

## 2013 Subscriber Migration Report

|                   | 2012 Gold | 2012 Silver | 2012 Bronze | 2012 No Health |
|-------------------|-----------|-------------|-------------|----------------|
| ASE Gold Active   | 24,722    | 56          | 112         | 379            |
| ASE Silver Active | 109       | 721         | 32          | 108            |
| ASE Bronze Active | 162       | 18          | 1,464       | 96             |

|                   | 2012 Actual | 2013 Projected | 2013 Actual | # Change from Projected |
|-------------------|-------------|----------------|-------------|-------------------------|
| ASE Gold Active   | 25,345      | 25,514         | 25,269      | -245                    |
| ASE Silver Active | 754         | 954            | 970         | 16                      |
| ASE Bronze Active | 1564        | 1,769          | 1,740       | -29                     |
|                   | 27,663      | 28,238         | 27,979      | -259                    |

|                   |        |       |       |     |
|-------------------|--------|-------|-------|-----|
| PSE Gold Active   | 28,247 | 20    | 114   | 204 |
| PSE Silver Active | 2,743  | 1,076 | 131   | 259 |
| PSE Bronze Active | 3,612  | 108   | 9,593 | 997 |

|                   |        |        |        |        |
|-------------------|--------|--------|--------|--------|
| PSE Gold Active   | 35,096 | 31,637 | 28,585 | -3,052 |
| PSE Silver Active | 1,137  | 1,858  | 4,209  | 2,351  |
| PSE Bronze Active | 9,723  | 13,383 | 14,310 | 927    |
|                   | 45,956 | 46,878 | 47,104 | 226    |

2013 Actual is based on the most recent report, run on November 14, 2012. These numbers could change as forms are still being entered into the system. 2012 Actual is the membership count on October 1, 2012.

As expected, the largest migration occurred on the PSE side, with a substantial shift to the Silver and Bronze plans. While there was a shift from Gold to the other plans, the majority of those who remained in Gold this year were a part of the Gold Plan last year. Gold remains the most popular plan among PSE members, retaining 60% of the total membership. More than 80% of the 2012 Gold population remained in the Gold Plan for 2013.