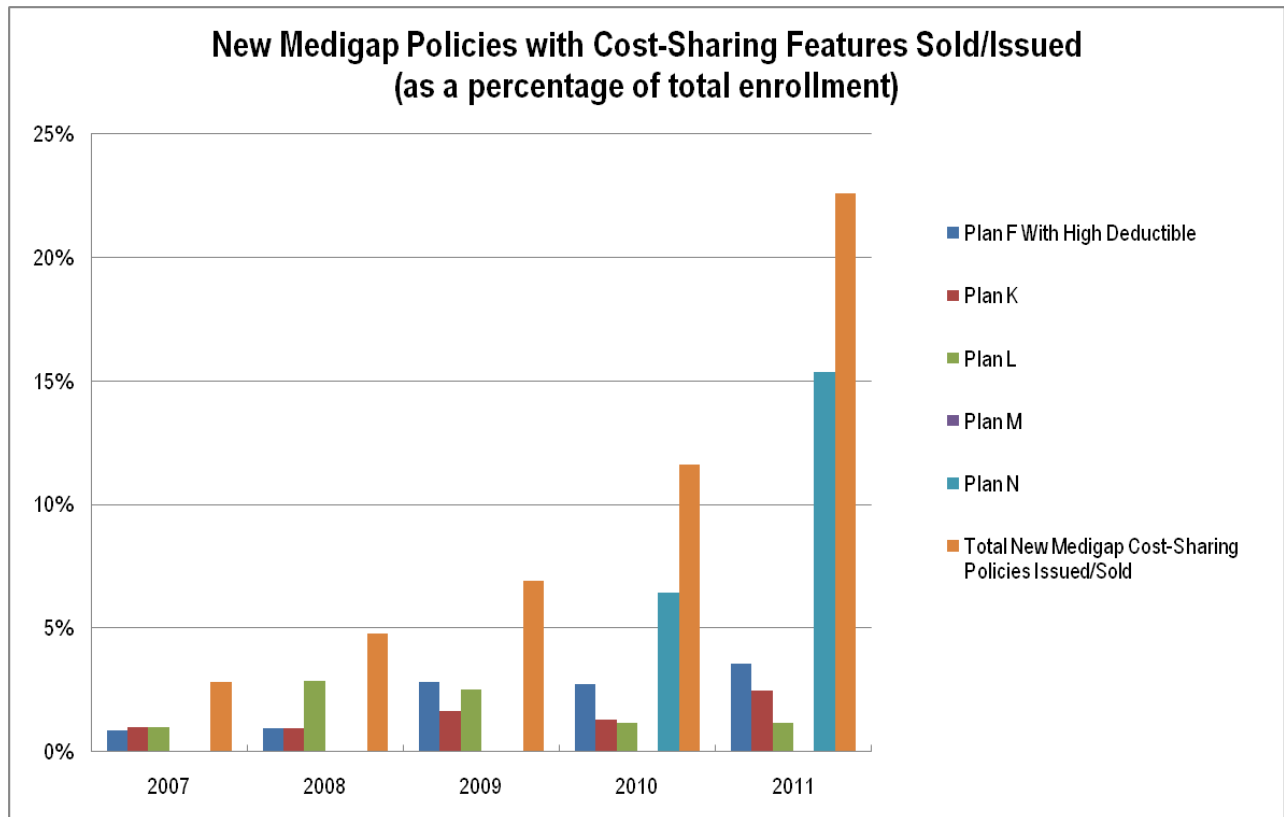




America's Health Insurance Plans (AHIP) requested national data from member plans on the number of new Medigap policies sold/issued, including both individual policies and group certificates, from 2007 through March 31, 2011. Twenty-two (22) member companies responded to the AHIP survey, representing approximately 52% of the national Medigap market.¹

New Medigap Policies with Cost-Sharing Features Sold/Issued (as a percentage of total enrollment)					
	2007	2008	2009	2010	2011
Plan F With High Deductible	1%	1%	3%	3%	4%
Plan K	1%	1%	2%	1%	2%
Plan L	1%	3%	2%	1%	1%
Plan M	N/A	N/A	N/A	*	*
Plan N	N/A	N/A	N/A	6%	15%
Total New Medigap Cost-Sharing Policies Issued/Sold	3%	5%	7%	12%	23%

*Less than .05 percent



¹ The market share information is based on the data from the NAIC 2009 Medicare Supplement Loss Ratios report.



This data table and bar chart show the percentage of member companies that responded to the AHIP survey that offered the various Medigap cost-sharing plans from January 1, 2007 to March 31, 2011.

Responding Companies that Offered Medigap Policies with Cost-Sharing Features (as a percentage of total responses)					
	2007	2008	2009	2010	2011
Plan F With High Deductible	41%	45%	45%	64%	55%
Plan K	32%	32%	32%	41%	32%
Plan L	36%	36%	36%	41%	32%
Plan M	N/A	N/A	N/A	18%	23%
Plan N	N/A	N/A	N/A	41%	50%

