

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

**Fourth Quarter 2017**

| <b>CURRENT QUARTER</b>                    |              |                |               |               |  |                |                |                |  |                |            |             |   |                |                |                |                     |
|---|--------------|----------------|---------------|---------------|--|----------------|----------------|----------------|--|----------------|------------|-------------|---|----------------|----------------|----------------|---------------------|
| Pre Jan 2014<br>Current In Force Business |              |                |               |               | Contracts Issued Directly By The Carriers<br>Current In Force Business |                |                |                | Contracts Issued through the SHOP<br>Current In Force Business |                |            |             | Total Enrolled<br>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                          |              |                |               |               | 248  | 0.52%          | 674            | 387            |  |                |            |             | 248   | 0.46%          | 674            | 387            | 1,061               |
| Aetna Life Ins Co                         |              |                |               |               | 5,905  | 12.29%         | 21,832         | 19,812         |  |                |            |             | 5,905                                       | 11.01%         | 21,832         | 19,812         | 41,644              |
| AmeriHealth HMO                           |              |                |               |               | 1,598  | 3.33%          | 5,821          | 3,339          | 13   | 3.50%          | 29         | 16          | 1,611                                       | 3.00%          | 5,850          | 3,355          | 9,205               |
| AmeriHealth Ins Co                        |              |                |               |               | 3,635  | 7.56%          | 15,659         | 12,154         | 35   | 9.43%          | 82         | 42          | 3,670                                       | 6.84%          | 15,741         | 12,196         | 27,937              |
| Cigna HealthCare of NJ                    |              |                |               |               | 3  | 0.01%          | 5              | 4              |  |                |            |             | 3   | 0.01%          | 5              | 4              | 9                   |
| Cigna Health & Life                       |              |                |               |               | 11   | 0.02%          | 16             | 13             |  |                |            |             | 11  | 0.02%          | 16             | 13             | 29                  |
| Horizon Health Services                   | 3,978        | 76.41%         | 17,550        | 16,266        | 28,180   | 58.63%         | 103,093        | 80,008         | 323  | 87.06%         | 799        | 393         | 32,481                                      | 60.55%         | 121,442        | 96,667         | 218,109             |
| Horizon Healthcare of NJ                  |              |                |               |               | 207  | 0.43%          | 644            | 378            |  |                |            |             | 207   | 0.39%          | 644            | 378            | 1,022               |
| Oxford Health Ins Co                      | 513          | 9.85%          | 1,564         | 2,258         | 8,217  | 17.10%         | 32,279         | 30,740         |  |                |            |             | 8,730                                       | 16.27%         | 33,843         | 32,998         | 66,841              |
| Oxford Health Plans of NJ                 | 715          | 13.73%         | 2,005         | 3,322         | 62   | 0.13%          | 222            | 138            |  |                |            |             | 777   | 1.45%          | 2,227          | 3,460          | 5,687               |
| <b>Total Plans &amp; Covered Lives</b>    | <b>5,206</b> | <b>100.00%</b> | <b>21,119</b> | <b>21,846</b> | <b>48,066</b>  | <b>100.00%</b> | <b>180,245</b> | <b>146,973</b> | <b>371</b>   | <b>100.00%</b> | <b>910</b> | <b>451</b>  | <b>53,643</b>                               | <b>100.00%</b> | <b>202,274</b> | <b>169,270</b> | <b>371,544</b>      |

