

## NJ Individual Health Coverage Program

### Revised 2003/2004 Enrollment Targets

Carrier	2001/2002 Exhibit K Data				2003-2004 Targets
	Net Earned Premium (NEP)	% of Total NEP (Market Share)	Two-Year Total	Average Quarterly Total	
Aegis Security Insurance Co.	\$3,780.00	0.00%	-	-	-
Aegon Insurance Group	\$98,353,991.00	0.63%	65	8	3,000
Aetna Inc.	\$3,075,857,717.00	19.78%	849,597	106,200	93,830
Allianz Life Ins Co of NA	\$3,093,725.00	0.02%	-	-	94
Alta Health & Life	\$2,660,904.00	0.02%	-	-	81
American Fidelity Assurance Co.	\$39,155.00	0.00%	-	-	1
American General Life and Accident Insurance Company	\$6,383.00	0.00%	-	-	-
American National Insurance Company	\$2,730,833.00	0.02%	-	-	83
American National Life Insurance Company of Texas	\$46,815.00	0.00%	-	-	1
American Progressive Life & Health Ins Co of NewYork	\$473,225.00	0.00%	-	-	14
American Republic Insurance Company	\$462,839.00	0.00%	-	-	14
AmeriHealth	\$1,146,850,722.00	7.38%	90,405	11,301	34,985
AtlantiCare Health Plans - HMO	\$18,851,467.00	0.12%	-	-	575
AXA Equitable Life Ins Company	\$11,211,244.00	0.07%	-	-	342
Bankers Life & Casualty	\$802,713.00	0.01%	-	-	24
Banner Life Insurance Co	\$3,555.00	0.00%	-	-	-
Boston Mutual Life	\$2,865,723.00	0.02%	-	-	87
Celtic Insurance Company	\$337,665.00	0.00%	144	18	10
Central States Health & Life Co of Omaha	\$8,300.00	0.00%	-	-	-
Centre Life Ins Co	\$21,462.00	0.00%	-	-	1
CNA Insurance Companies	\$1,139,945.00	0.01%	-	-	35
Colonial Life & Accident	\$520,644.00	0.00%	-	-	16
Commercial Travelers Mutual Ins Company	\$2,319,664.00	0.01%	-	-	71
Connecticut General Life Insurance Company	\$758,539,520.00	4.88%	24,462	3,058	23,139
Conseco Life Ins. Co.	\$33,163.00	0.00%	-	-	1
Conseco Medical Ins Co	\$2,095,107.00	0.01%	-	-	64
Conseco Variable	\$1,566.00	0.00%	-	-	-
CUNA Mutual Insurance Society	\$18,185.00	0.00%	-	-	1
Eastern Life and Health Ins Co.	\$52,842.00	0.00%	-	-	2
Farm Family Life Ins. Co.	\$41,419.00	0.00%	-	-	1
Fidelity Security Life Insurance Company	\$578,541.00	0.00%	-	-	18
First Allmerica Financial Life Insurance Company	\$68,221.00	0.00%	-	-	2
General American Life Ins Co	\$65,325.00	0.00%	-	-	2
Genworth Life & Health Ins Co	\$5,354,639.00	0.03%	-	-	163
Great-West HealthCare of NJ	\$5,625,738.00	0.04%	-	-	172
Great-West Life & Annuity	\$5,694,422.00	0.04%	-	-	174
Great-West Life Assurance	\$906,324.00	0.01%	-	-	28
Guarantee Trust Life Ins	\$1,128,106.00	0.01%	-	-	34
Guardian Life Ins Co	\$205,117,558.00	1.32%	283	35	6,257
Health Net Inc.	\$1,433,099,128.00	9.22%	275,925	34,491	43,717
Horizon Healthcare Services, Inc.	\$6,142,792,206.00	39.51%	2,275,704	284,463	187,387
Humana Insurance Company	\$57,699.00	0.00%	-	-	2
Illinois Mutual Life Insurance	\$13,159.00	0.00%	-	-	-
ING Americas	\$37,645.00	0.00%	-	-	1
John Alden Life Insurance Co.	\$46,893.00	0.00%	-	-	1
John Hancock Life Insurance Co	\$1,354,060.00	0.01%	-	-	41
Liberty Mutual Insurance	\$4,465.00	0.00%	-	-	-
Lincoln National Life Ins Co	\$99,190.00	0.00%	-	-	3
Metropolitan Life Ins Co	\$810,579.00	0.01%	118	15	25
MONY Life Insurance	\$37,572.00	0.00%	-	-	1
Mutual of Omaha Insurance Company	\$5,731,646.00	0.04%	-	-	175

