

2013 MARKET SHARE (EOY)
TOTAL

YEAR	NAIC #	Company	2/10/2015 Total Premiums	Total Enrollment(EOY)	Total MS Premiums	Total MS Enrollment
2013	55069	Horizon Healthcare Svcs (BCBS)	\$4,283,518,115	849,466	46.8%	51.0%
2013	95529	Horizon Healthcare of NJ (HMO)	\$908,786,419	103,008	9.9%	6.2%
2013	95287	Aetna Health (NJ)	\$823,291,898	124,219	9.0%	7.5%
2013	95506	Oxford Health Plan of NJ	\$592,488,088	101,043	6.5%	6.1%
2013	78026	Oxford Health Ins	\$532,923,525	97,912	5.8%	5.9%
2013	60054	Aetna Life Ins. Co	\$514,234,587	99,232	5.6%	6.0%
2013	95044	Amerihealth HMO	\$355,363,194	78,936	3.9%	4.7%
2013	60061	Amerihealth Ins Co of NJ	\$414,131,529	83,625	4.5%	5.0%
2013	79413	United HealthCare Ins Co	\$253,027,857	47,020	2.8%	2.8%
2013	62308	Conn Gen Life Ins Co	\$48,700,424	1,099	0.5%	0.1%
2013	81264	Nippon Life	\$43,780,647	10,538	0.5%	0.6%
2013	95500	CIGNA Health Care of NJ	\$2,653,907	374	0.0%	0.0%
2013	67369	CIGNA Health & Life	\$370,274,595	69,342	4.0%	4.2%
		TOTAL	\$9,143,174,785	1,665,814	100.0%	100.0%
		Horizon Combined	\$5,192,304,534	952,474	56.8%	57.2%
		Aetna Combined	\$1,337,526,485	223,451	14.6%	13.4%
		United/Oxford Combined	\$1,378,439,470	245,975	15.1%	14.8%
		AmeriHealth Combined	\$769,494,723	162,561	8.4%	9.8%
		CIGNA Combined	\$421,628,926	70,815	4.6%	4.3%
		Nippon Life	\$43,780,647	10,538	0.5%	0.6%
		TOTAL	\$9,143,174,785	1,665,814	100.0%	100.0%

2013 MARKET SHARE (EOY)
LARGE GROUP

YEAR	NAIC #	Company	2/10/2015 Large Group Premiums	Large Group Enrollment(EOY)	Large Group MS Premiums	Large Group MS Enrollment
2013	55069	Horizon Healthcare Svcs (BCBS)	\$2,806,117,821	456,705	53.8%	52.4%
2013	95529	Horizon Healthcare of NJ (HMO)	\$45,477,140	8,649	0.9%	1.0%
2013	95287	Aetna Health (NJ)	\$430,376,194	55,783	8.2%	6.4%
2013	95506	Oxford Health Plan of NJ	\$119,254,449	20,264	2.3%	2.3%
2013	78026	Oxford Health Ins	\$333,634,444	57,822	6.4%	6.6%
2012	60054	Aetna Life Ins. Co	\$478,261,810	93,020	9.2%	10.7%
2013	95044	Amerihealth HMO	\$59,132,556	10,401	1.1%	1.2%
2013	60061	Amerihealth Ins Co of NJ	\$229,737,683	41,552	4.4%	4.8%
2013	79413	United HealthCare Ins Co	\$253,027,857	47,020	4.8%	5.4%
2013	62308	Conn Gen Life Ins Co	\$47,438,075	934	0.9%	0.1%
2013	81264	Nippon Life	\$43,780,647	10,538	0.8%	1.2%
2013	95500	CIGNA Health Care of NJ	\$2,127,228	318	0.0%	0.0%
2013	67369	CIGNA Health and Life	\$370,274,595	69,342	7.1%	7.9%
		TOTAL	\$5,218,640,499	872,348	100.0%	100.0%
		Horizon Combined	\$2,851,594,961	465,354	54.6%	53.3%
		Aetna Combined	\$908,638,004	148,803	17.4%	17.1%
		United/Oxford Combined	\$705,916,750	125,106	13.5%	14.3%
		AmeriHealth Combined	\$288,870,239	51,953	5.5%	6.0%
		CIGNA Combined	\$419,839,898	70,594	8.0%	8.1%
		Nippon Life	\$43,780,647	10,538	0.8%	1.2%
		TOTAL	\$5,218,640,499	872,348	100.0%	100.0%

