

NEW JERSEY  
**INDIVIDUAL HEALTH COVERAGE PROGRAM BOARD**  
CN 325  
Trenton, NJ 08625  
(609)984-2425  
fax (609)633-2030  
April 12, 1996

**(REVISED) ADVISORY BULLETIN 96-IHC-01**

**RE: 1996 Minimum Enrollment Share: THIS BULLETIN CONTAINS A REVISED MINIMUM ENROLLMENT SHARE AND REPLACES THE VERSION OF BULLETIN 96-IHC-01 DATED AND MAILED TO CARRIERS ON APRIL 4, 1996.**

The New Jersey Individual Health Coverage Program ("IHC") Board is authorized by N.J.S.A. 17B:27A-2 to administer the IHC Program and to assess carriers which are members of the Program for their proportionate shares of reimbursable losses. A carrier is a member of the IHC Program, if it is licensed to sell health benefits plans in New Jersey and reported net earned premium from individual, small group, or large group health benefits plans in 1995. The IHC Program rules appear at N.J.A.C. 11:20-1.1.

This bulletin contains a preliminary estimate of your share of 1995 reimbursable losses and shall serve as notice, required by N.J.A.C. 11:20-9.3(a), of the "minimum number of non-group persons" AEGON USA, Inc. would have to enroll to be exempt from assessment for 1996 reimbursable losses. The estimated loss assessment is subject to change.

|                                  |       |
|----------------------------------|-------|
| Estimated Loss Share             | \$ \$ |
| Revised Minimum Enrollment Share |       |

**Exemptions from assessment are only available to carriers actively offering standard individual health benefits plans in New Jersey. If you wish to apply for an exemption for calendar year 1996, you must submit a request to the Board, in accordance with N.J.A.C. 11:20-9.2, by May 1, 1996. Late requests will be denied.**

This notice is not a bill. Within 60 days, you will receive a bill for the 1995 Program losses, which will also include adjustments to the assessments for calendar years 1993 and 1994, which are the result of resolutions of assessment appeals and the independent audit of Program losses. If, upon receiving this notice, you determine that you have failed to file a Market Share and Net Paid Loss Report (Exhibit K), or a non-member certification, you must do so immediately to avoid being assessed on the basis of the total accident and health premium reported on your

