

**BEFORE THE INSURANCE DEPARTMENT  
OF THE  
COMMONWEALTH OF PENNSYLVANIA**

**Statement Regarding the Acquisition of Control of or Merger with  
Domestic Insurers:**

**Hospital Service Association of Northeastern Pennsylvania  
d/b/a Blue Cross of Northeastern Pennsylvania;  
First Priority Life Insurance Company, Inc.;  
HMO of Northeastern Pennsylvania, Inc.,  
d/b/a First Priority Health**

**By Highmark Inc.**

**BCNEPA RESPONSE TO INFORMATION REQUEST 5.2.14.3 FROM  
THE PENNSYLVANIA INSURANCE DEPARTMENT**

**REQUEST 5.2.14.3:**

**Provide detail concerning your selection of the appropriate geographic markets, including a full and complete copy of all Documents regarding your selection of the appropriate geographic markets.**

**RESPONSE:**

BCNEPA certifies to the best of its information, knowledge and belief that BCNEPA did not do a market share analysis of the Transaction. Highmark retained an economist to assist it in performing that analysis. Any requests concerning that analysis should be directed to Highmark.

**Hospital Service Association of  
Northeastern Pennsylvania  
d/b/a Blue Cross of Northeastern  
Pennsylvania ("BCNEPA")  
19 North Main Street  
Wilkes-Barre, PA 18711**