New Jersey Small Employer Health Benefits Program Quarterly Enrollment Report - By Carrier

Second Quarter 2017

| | | | | | | | | CUR | RENT QU | JARTER | 2 | | | | | | |
|-----------------------------|---|-----------------|------------|-------------|--|-----------------|------------|--|---------|-----------------|------------|---|---------|-----------------|------------|-------------|------------------------|
| | Pre Jan 2014 Current In Force Business | | | | Contracts Issued Directly By The Carriers Current In Force Business | | | Contracts Issued through the SHOP Current In Force Business | | | | Total Enrolled Current In Force Business | | | | | |
| Carrier | # Plans | Market Share | #employees | #dependents | # Plans | Market Share | #employees | #dependents | # Plans | Market Share | #employees | #dependents | # Plans | Market Share | #employees | #dependents | Total Covered Lives |
| Aetna Health Inc | | | | | 352 | 0.68% | 1,044 | 630 | | | | | 352 | 0.60% | 1,044 | 630 | 1,674 |
| Aetna Life Ins Co | | | | | 8,146 | 15.80% | 32,129 | 28,442 | | | | | 8,146 | 13.98% | 32,129 | 28,442 | 60,571 |
| AmeriHealth HMO | | | | | 2,099 | 4.07% | 7,986 | 4,632 | 12 | 3.17% | 32 | 23 | 2,111 | 3.62% | 8,018 | 4,655 | 12,673 |
| AmeriHealth Ins Co | | | | | 4,238 | 8.22% | 17,924 | 14,361 | 43 | 11.35% | 90 | 44 | 4,281 | 7.35% | 18,014 | 14,405 | 32,419 |
| Cigna HealthCare of NJ | | | | | 4 | 0.01% | 6 | 5 | | | | | 4 | 0.01% | 6 | 5 | 11 |
| Cigna Health & Life | | | | | 11 | 0.02% | 16 | 12 | | | | | 11 | 0.02% | 16 | 12 | 28 |
| Horizon Health Services | 4,934 | 77.74% | 21,209 | 19,767 | 28,091 | 54.48% | 99,981 | 78,536 | 324 | 85.49% | 863 | 415 | 33,349 | 57.22% | 122,053 | 98,718 | 220,771 |
| Horizon Healthcare of NJ | | | | | 252 | 0.49% | 812 | 452 | | | | | 252 | 0.43% | 812 | 452 | 1,264 |
| Oxford Health Ins Co | 572 | 9.01% | 1,764 | 2,443 | 8,327 | 16.15% | 33,179 | 31,752 | | | | | 8,899 | 15.27% | 34,943 | 34,195 | 69,138 |
| Oxford Health Plans of NJ | 841 | 13.25% | 2,365 | 3,816 | 41 | 0.08% | 159 | 91 | | | | | 882 | 1.51% | 2,524 | 3,907 | 6,431 |
| Total Plans & Covered Lives | 6,347 | 100.00% | 25,338 | 26,026 | 51,561 | 100.00% | 193,236 | 158,913 | 379 | 100.00% | 985 | 482 | 58,287 | 100.00% | 219,559 | 185,421 | 404,980 |

