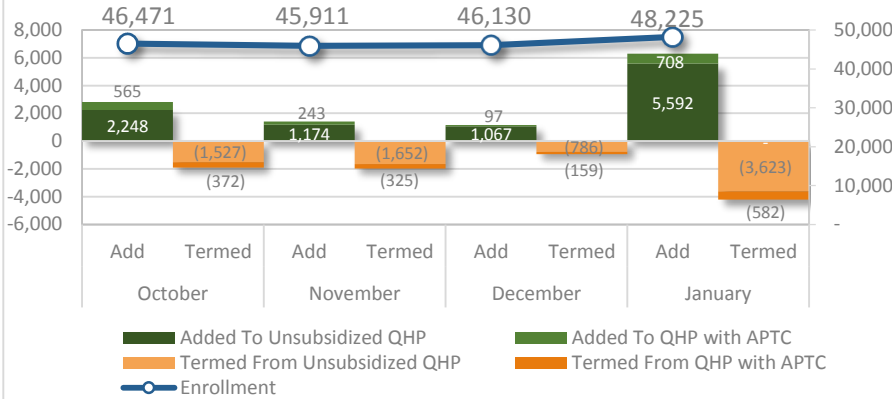
Total Non-Group Medical Enrollment: Year to Date



This report has been reformatted since November 2015 with an updated methodology that tracks enrollment, and any associated changes (i.e., additions and terminations), as of the month in which they occur. Previous reports tracked enrollment, and associated changes, based on the member's benefit start date. For example, if a member began coverage in January and then terminates her coverage in November, she will now be reported as a term in November; previously she would have been reported as a term in January.

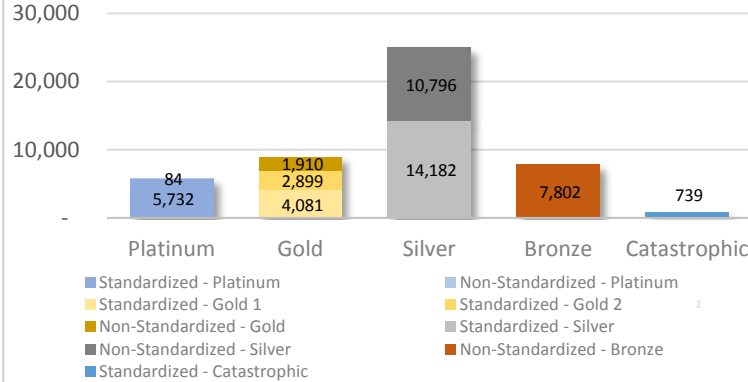
Reporting period through December 31
Source: Dell Financial Management System (FMS) – January 8, 2016

Non-Group Medical Enrollment – Unsubsidized QHP and APTC

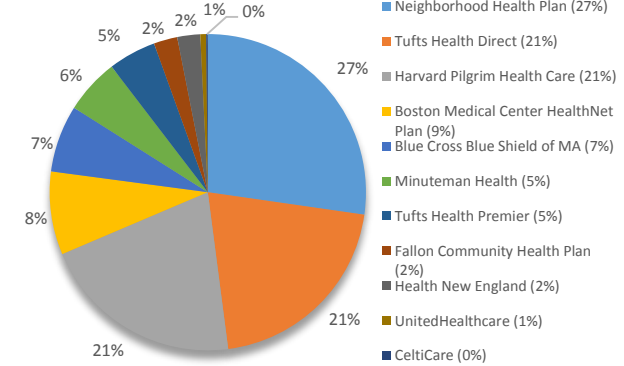


- 48,225 individuals are enrolled in non-group medical Unsubsidized QHP (40,694) or QHP with APTC (7,531) plans.
- 52% of enrolled Unsubsidized QHP and APTC members have selected a Standardized or Non-Standardized Silver plan.
- 69% of members are enrolled in either Neighborhood Health Plan, Tufts Health Direct, or Harvard Pilgrim Health Care, with all other carriers each representing less than 10% of the enrolled population.