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National Benefit Life	\$91,550.00	0.00%	-	-	3
National Casualty Company	\$89,433.00	0.00%	-	-	3
National Health Ins Co	\$2,279,955.00	0.01%	8	1	70
Nationwide Life	\$1,210,276.00	0.01%	-	-	37
New England Life Ins Co	\$161,952.00	0.00%	-	-	5
New York Life Ins. Co.	\$7,867,030.00	0.05%	-	-	240
Nippon Life Insurance Company of America	\$19,799,666.96	0.13%	-	-	604
North American Co for Life and Health Insurance	\$291,111.00	0.00%	-	-	9
Northwestern Natl. Ins. Co. Milwaukee, WI	\$53,273.00	0.00%	-	-	2
Old American Ins. Co	\$151.00	0.00%	-	-	-
Oxford Health Plans	\$1,521,960,741.00	9.79%	93,358	11,670	46,428
Oxford Life Insurance Company	\$14,357.00	0.00%	-	-	-
Pacific Life & Annuity Co	\$2,977,338.37	0.02%	-	-	91
Pacific Life Insurance Co	\$1,412,009.03	0.01%	-	-	43
Pan-American Life	\$429.00	0.00%	-	-	-
PerfectHealth Insurance Company	\$14,168,519.00	0.09%	-	-	432
Phoenix Life Ins Co	\$10,041,141.00	0.06%	-	-	306
Physicians Mutual Insurance Co	\$10,617.00	0.00%	-	-	-
Primerica Life Insurance Co	\$36,363.00	0.00%	-	-	1
Principal Life Insurance Company	\$1,917,664.00	0.01%	48	6	58
Provident Life & Accident	\$40,418.00	0.00%	-	-	1
Prudential Ins Co	\$29,921,926.00	0.19%	-	-	913
Reassure America Life Insurance Company	\$11,086.00	0.00%	-	-	-
Security Mutual Life Ins Co of NY	\$2,281,412.00	0.01%	-	-	70
State Farm Mutual Automobile Insurance Company	\$21,224,947.00	0.14%	-	-	647
Teachers Protective Mutual Life Insurance Company	\$1,333.00	0.00%	-	-	-
Thrivent Financial for Lutherans	\$335,086.00	0.00%	-	-	10
TIAA	\$5,767.00	0.00%	-	-	-
Time Insurance Company	\$3,394,773.00	0.02%	18	2	104
Travelers Insurance Co	\$1,875,371.00	0.01%	-	-	57
Trustmark Insurance Co	\$3,202,726.00	0.02%	2	-	98
UICI Group	\$11,561,006.00	0.07%	-	-	353
Unicare Life & Health Insurance Company	\$30,234,750.00	0.19%	-	-	922
Union Labor Life Insurance Company	\$35,109,698.00	0.23%	-	-	1,071
Union Security Ins Co	\$31,197.00	0.00%	-	-	1
United States Life Ins Co of the City of New York	\$15,591,811.00	0.10%	-	-	476
United Teacher Associates Ins Co	\$8,485.00	0.00%	-	-	-
UnitedHealth Group	\$678,841,345.00	4.37%	184,486	23,061	20,708
Unity Mutual Life Ins.	\$49,147.65	0.00%	-	-	1
UNUM Life Ins Co	\$26,383.00	0.00%	-	-	1
WellChoice Insurance of NJ, Inc	\$192,864,426.00	1.24%	-	-	5,883
William Penn Life Ins Co	\$14,965.00	0.00%	-	-	-
World Insurance Company	\$57,493.00	0.00%	-	-	2
<b>TOTAL</b>	<b>\$15,549,136,517.01</b>	<b>100.00%</b>	<b>3,794,623</b>	<b>474,329</b>	<b>474,325</b>