

NJ Individual Health Coverage Program

2005-2006 Enrollment Targets

Carrier	2003/2004 Exhibit K Data			2005-2006 Targets
	Exhibit K NEP	% of Total NEP (Market Share)	Two-Year Total	
Aegon Insurance Group	116,142,484.00	0.64%		3,497
Aetna Inc.	3,136,660,893.00	17.16%	311,560	38,945
Allianz Life Insurance Company of North America	514.00	0.00%	-	-
Allstate Life Ins Co of NY	34,255.00	0.00%	-	-
Alta Health & Life	1,349,726.00	0.01%	-	41
American Fidelity Assurance Company	226,889.00	0.00%	-	7
American General Life and Accident Insurance Company	29,631.00	0.00%	-	1
American Heritage Life Ins Co	653,814.00	0.00%	-	20
American Medical & Life Ins Co	68,387.00	0.00%	-	2
American National Insurance Company	310,137.00	0.00%	-	9
American National Life Insurance Company of Texas	51,043.00	0.00%	-	2
American Progressive Life & Health Ins Co of NY	229,345.00	0.00%	-	7
American Republic Insurance Company	330,799.00	0.00%	-	10
AmeriHealth	1,249,799,803.00	6.84%	62,743	7,843
AXA Equitable Life Insurance Company	9,824,923.00	0.05%	-	296
Bankers Life & Casualty Company	580,226.00	0.00%	-	17
Banner Life Insurance	2,792.19	0.00%	-	-
BCS Life Insurance Company	128,618.00	0.00%	-	4
Boston Mutual Life	3,763,918.00	0.02%	-	113
Celtic Insurance Company	292,407.00	0.00%	64	8
Central States Health & Life Co of Omaha	12,716.00	0.00%	-	-
Centre Life Insurance Co	18,075.00	0.00%	-	1
Chesapeake Life Ins Co	1,222.00	0.00%	-	-
Clarica Life Ins Co - US	1,665.00	0.00%	-	-
CNA Insurance Companies	473,253.00	0.00%	-	14
Colonial Life & Accident Insurance Company	417,822.00	0.00%	-	13
Combined Insurance Company of America	3,305,379.00	0.02%	-	100
Commercial Travelers Mutual Insurance Company	3,290,759.00	0.02%	-	99
Connecticut General Life Insurance Company	747,171,901.00	4.09%	8,120	1,015
Conseco Senior Health Ins Co	101,272.00	0.00%	-	3
Continental General Insurance Company	125,658.00	0.00%	-	4
Educators Mutual Life Insurance Company	29,238.00	0.00%	-	1
Empire HealthChoice HMO, Inc.	61,449,274.00	0.34%	-	1,850
Farm Family Life Insurance Company	39,491.00	0.00%	-	1
Fidelity Security Life Insurance Co	135,144.00	0.00%	-	4
First Allmerica Life Insurance Company	6,267.00	0.00%	-	-
First Rehabilitation Life Insurance Co of America	2,792,555.00	0.02%	-	84
Fort Dearborn Life Ins Co	1,809,582.00	0.01%	-	54
Fortis Benefits Insurance Company	8,231.00	0.00%	-	-
Time Insurance Company	2,159,803.00	0.01%	-	65
Genworth Life & Health Ins Co	15,375,653.00	0.08%	-	463
Great-West Healthcare of New Jersey, Inc.	177,009.00	0.00%	-	5
Great-West Assurance	458,650.00	0.00%	-	14
Great-West Life & Annuity	282,011.00	0.00%	-	8
Guarantee Trust Life Insurance Co	1,292,424.00	0.01%	-	39
Guardian Life Insurance Company	154,285,609.00	0.84%	270	34
Health Net of New Jersey	1,838,897,408.00	10.06%	247,240	30,905
Horizon Healthcare Services, Inc.	7,247,474,629.00	39.64%	2,485,436	310,680
Humana Insurance Company	13,172.00	0.00%	-	-
Illinois Mutual Life Insurance Company	34,445.00	0.00%	-	1
ING Life and Annuity	6,371.58	0.00%	-	-
Jefferson National Life Insurance Company	1,573.00	0.00%	-	-
Jefferson Pilot LifeAmerica Insurance Company	7,116.00	0.00%	-	-
John Alden Life Insurance Company	245,650.00	0.00%	-	7
Kanawha Insurance Company	4,324.00	0.00%	-	-
Liberty Mutual Insurance Company	2,977.00	0.00%	-	-

