

2015 TN Medicare Supplement Market Shares

| Company Name | Direct Premiums Written | Market Share |
|--------------------------|-------------------------|--------------|
| BCBS of TN Inc | 146,580,460 | 51.45% |
| TRH Hlth Ins Co | 129,683,510 | 45.52% |
| Humana Ins Co | 6,707,990 | 2.35% |
| Sterling Life Ins Co | 1,807,199 | 0.63% |
| Pennsylvania Life Ins Co | 83,246 | 0.03% |
| Celtic Ins Co | 14,977 | 0.01% |
| 6 Companies in Report | 284,877,382 | 100% |