| <b>PREVIOUS QUARTER</b>                   |              |                |               |               |  |                |                |                |  |                |            |             |   |                |                |                |                     |
|---|--------------|----------------|---------------|---------------|--|----------------|----------------|----------------|--|----------------|------------|-------------|---|----------------|----------------|----------------|---------------------|
| Pre Jan 2014<br>Current In Force Business |              |                |               |               | Contracts Issued Directly By The Carriers<br>Current In Force Business |                |                |                | Contracts Issued through the SHOP<br>Current In Force Business |                |            |             | Total Enrolled<br>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                          |              |                |               |               | 303  | 0.61%          | 869            | 554            |  |                |            |             | 303   | 0.54%          | 869            | 554            | 1,423               |
| Aetna Life Ins Co                         |              |                |               |               | 6,953  | 14.00%         | 26,491         | 23,770         |  |                |            |             | 6,953                                       | 12.38%         | 26,491         | 23,770         | 50,261              |
| AmeriHealth HMO                           |              |                |               |               | 1,906  | 3.84%          | 7,114          | 4,250          | 14   | 3.82%          | 32         | 16          | 1,920                                       | 3.42%          | 7,146          | 4,266          | 11,412              |
| AmeriHealth Ins Co                        |              |                |               |               | 3,991  | 8.04%          | 17,166         | 13,736         | 36   | 9.81%          | 82         | 43          | 4,027                                       | 7.17%          | 17,248         | 13,779         | 31,027              |
| Cigna HealthCare of NJ                    |              |                |               |               | 3  | 0.01%          | 5              | 4              |  |                |            |             | 3   | 0.01%          | 5              | 4              | 9                   |
| Cigna Health & Life                       |              |                |               |               | 11   | 0.02%          | 16             | 13             |  |                |            |             | 11  | 0.02%          | 16             | 13             | 29                  |
| Horizon Health Services                   | 4,808        | 76.97%         | 20,776        | 19,336        | 27,932   | 56.23%         | 100,748        | 79,087         | 317  | 86.38%         | 810        | 404         | 33,057                                      | 58.86%         | 122,334        | 98,827         | 221,161             |
| Horizon Healthcare of NJ                  |              |                |               |               | 229  | 0.46%          | 718            | 399            |  |                |            |             | 229   | 0.41%          | 718            | 399            | 1,117               |
| Oxford Health Ins Co                      | 540          | 7.78%          | 1,630         | 2,326         | 8,292  | 16.69%         | 32,901         | 31,335         |  |                |            |             | 8,832                                       | 15.73%         | 34,531         | 33,661         | 68,192              |
| Oxford Health Plans of NJ                 | 772          | 15.25%         | 2,162         | 3,591         | 52   | 0.11%          | 183            | 103            |  |                |            |             | 824   | 1.47%          | 2,345          | 3,694          | 6,039               |
| <b>Total Plans &amp; Covered Lives</b>    | <b>6,120</b> | <b>100.00%</b> | <b>24,568</b> | <b>25,253</b> | <b>49,672</b>  | <b>100.00%</b> | <b>186,211</b> | <b>153,251</b> | <b>367</b>   | <b>100.00%</b> | <b>924</b> | <b>463</b>  | <b>56,159</b>                               | <b>100.00%</b> | <b>211,703</b> | <b>178,967</b> | <b>390,670</b>      |

| Carrier                   | Total Covered Lives |                |                 |               |
|---------------------------|---------------------|----------------|-----------------|---------------|
|                           | Current             | Prior          | # Change        | % change      |
| Aetna Health Inc          | 1,061               | 1,423          | (362)           | -25.44%       |
| Aetna Life Ins Co         | 41,644              | 50,261         | (8,617)         | -17.14%       |
| AmeriHealth HMO           | 9,205               | 11,412         | (2,207)         | -19.34%       |
| AmeriHealth Ins Co        | 27,937              | 31,027         | (3,090)         | -9.96%        |
| Cigna HealthCare of NJ    | 9                   | 9              | -               | 0.00%         |
| Cigna Health & Life       | 29                  | 29             | -               | 0.00%         |
| Horizon Health Services   | 218,109             | 221,161        | (3,052)         | -1.38%        |
| Horizon Healthcare of NJ  | 1,022               | 1,117          | (95)            | -8.50%        |
| Oxford Health Ins Co      | 66,841              | 68,192         | (1,351)         | -1.98%        |
| Oxford Health Plans of NJ | 5,687               | 6,039          | (352)           | -5.83%        |
| <b>Total</b>              | <b>371,544</b>      | <b>390,670</b> | <b>(19,126)</b> | <b>-4.90%</b> |

| Carrier                   | Current Quarter Metal Levels by Plan |               |               |              |               |
|---------------------------|--------------------------------------|---------------|---------------|--------------|---------------|
|                           | Bronze                               | Silver        | Gold          | Platinum     | Total Plans   |
| Aetna Health Inc          | 1                                    | 243           | 4             | -            | 248           |
| Aetna Life Ins Co         | 1,612                                | 3,122         | 1,170         | -            | 5,905         |
| AmeriHealth HMO           | -                                    | 1,019         | 498           | 94           | 1,611         |
| AmeriHealth Ins Co        | 153                                  | 1,405         | 1,585         | 527          | 3,670         |
| Cigna HealthCare of NJ    | -                                    | -             | 3             | -            | 3             |
| Cigna Health & Life       | -                                    | 11            | -             | -            | 11            |
| Horizon Health Services   | 1,859                                | 13,465        | 10,721        | 2,458        | 28,503        |
| Horizon Healthcare of NJ  | -                                    | -             | -             | 207          | 207           |
| Oxford Health Ins Co      | 452                                  | 2,132         | 4,117         | 1,516        | 8,217         |
| Oxford Health Plans of NJ | -                                    | 62            | -             | -            | 62            |
| <b>Total</b>              | <b>4,077</b>                         | <b>21,459</b> | <b>18,098</b> | <b>4,802</b> | <b>48,437</b> |
| <b>% of Total</b>         | <b>8.4%</b>                          | <b>44.3%</b>  | <b>37.4%</b>  | <b>9.9%</b>  |               |