NJ Individual Health Coverage Program

2005-2006 Enrollment Targets

Carrier	2003/2004 Exhibit K Data			2005-2006 Targets	
	Exhibit K NEP	% of Total NEP (Market Share)	Two-Year Total		Average Quarterly Total
Massachusetts Mutual Life Insurance	1,922.00	0.00%	-	-	-
Mega Life and Health Insurance Company	16,224,438.00	0.09%	-	-	488
Metropolitan Life Insurance Company	4,001,222.00	0.02%	-	-	120
MidWest National Life Insurance Company of TN	2,821,151.00	0.02%	-	-	85
MONY Life Insurance Company	36,737.00	0.00%	-	-	1
MTL Insurance Company	2,684.00	0.00%	-	-	-
Mutual of Omaha Insurance Company	1,838,358.00	0.01%	-	-	55
National Benefit Life Insurance Company	80,112.00	0.00%	-	-	2
National Casualty Company	11,923.00	0.00%	-	-	-
National Health Insurance Company	1,175,640.00	0.01%	8	1	35
Nationwide Life Insurance Company	306,512.00	0.00%	-	-	9
New England Life Insurance Company	101,340.00	0.00%	-	-	3
New York Life Insurance Company	8,931,143.00	0.05%	-	-	269
Nippon Life Insurance Company of America	26,986,058.00	0.15%	-	-	812
North American Co for Life and Health Ins.	235,070.00	0.00%	-	-	7
North Carolina Mutual Life Ins Co	2,241.00	0.00%	-	-	-
Northwestern Natl Ins Co Milwaukee WI	26,197.00	0.00%	-	-	1
Old American Insurance Company	150.00	0.00%	-	-	-
Oxford Life Insurance Company	1,165.00	0.00%	-	-	-
Pacific Life & Annuity Company	19,864.98	0.00%	-	-	1
Pan-American Life Insurance Company	277,062.00	0.00%	-	-	8
Paul Revere Life Ins Co	17,579.00	0.00%	-	-	1
Phoenix Life Insurance Company	237,518.00	0.00%	-	-	7
Physicians Mutual Insurance Company	22,784.00	0.00%	-	-	1
Primerica Life Insurance Company	32,686.00	0.00%	-	-	1
Principal Life Insurance Company	519,782.00	0.00%	-	-	16
Professional Ins Co	122.00	0.00%	-	-	-
Provident Life & Accident Insurance Company	18,803.00	0.00%	-	-	1
Prudential Insurance Company of America	2,850,141.00	0.02%	-	-	86
Reassure America Life Insurance Co	9,543.00	0.00%	-	-	-
SBLI USA Mutual Life Insurance Company	61,965.00	0.00%	-	-	2
Security Mutual Life Insurance Company of New York	5,139,305.00	0.03%	-	-	155
Sentry Life Insurance Company	8,526.00	0.00%	-	-	-
State Farm Mutual Automobile Insurance Company	21,809,520.00	0.12%	-	-	657
Thrivent Financial for Lutherans	369,509.00	0.00%	-	-	11
TIAA	1,407.00	0.00%	-	-	-
Travelers Insurance Company	637,965.00	0.00%	-	-	19
Trustmark Insurance Company	517,380.00	0.00%	-	-	16
Trustmark Life Insurance	628,548.00	0.00%	-	-	19
Unicare Life & Health Insurance Company	37,030,159.00	0.20%	-	-	1,115
Union Labor Life Insurance Company	32,628,605.00	0.18%	-	-	982
UnitedHealth Group	3,435,412,770.00	18.79%	1,287,880	160,985	103,432
United States Life Insurance Company in the City of New York	8,176,226.00	0.04%	-	-	246
UNUM Life Insurance Company of America	20,782.00	0.00%	-	-	1
Washington National Ins Co	231,626.00	0.00%	-	-	7
WellChoice Insurance of New Jersey, Inc.	69,752,659.00	0.38%	-	-	2,100
William Penn	13,994.33	0.00%	-	-	-
World Insurance Company	10,915.00	0.00%	-	-	-
TOTAL	\$18,281,630,742.08	100.00%	4,403,321	550,416	550,411