2013 MARKET SHARE (EOY)
SMALL GROUP

YEAR	NAIC #	Company	3/11/2015 Premiums Sm Group	Enrollment Sm Group (EOY)	Sm Group MS Premiums	Sm Group MS Enrollment
2013	55069	Horizon Healthcare Svcs (BCBS)	\$999,115,098	284,842	31.3%	44.0%
2013	95529	Horizon Healthcare of NJ (HMO)	\$781,067,465	85,633	24.5%	13.2%
2013	95287	Aetna Health (NJ)	\$385,123,744	67,879	12.1%	10.5%
2013	95506	Oxford Health Plan of NJ	\$460,131,349	79,858	14.4%	12.3%
2013	78026	Oxford Health Ins	\$107,174,481	24,847	3.4%	3.8%
2012	60054	Aetna Life Ins. Co	\$27,741,556	4,315	0.9%	0.7%
2013	95044	Amerihealth HMO	\$269,675,264	64,038	8.5%	9.9%
2013	60061	Amerihealth Ins Co of NJ	\$158,618,393	35,781	5.0%	5.5%
2013	79413	United HealthCare Ins Co	\$0	0	0.0%	0.0%
2013	62308	Conn Gen Life Ins Co	\$1,262,349	165	0.0%	0.0%
2013	81264	Nippon Life	\$0	0	0.0%	0.0%
2013	95500	CIGNA Health Care of NJ	\$216,801	16	0.0%	0.0%
		TOTAL	\$3,190,126,500	647,374	100.0%	100.0%
		Horizon Combined	\$1,780,182,563	370,475	55.8%	57.2%
		Aetna Combined	\$412,865,300	72,194	12.9%	11.2%
		United/Oxford Combined	\$567,305,830	104,705	17.8%	16.2%
		AmeriHealth Combined	\$428,293,657	99,819	13.4%	15.4%
		CIGNA Combined	\$1,479,150	181	0.0%	0.0%
		Nippon Life	\$0	0	0.0%	0.0%
		TOTAL	\$3,190,126,500	647,374	100.0%	100.0%

2013 MARKET SHARE (EOY)
INDIVIDUAL

YEAR	NAIC #	Company	3/10/2015 Premiums Ind	Enrollment Ind (EOY)	Ind MS Premiums	Ind MS Enrollment
2013	55069	Horizon Healthcare Svcs (BCBS)	\$478,285,196	107,919	65.1%	73.9%
2013	95529	Horizon Healthcare of NJ (HMO)	\$82,241,814	8,726	11.2%	6.0%
2013	95287	Aetna Health (NJ)	\$7,791,960	557	1.1%	0.4%
2013	95506	Oxford Health Plan of NJ	\$13,102,290	921	1.8%	0.6%
2013	78026	Oxford Health Ins	\$92,114,600	15,243	12.5%	10.4%
2013	60054	Aetna Life Ins. Co	\$8,231,221	1,897	1.1%	1.3%
2013	95044	Amerihealth HMO	\$26,555,374	4,497	3.6%	3.1%
2013	60061	Amerihealth Ins Co of NJ	\$25,775,453	6,292	3.5%	4.3%
2013	79413	United HealthCare Ins Co	\$0	0	0.0%	0.0%
2013	62308	Conn Gen Life Ins Co	\$0	0	0.0%	0.0%
2013	81264	Nippon Life	\$0	0	0.0%	0.0%
2013	95500	CIGNA Health Care of NJ	\$309,878	40	0.0%	0.0%
		TOTAL	\$734,407,786	146,092	100.0%	100.0%
		Horizon Combined	\$560,527,010	116,645	76.3%	79.8%
		Aetna Combined	\$16,023,181	2,454	2.2%	1.7%
		United/Oxford Combined	\$105,216,890	16,164	14.3%	11.1%
		AmeriHealth Combined	\$52,330,827	10,789	7.1%	7.4%
		CIGNA Combined	\$309,878	40	0.0%	0.0%
		Nippon Life	\$0	0	0.0%	0.0%
		TOTAL	\$734,407,786	146,092	100.0%	100.0%