

2012 MARKET SHARE (EOY)
TOTAL

YEAR	NAIC #	Company	12/26/2014 Total Premiums	Total Enrollment(EOY)	Total MS Premiums	Total MS Enrollment
2012	55069	Horizon Healthcare Svcs (BCBS)	\$3,810,606,377	702,815	43.4%	41.7%
2012	95529	Horizon Healthcare of NJ (HMO)	\$1,126,826,541	264,594	12.8%	15.7%
2012	95287	Aetna Health (NJ)	\$1,054,818,281	193,482	12.0%	11.5%
2012	95506	Oxford Health Plan of NJ	\$628,277,654	117,685	7.1%	7.0%
2012	78026	Oxford Health Ins	\$585,467,668	93,745	6.7%	5.6%
2012	60054	Aetna Life Ins. Co	\$436,325,876	88,155	5.0%	5.2%
2012	95044	Amerihealth HMO	\$280,792,500	64,807	3.2%	3.8%
2012	60061	Amerihealth Ins Co of NJ	\$314,028,967	63,176	3.6%	3.7%
2012	79413	United HealthCare Ins Co	\$233,547,441	45,512	2.7%	2.7%
2012	62308	Conn Gen Life Ins Co	\$287,826,731	45,069	3.3%	2.7%
2012	81264	Nippon Life	\$28,905,518	6,489	0.3%	0.4%
2012	95500	CIGNA Health Care of NJ	\$2,314,215	384	0.0%	0.0%
		TOTAL	\$8,789,737,769	1,685,913	100.0%	100.0%
		Horizon Combined	\$4,937,432,918	967,409	56.2%	57.4%
		Aetna Combined	\$1,491,144,157	281,637	17.0%	16.7%
		United/Oxford Combined	\$1,447,292,763	256,942	16.5%	15.2%
		AmeriHealth Combined	\$594,821,467	127,983	6.8%	7.6%
		CIGNA Combined	\$290,140,946	45,453	3.3%	2.7%
		Nippon Life	\$28,905,518	6,489	0.3%	0.4%
		TOTAL	\$8,789,737,769	1,685,913	100.0%	100.0%

2012 MARKET SHARE (EOY)
LARGE GROUP

YEAR	NAIC #	Company	12/26/2014 Large Group Premiums	Large Group Enrollment(EOY)	Large Group MS Premiums	Large Group MS Enrollment
2012	55069	Horizon Healthcare Svcs (BCBS)	\$2,557,262,194	454,483	52.7%	52.2%
2012	95529	Horizon Healthcare of NJ (HMO)	\$40,919,139	10,402	0.8%	1.2%
2012	95287	Aetna Health (NJ)	\$558,602,398	90,719	11.5%	10.4%
2012	95506	Oxford Health Plan of NJ	\$146,979,383	29,985	3.0%	3.4%
2012	78026	Oxford Health Ins	\$373,011,543	63,436	7.7%	7.3%
2012	60054	Aetna Life Ins. Co	\$401,218,755	80,596	8.3%	9.2%
2012	95044	Amerihealth HMO	\$51,658,735	9,346	1.1%	1.1%
2012	60061	Amerihealth Ins Co of NJ	\$174,035,492	35,245	3.6%	4.0%
2012	79413	United HealthCare Ins Co	\$233,547,441	45,512	4.8%	5.2%
2012	62308	Conn Gen Life Ins Co	\$286,352,469	44,864	5.9%	5.1%
2012	81264	Nippon Life	\$28,905,518	6,489	0.6%	0.7%
2012	95500	CIGNA Health Care of NJ	\$1,570,604	305	0.0%	0.0%
		TOTAL	\$4,854,063,671	871,382	100.0%	100.0%
		Horizon Combined	\$2,598,181,333	464,885	53.5%	53.4%
		Aetna Combined	\$959,821,153	171,315	19.8%	19.7%
		United/Oxford Combined	\$753,538,367	138,933	15.5%	15.9%
		AmeriHealth Combined	\$225,694,227	44,591	4.6%	5.1%
		CIGNA Combined	\$287,923,073	45,169	5.9%	5.2%
		Nippon Life	\$28,905,518	6,489	0.6%	0.7%
		TOTAL	\$4,854,063,671	871,382	100.0%	100.0%