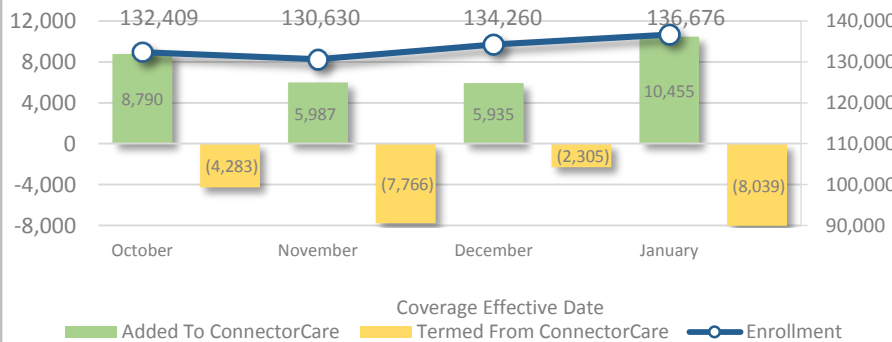
Enrolled Members by Metallic Tier and Standardization



Enrolled Members by Carrier

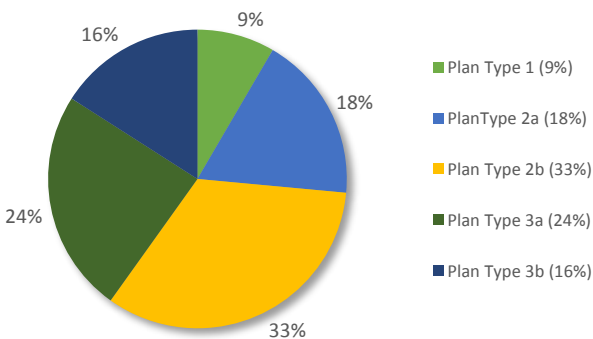


Non-Group Medical Enrollment – ConnectorCare

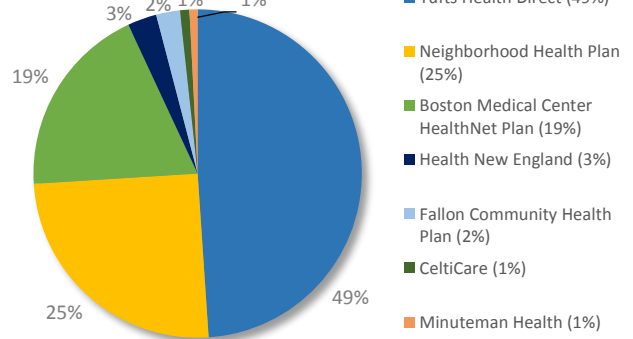


- 136,676 individuals are enrolled in non-group medical ConnectorCare plans.
- 91% of enrolled ConnectorCare members have selected plan types 2 and 3.
- 93% of members are enrolled in one of three carriers: Tufts Health Direct (49%), Neighborhood Health Plan (25%) and Boston Medical Center HealthNet (19%).

Enrolled Members by Plan Type

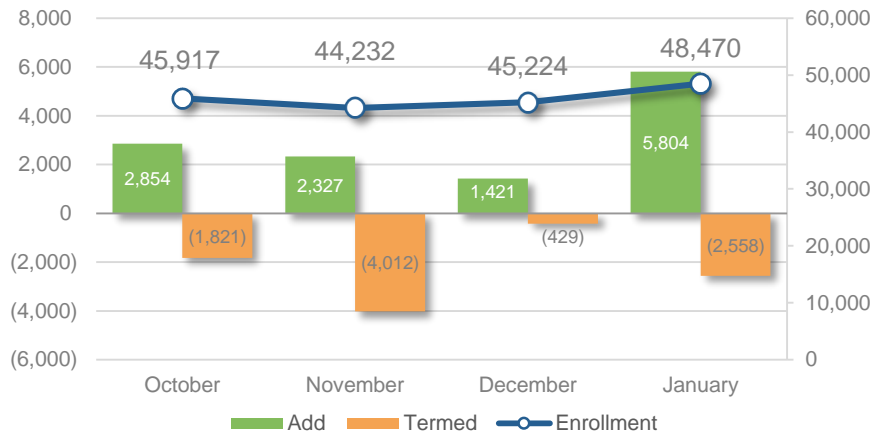


Enrolled Members by Carrier



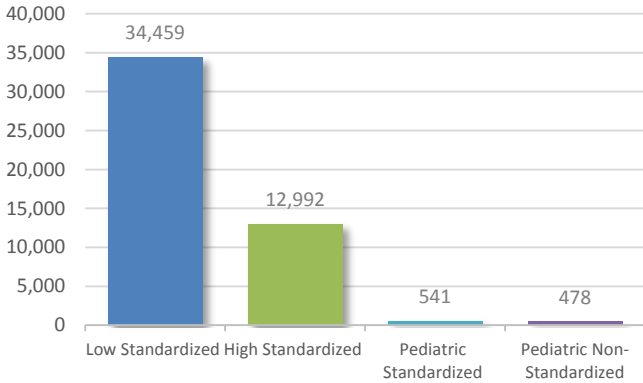
Reporting period through December 31
Source: Dell Financial Management System (FMS) – January 8, 2016

