

COMMERCIAL MKT SHARE
2011

02/20/2015 R			Comprehensive	Comprehensive	Comprehensive	Comprehensive
Revision	NAIC #	Company	Premiums	Enrollment	MS Premiums	MS Enrollment
2011	55069	Horizon Healthcare Svcs (BCBS)	\$3,725,251,090	711,296	42.2%	40.2%
2011	95287	Aetna Health (NJ)	\$1,084,335,675	216,195	12.3%	12.2%
2011	95529	Horizon Healthcare of NJ (HMO)	\$1,073,389,622	268,739	12.2%	15.2%
2011	78026	Oxford Health Ins	\$699,441,860	116,963	7.9%	6.6%
2011	95506	Oxford Health Plan of NJ	\$654,627,129	134,024	7.4%	7.6%
2011	62308	Conn Gen Life Ins Co	\$368,865,875	73,179	4.2%	4.1%
2011	60054	Aetna Life Ins. Co	\$351,861,967	71,592	4.0%	4.1%
2011	60061	Amerihealth Ins Co of NJ	\$310,725,950	57,800	3.5%	3.3%
2011	95044	Amerihealth HMO	\$300,779,758	63,758	3.4%	3.6%
2011	79413	United HealthCare Ins Co	\$213,603,475	44,698	2.4%	2.5%
2011	81264	Nippon Life	\$20,285,038	3,369	0.2%	0.2%
2011	95351	Health Net of NJ	\$19,922,690	4,238	0.2%	0.2%
2011	95500	CIGNA Health Care of NJ	\$6,548,232	1,395	0.1%	0.1%
		TOTAL	\$8,829,638,361	1,767,246	100.0%	100.0%
2011		Horizon Combined	\$4,798,640,712	980,035	54.3%	55.5%
2011		Aetna Combined	\$1,436,197,642	287,788	16.3%	16.3%
2011		United/Oxford Combined	\$1,587,595,154	299,922	18.0%	17.0%
2011		AmeriHealth Combined	\$611,505,708	121,558	6.9%	6.9%
2011		CIGNA Combined	\$375,414,107	74,574	4.3%	4.2%
2011		Nippon Life	\$20,285,038	3,369	0.2%	0.2%
		TOTAL	\$8,829,638,361	1,767,246	100.0%	100.0%

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02/20/2015 R			Premiums	Enrollment	Lg Group	Lg Group
Revision	NAIC #	Company	Lg Group	Large Group	MS Premiums	MS Enrollment
2011	55069	Horizon Healthcare Svcs (BCBS)	\$2,489,011,340	444,513	50.1%	48.7%
2011	95287	Aetna Health (NJ)	\$579,306,146	104,867	11.7%	11.5%
2011	95529	Horizon Healthcare of NJ (HMO)	\$27,521,476	13,671	0.6%	1.5%
2011	78026	Oxford Health Ins	\$454,678,866	74,348	9.1%	8.1%
2011	95506	Oxford Health Plan of NJ	\$191,102,254	34,174	3.8%	3.7%
2011	62308	Conn Gen Life Ins Co	\$365,263,796	72,542	7.3%	7.9%
2011	60054	Aetna Life Ins. Co	\$324,572,595	65,924	6.5%	7.2%
2011	60061	Amerihealth Ins Co of NJ	\$195,276,887	35,475	3.9%	3.9%
2011	95044	Amerihealth HMO	\$104,202,290	18,720	2.1%	2.0%
2011	79413	United HealthCare Ins Co	\$213,603,475	44,698	4.3%	4.9%
2011	81264	Nippon Life	\$20,285,038	3,369	0.4%	0.4%
2011	95351	Health Net of NJ	\$314,264	63	0.0%	0.0%
2011	95500	CIGNA Health Care of NJ	\$5,522,270	1,294	0.1%	0.1%
		TOTAL	\$4,970,660,697	913,657	100.0%	100.0%
2011		Horizon Combined	\$2,516,532,816	458,184	50.6%	50.1%
2011		Aetna Combined	\$903,878,741	170,791	18.2%	18.7%
2011		United/Oxford Combined	\$859,698,859	153,282	17.3%	16.8%
2011		AmeriHealth Combined	\$299,479,177	54,195	6.0%	5.9%
2011		CIGNA Combined	\$370,786,066	73,835	7.5%	8.1%
2011		Nippon Life	\$20,285,038	3,369	0.4%	0.4%
		TOTAL	\$4,970,660,697	913,657	100.0%	100.0%