2012 MARKET SHARE (EOY)
SMALL EMPLOYER

YEAR	NAIC #	Company	12/26/2014 Premiums Sm Group	Enrollment Sm Group (EOY)	Sm Group MS Premiums	Sm Group MS Enrollment
2012	55069	Horizon Healthcare Svcs (BCBS)	\$809,931,065	145,720	25.2%	21.7%
2012	95529	Horizon Healthcare of NJ (HMO)	\$995,409,292	244,124	30.9%	36.4%
2012	95287	Aetna Health (NJ)	\$487,651,672	102,110	15.2%	15.2%
2012	95506	Oxford Health Plan of NJ	\$462,582,225	85,939	14.4%	12.8%
2012	78026	Oxford Health Ins	\$107,174,112	11,811	3.3%	1.8%
2012	60054	Aetna Life Ins. Co	\$28,365,256	5,590	0.9%	0.8%
2012	95044	Amerihealth HMO	\$203,818,543	50,870	6.3%	7.6%
2012	60061	Amerihealth Ins Co of NJ	\$121,961,674	24,194	3.8%	3.6%
2012	79413	United HealthCare Ins Co	\$0	0	0.0%	0.0%
2012	62308	Conn Gen Life Ins Co	\$1,474,262	205	0.0%	0.0%
2012	81264	Nippon Life	\$0	0	0.0%	0.0%
2012	95500	CIGNA Health Care of NJ	\$327,124	31	0.0%	0.0%
		TOTAL	\$3,218,695,225	670,594	100.0%	100.0%
		Horizon Combined	\$1,805,340,357	389,844	56.1%	58.1%
		Aetna Combined	\$516,016,928	107,700	16.0%	16.1%
		United/Oxford Combined	\$569,756,337	97,750	17.7%	14.6%
		AmeriHealth Combined	\$325,780,217	75,064	10.1%	11.2%
		CIGNA Combined	\$1,801,386	236	0.1%	0.0%
		Nippon Life	\$0	0	0.0%	0.0%
		TOTAL	\$3,218,695,225	670,594	100.0%	100.0%

2012 MARKET SHARE (EOY)
INDIVIDUAL

YEAR	NAIC #	Company	12/26/2014 Premiums Ind	Enrollment Ind (EOY)	Ind MS Premiums	Ind MS Enrollment
2012	55069	Horizon Healthcare Svcs (BCBS)	\$443,413,118	102,612	61.8%	71.3%
2012	95529	Horizon Healthcare of NJ (HMO)	\$90,498,110	10,068	12.6%	7.0%
2012	95287	Aetna Health (NJ)	\$8,564,211	653	1.2%	0.5%
2012	95506	Oxford Health Plan of NJ	\$18,716,046	1,761	2.6%	1.2%
2012	78026	Oxford Health Ins	\$105,282,013	18,498	14.7%	12.9%
2012	60054	Aetna Life Ins. Co	\$6,741,865	1,969	0.9%	1.4%
2012	95044	Amerihealth HMO	\$25,315,222	4,591	3.5%	3.2%
2012	60061	Amerihealth Ins Co of NJ	\$18,031,801	3,737	2.5%	2.6%
2012	79413	United HealthCare Ins Co	\$0	0	0.0%	0.0%
2012	62308	Conn Gen Life Ins Co	\$0	0	0.0%	0.0%
2012	81264	Nippon Life	\$0	0	0.0%	0.0%
2012	95500	CIGNA Health Care of NJ	\$416,487	48	0.1%	0.0%
		TOTAL	\$716,978,873	143,937	100.0%	100.0%
		Horizon Combined	\$533,911,228	112,680	74.5%	78.3%
		Aetna Combined	\$15,306,076	2,622	2.1%	1.8%
		United/Oxford Combined	\$123,998,059	20,259	17.3%	14.1%
		AmeriHealth Combined	\$43,347,023	8,328	6.0%	5.8%
		CIGNA Combined	\$416,487	48	0.1%	0.0%
		Nippon Life	\$0	0	0.0%	0.0%
		TOTAL	\$716,978,873	143,937	100.0%	100.0%