| | | PREVIOUS QUARTER | | | | | | | | | | | | | | | |
|-----------------------------|---|------------------|------------|-------------|--|-----------------|------------|--|---------|-----------------|---|-------------|---------|-----------------|------------|-------------|------------------------|
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| Carrier | # Plans | Market Share | #employees | #dependents | # Plans | Market Share | #employees | #dependents | # Plans | Market Share | #employees | #dependents | # Plans | Market Share | #employees | #dependents | Total Covered Lives |
| Aetna Health Inc | | | | | 404 | 0.76% | 1,280 | 759 | | | | | 404 | 0.67% | 1,280 | 759 | 2,039 |
| Aetna Life Ins Co | | | | | 9,044 | 17.03% | 36,572 | 32,168 | | | | | 9,044 | 15.05% | 36,572 | 32,168 | 68,740 |
| AmeriHealth HMO | | | | | 2,309 | 4.35% | 8,590 | 5,210 | 15 | 4.04% | 36 | 28 | 2,324 | 3.87% | 8,626 | 5,238 | 13,864 |
| AmeriHealth Ins Co | | | | | 4,518 | 8.51% | 18,624 | 15,049 | 46 | 12.40% | 99 | 52 | 4,564 | 7.59% | 18,723 | 15,101 | 33,824 |
| Cigna HealthCare of NJ | | | | | 4 | 0.01% | 6 | 5 | | | | | 4 | 0.01% | 6 | 5 | 11 |
| Cigna Health & Life | | | | | 11 | 0.02% | 16 | 12 | | | | | 11 | 0.02% | 16 | 12 | 28 |
| Horizon Health Services | 5,040 | 76.97% | 21,635 | 20,079 | 28,330 | 53.34% | 99,303 | 79,539 | 310 | 83.56% | 846 | 429 | 33,680 | 56.03% | 121,784 | 100,047 | 221,831 |
| Horizon Healthcare of NJ | | | | | 273 | 0.51% | 868 | 475 | | | | | 273 | 0.45% | 868 | 475 | 1,343 |
| Oxford Health Ins Co | 623 | 7.78% | 1,883 | 2,597 | 8,184 | 15.41% | 32,666 | 31,218 | | | | | 8,807 | 14.65% | 34,549 | 33,815 | 68,364 |
| Oxford Health Plans of NJ | 966 | 15.25% | 2,686 | 4,329 | 31 | 0.06% | 129 | 62 | | | | | 997 | 1.66% | 2,815 | 4,391 | 7,206 |
| Total Plans & Covered Lives | 6,629 | 100.00% | 26,204 | 27,005 | 53,108 | 100.00% | 198,054 | 164,497 | 371 | 100.00% | 981 | 509 | 60,108 | 100.00% | 225,239 | 192,011 | 417,250 |

| | | Total Covered Lives | | | | | | | |
|---------------------------|---------|---------------------|----------|----------|--|--|--|--|--|
| Carrier | Current | Prior | # Change | % change | | | | | |
| Aetna Health Inc | 1,674 | 2,039 | (365) | -17.90% | | | | | |
| Aetna Life Ins Co | 60,571 | 68,740 | (8,169) | -11.88% | | | | | |
| AmeriHealth HMO | 12,673 | 13,864 | (1,191) | -8.59% | | | | | |
| AmeriHealth Ins Co | 32,419 | 33,824 | (1,405) | -4.15% | | | | | |
| Cigna HealthCare of NJ | 11 | 11 | - | 0.00% | | | | | |
| Cigna Health & Life | 28 | 28 | - | 0.00% | | | | | |
| Horizon Health Services | 220,771 | 221,831 | (1,060) | -0.48% | | | | | |
| Horizon Healthcare of NJ | 1,264 | 1,343 | (79) | -5.88% | | | | | |
| Oxford Health Ins Co | 69,138 | 68,364 | 774 | 1.13% | | | | | |
| Oxford Health Plans of NJ | 6,431 | 7,206 | (775) | -10.75% | | | | | |
| | 404.980 | 417.250 | (12,270) | -2.94% | | | | | |

| Current Quarter Metal Levels by Plan | | | | | | | | | | |
|--------------------------------------|--------|--------|----------|-------------|--|--|--|--|--|--|
| Bronze | Silver | Gold | Platinum | Total Plans | | | | | | |
| 5 | 337 | 10 | - | 352 | | | | | | |
| 2,002 | 4,466 | 1,677 | - | 8,146 | | | | | | |
| - | 1,203 | 772 | 136 | 2,111 | | | | | | |
| 202 | 1,674 | 1,716 | 689 | 4,281 | | | | | | |
| - | - | 4 | - | 4 | | | | | | |
| - | 11 | - | - | 11 | | | | | | |
| 1,874 | 13,234 | 10,976 | 2,331 | 28,415 | | | | | | |
| - | - | - | 252 | 252 | | | | | | |
| 374 | 2,054 | 4,350 | 1,549 | 8,327 | | | | | | |
| - | 41 | - | | 41 | | | | | | |
| | | | | | | | | | | |
| 4,457 | 23,020 | 19,505 | 4,957 | 51,940 | | | | | | |
| 8.6% | 44.3% | 37.6% | 9.5% | • | | | | | | |