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02/20/2015 R			Premiums	Enrollment	Sm Group	Sm Group
Revision	NAIC #	Company	Sm Group	Sm Group	MS Premiums	MS Enrollment
2011	55069	Horizon Healthcare Svcs (BCBS)	\$880,732,951	181,615	27.4%	25.3%
2011	95287	Aetna Health (NJ)	\$494,634,595	110,396	15.4%	15.4%
2011	95529	Horizon Healthcare of NJ (HMO)	\$943,046,114	241,152	29.3%	33.6%
2011	78026	Oxford Health Ins	\$139,117,348	19,710	4.3%	2.7%
2011	95506	Oxford Health Plan of NJ	\$439,422,068	96,649	13.7%	13.5%
2011	62308	Conn Gen Life Ins Co	\$3,602,079	637	0.1%	0.1%
2011	60054	Aetna Life Ins. Co	\$21,966,419	3,903	0.7%	0.5%
2011	60061	Amerihealth Ins Co of NJ	\$103,019,225	19,771	3.2%	2.8%
2011	95044	Amerihealth HMO	\$172,643,235	40,342	5.4%	5.6%
2011	79413	United HealthCare Ins Co	\$0	0	0.0%	0.0%
2011	81264	Nippon Life	\$0	0	0.0%	0.0%
2011	95351	Health Net of NJ	\$19,429,742	4,153	0.6%	0.6%
2011	95500	CIGNA Health Care of NJ	\$553,597	58	0.0%	0.0%
		TOTAL	\$3,218,167,373	718,386	100.0%	100.0%
2011		Horizon Combined	\$1,823,779,065	422,767	56.7%	58.8%
2011		Aetna Combined	\$516,601,014	114,299	16.1%	15.9%
2011		United/Oxford Combined	\$597,969,158	120,512	18.6%	16.8%
2011		AmeriHealth Combined	\$275,662,460	60,113	8.6%	8.4%
2011		CIGNA Combined	\$4,155,676	695	0.1%	0.1%
2011		Nippon Life	\$0	0	0.0%	0.0%
		TOTAL	\$3,218,167,373	718,386	100.0%	100.0%

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02/20/2015 R			Premiums	Enrollment	Ind	Ind
Revision	NAIC #	Company	Ind	Ind	MS Premiums	MS Enrollment
2011	55069	Horizon Healthcare Svcs (BCBS)	\$355,506,799	85,169	55.5%	63.0%
2011	95287	Aetna Health (NJ)	\$10,394,934	933	1.6%	0.7%
2011	95529	Horizon Healthcare of NJ (HMO)	\$102,822,032	13,915	16.0%	10.3%
2011	78026	Oxford Health Ins	\$105,645,646	22,905	16.5%	16.9%
2011	95506	Oxford Health Plan of NJ	\$24,102,807	3,201	3.8%	2.4%
2011	62308	Conn Gen Life Ins Co	\$0	0	0.0%	0.0%
2011	60054	Aetna Life Ins. Co	\$5,322,953	1,765	0.8%	1.3%
2011	60061	Amerihealth Ins Co of NJ	\$12,429,838	2,554	1.9%	1.9%
2011	95044	Amerihealth HMO	\$23,934,233	4,696	3.7%	3.5%
2011	79413	United HealthCare Ins Co	\$0	0	0.0%	0.0%
2011	81264	Nippon Life	\$0	0	0.0%	0.0%
2011	95351	Health Net of NJ	\$178,684	22	0.0%	0.0%
2011	95500	CIGNA Health Care of NJ	\$472,365	44	0.1%	0.0%
		TOTAL	\$640,810,291	135,203	100.0%	100.0%
2011		Horizon Combined	\$458,328,831	99,084	71.5%	73.3%
2011		Aetna Combined	\$15,717,887	2,698	2.5%	2.0%
2011		United/Oxford Combined	\$129,927,137	26,128	20.3%	19.3%
2011		AmeriHealth Combined	\$36,364,071	7,250	5.7%	5.4%
2011		CIGNA Combined	\$472,365	44	0.1%	0.0%
2011		Nippon Life	\$0	0	0.0%	0.0%
		TOTAL	\$640,810,291	135,203	100.0%	100.0%