

Contracts Issued Directly By The Carriers

New Jersey Small Employer Health Benefits Program

Quarterly Enrollment Report

Quarter Reported: Fourth Quarter 2018

| Plan Type          | In Force Business Prior Quarter |                |                | Newly Issued Plans |               |               | Lapses during the Quarter |               |               | Current In Force Business |                |                |
|--------------------|---------------------------------|----------------|----------------|--------------------|---------------|---------------|---------------------------|---------------|---------------|---------------------------|----------------|----------------|
|                    | # Plans                         | #employees     | #depts.        | # Plans            | #employees    | #depts.       | # Plans                   | #employees    | #depts.       | # Plans                   | #employees     | #depts.        |
| Plan B             | -                               | -              | -              | -                  | -             | -             | -                         | -             | -             | -                         | -              | -              |
| Plan B - PPO/POS   | 6,948                           | 23,955         | 26,108         | 1,021              | 1,962         | 2,082         | 1,060                     | 1,658         | 1,957         | 6,909                     | 24,259         | 26,233         |
| Plan B - EPO       | 12,599                          | 48,810         | 32,666         | 5,032              | 15,325        | 10,198        | 2,428                     | 3,705         | 2,575         | 15,203                    | 60,430         | 40,289         |
| Plan C             | 1                               | 3              | -              | -                  | -             | -             | 1                         | 3             | -             | -                         | -              | -              |
| Plan C - PPO/POS   | 2,573                           | 8,341          | 9,297          | 296                | 679           | 735           | 429                       | 913           | 1,071         | 2,440                     | 8,107          | 8,961          |
| Plan C - EPO       | 9,109                           | 34,879         | 24,703         | 2,539              | 6,349         | 4,289         | 3,715                     | 11,426        | 7,833         | 7,933                     | 29,802         | 21,159         |
| Plan D             | 11                              | 18             | 15             | -                  | -             | -             | 3                         | 6             | 7             | 8                         | 12             | 8              |
| Plan D - PPO/POS   | 108                             | 281            | 291            | 4                  | 14            | 32            | 65                        | 200           | 224           | 47                        | 95             | 99             |
| Plan D - EPO       | 6,613                           | 23,505         | 17,076         | 929                | 1,592         | 1,253         | 2,350                     | 7,409         | 5,217         | 5,192                     | 17,688         | 13,112         |
| Plan E             | -                               | -              | -              | -                  | -             | -             | -                         | -             | -             | -                         | -              | -              |
| Plan E - PPO/POS   | 555                             | 1,821          | 1,465          | 86                 | 249           | 178           | 88                        | 292           | 248           | 553                       | 1,778          | 1,395          |
| Plan E - EPO       | 1,880                           | 9,611          | 7,564          | 196                | 738           | 523           | 159                       | 504           | 425           | 1,917                     | 9,845          | 7,662          |
| Standard HMO       | 3,622                           | 13,686         | 10,314         | 339                | 952           | 716           | 565                       | 1,730         | 1,317         | 3,396                     | 12,908         | 9,713          |
| Standard HMO/POS   | 149                             | 491            | 588            | 71                 | 217           | 216           | 61                        | 144           | 170           | 159                       | 564            | 634            |
| <b>Total Plans</b> | <b>44,168</b>                   | <b>165,401</b> | <b>130,087</b> | <b>10,513</b>      | <b>28,077</b> | <b>20,222</b> | <b>10,924</b>             | <b>27,990</b> | <b>21,044</b> | <b>43,757</b>             | <b>165,488</b> | <b>129,265</b> |

|   |       |        |        |       |       |       |       |       |       |       |        |        |
|---|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| <b>Plans Reported Above sold as HDHP (HSA provisions)</b> | 6,840 | 28,358 | 23,172 | 1,765 | 4,734 | 3,350 | 1,400 | 3,545 | 3,091 | 7,205 | 29,547 | 23,431 |
|---|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|--------|--------|

| Contracts Reported Above by Actuarial Value |        |        |        |       |        |        |       |        |        |        |        |        |
|---|--------|--------|--------|-------|--------|--------|-------|--------|--------|--------|--------|--------|
| I. 60%                                      | 3,073  | 9,892  | 7,052  | 1,067 | 2,556  | 1,595  | 1,042 | 2,575  | 1,900  | 3,098  | 9,873  | 6,747  |
| II. 70%                                     | 19,700 | 77,288 | 55,334 | 5,254 | 15,092 | 10,443 | 5,466 | 14,728 | 10,459 | 19,488 | 77,652 | 55,318 |
| III. 80%                                    | 16,634 | 61,210 | 52,751 | 3,403 | 8,828  | 6,842  | 3,677 | 9,339  | 7,507  | 16,360 | 60,699 | 52,086 |
| IV. 90%                                     | 4,761  | 17,011 | 14,950 | 789   | 1,601  | 1,342  | 739   | 1,348  | 1,178  | 4,811  | 17,264 | 15,114 |