Non-Group Dental Enrollment

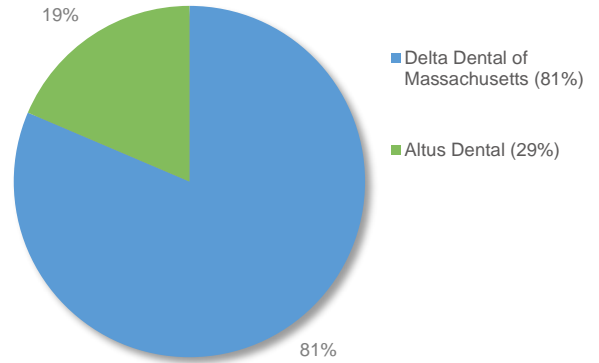


- 48,470 individuals are enrolled in non-group dental plans.
- 71% of enrolled dental members have selected Low Standardized plans.
- 81% of these individuals are enrolled in Delta Dental of Massachusetts plans, with Altus Dental representing the remaining enrolled population.

Enrollment by Benefit Configuration



Enrolled Members by Carrier

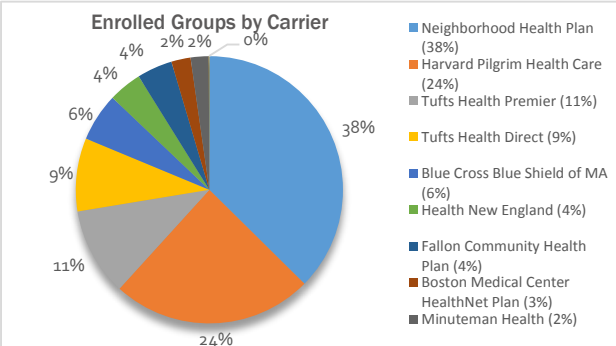
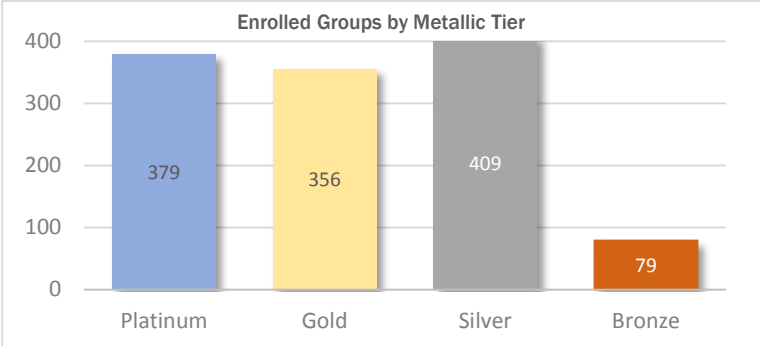
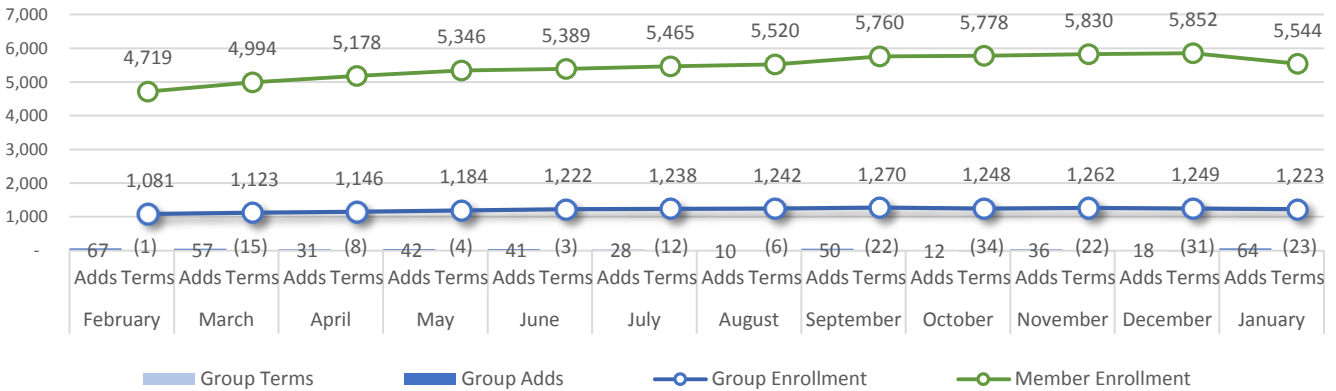


CCA Board Report Metrics

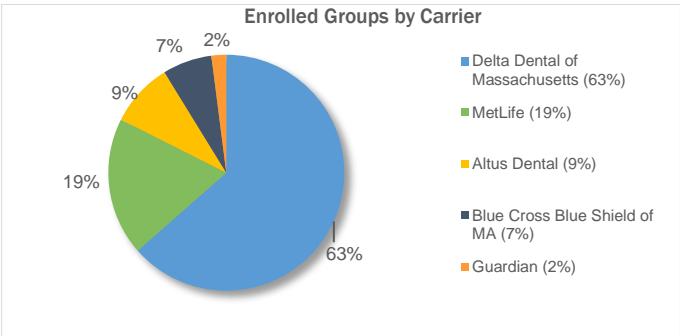
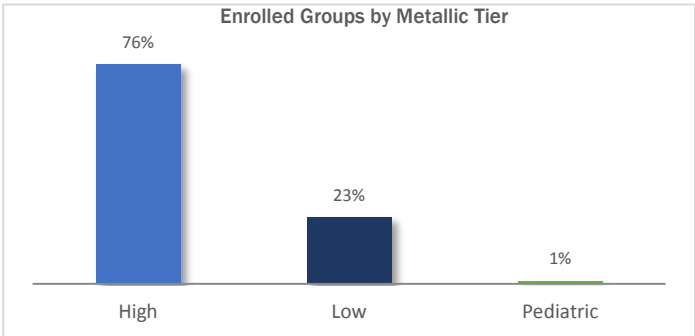
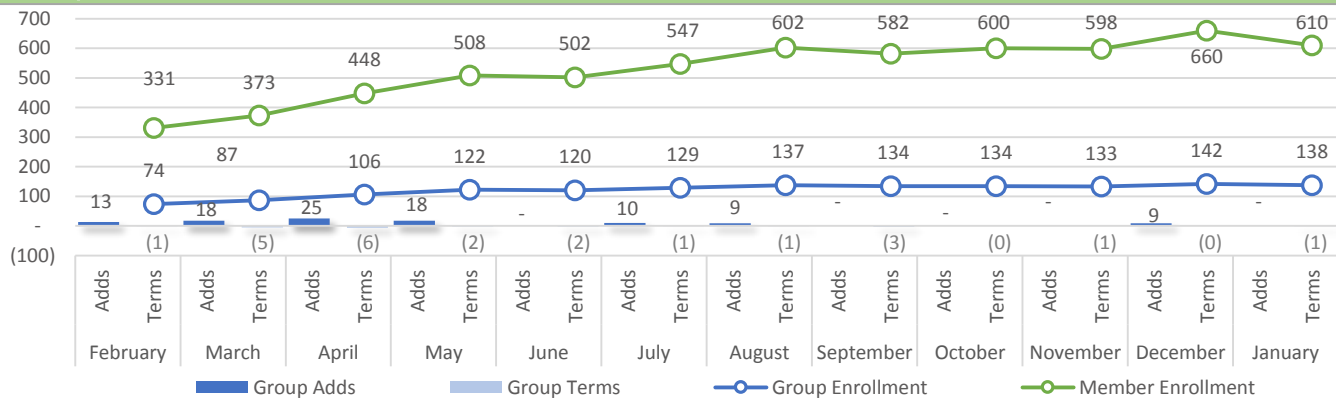


Reporting period through December 31
 Source: SBSB SHOP Database – January 1, 2016

Small Group Medical Enrollment**



Small Group Dental Enrollment**



** January counts do not include BCBS membership and reference a subset of data resulting in preliminary enrollment counts
 ** Group adds and terms represent a point-in-time snapshot of small group membership and may not include membership retroactivity.