| Carrier Name (affiliated carriers listed on combined basis) | Carrier listed on NJ net earned premium (NEP) | market share | reimbursable loss share | pro-rata exemptions from assessment | exempt carrier loss share | non-exempt carrier adjusted loss share | adjustment for 35% cap on loss share | 1995 carrier reimbursable loss share (estimated) | actual 1995 non-group enrollment | 1996 minimum number of non-group persons |
|---|---|--------------|-------------------------|-------------------------------------|---------------------------|--|--------------------------------------|--|----------------------------------|--|
| AEGON USA, Inc.   | \$ 14,703,213                                 | 0.29139%     | \$ 230,937              | 57.96%                              | \$ 2,071,530              | \$ 416,699                             | \$ 92,918                            | \$ 509,617                                       | 51                               | 947                                      |
| Aetna Life Insurance Company                                | \$ 313,703,407                                | 6.21712%     | \$ 4,927,189            |                                     | \$ 2,071,530              | \$ 14,763                              | \$ 3,292                             | \$ 2,071,530                                     |                                  | 20,195                                   |
| Allianz Life Ins Co of N. America                           | \$ 520,904                                    | 0.01032%     | \$ 8,182                |                                     |                           | \$ 42                                  | \$ 9                                 | \$ 18,055  |                                  | 34                                       |
| ALLAMERICA FINANCIAL LIFE & ANNUITY                         | \$ 1,468                                      | 0.00003%     | \$ 23                   |                                     |                           | \$ 985                                 | \$ 220                               | \$ 1,204   |                                  | 0  |
| Allstate Life Insurance Company                             | \$ 34,748                                     | 0.00069%     | \$ 546                  |                                     |                           | \$ 48,782                              | \$ 10,878                            | \$ 59,659  |                                  | 2  |
| American National Ins Co                                    | \$ 1,721,259                                  | 0.03411%     | \$ 27,035               |                                     |                           | \$ 168                                 | \$ 38                                | \$ 206   |                                  | 111                                      |
| American United Life Ins. Co.                               | \$ 5,919                                      | 0.00012%     | \$ 93                   |                                     |                           | \$ 952,233                             | \$ 212,334                           | \$ 1,164,567                                     |                                  | 0  |
| AMERHEALTH HMO, INC   | \$ 33,599,534                                 | 0.66589%     | \$ 527,733              |                                     |                           | \$ 1,662                               | \$ 371                               | \$ 2,033   |                                  | 2,163                                    |
| AMERHEALTH INSURANCE CO OF NJ                               | \$ 58,648                                     | 0.00116%     | \$ 921                  |                                     |                           | \$ 57                                  | \$ 13                                | \$ 69  |                                  | 4  |
| Amex Life Assurance Co                                      | \$ 1,996                                      | 0.00004%     | \$ 31                   |                                     |                           | \$ 155,009                             | \$ 34,565                            | \$ 189,574                                       |                                  | 0  |
| Bankers Life & Cas Co                                       | \$ 5,469,492                                  | 0.10840%     | \$ 85,907               |                                     |                           | \$ 19,894                              | \$ 4,436                             | \$ 24,331  | 13                               | 352                                      |
| Bankers Multiple Line Ins. Co.                              | \$ 701,976                                    | 0.01391%     | \$ 11,026               |                                     |                           | \$ 14,765                              | \$ 3,292                             | \$ 18,058  | 1                                | 45                                       |
| Bankers Security Life Ins Society                           | \$ 520,991                                    | 0.01033%     | \$ 8,183                |                                     |                           | \$ 5,484                               | \$ 1,223                             | \$ 6,706   |                                  | 34                                       |
| BCS Life Insurance Co.                                      | \$ 193,490                                    | 0.00383%     | \$ 3,039                |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | 12                                       |
| Berkshire Life Ins. Co.                                     | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Blue Cross and Blue Shield of NJ                            | \$ 1,202,793,551                              | 23.83751%    | \$ 18,891,741           |                                     | \$ 34,087,980             | \$ 34,087,980                          | \$ -                                 | \$ -   | 115,917                          | 77,430                                   |
| Boston Mutual Life Ins Co                                   | \$ 3,860,031                                  | 0.07650%     | \$ 60,628               |                                     |                           | \$ 109,396                             | \$ 24,394                            | \$ 133,789                                       |                                  | 248                                      |
| Business Men's Assur of Am                                  | \$ 15,608                                     | 0.00031%     | \$ 245                  |                                     |                           | \$ 442                                 | \$ 99                                | \$ 541   |                                  | 1  |
| Canada Life Assur Co  | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Capitol American Life Ins Co                                | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Celtic Life Ins. Co.  | \$ 27,611,700                                 | 0.54722%     | \$ 433,685              | 100.00%                             | \$ -                      | \$ -                                   | \$ -                                 | \$ -   | 16,180                           | 1,778                                    |
| Centennial Life Insurance Company                           | \$ 1,606,692                                  | 0.03184%     | \$ 25,236               |                                     |                           | \$ 45,535                              | \$ 10,154                            | \$ 55,688  | 9                                | 103                                      |
| CNA Insurance Companies                                     | \$ 19,124,050                                 | 0.37901%     | \$ 300,373              |                                     |                           | \$ 541,988                             | \$ 120,855                           | \$ 662,844                                       |                                  | 1,231                                    |
| Colonial Life & Accident Ins Co                             | \$ 758,435                                    | 0.01503%     | \$ 11,912               |                                     |                           | \$ 21,495                              | \$ 4,793                             | \$ 26,288  |                                  | 49                                       |
| Colonial Life Ins. Co. of America                           | \$ 26,525,664                                 | 0.52570%     | \$ 416,627              |                                     |                           | \$ 751,755                             | \$ 167,630                           | \$ 919,385                                       |                                  | 1,708                                    |
| Colonial Penn Franklin Ins Co                               | \$ 331,326                                    | 0.00657%     | \$ 5,204                |                                     |                           | \$ 9,390                               | \$ 2,094                             | \$ 11,484  |                                  | 21                                       |
| Colonial Penn Ins Co  | \$ 37,774                                     | 0.00075%     | \$ 593                  |                                     |                           | \$ 1,071                               | \$ 239                               | \$ 1,309   |                                  | 2  |
| Colonial Penn Life Ins Co                                   | \$ 2,905                                      | 0.00006%     | \$ 46                   |                                     |                           | \$ 82                                  | \$ 18                                | \$ 101   |                                  | 0  |
| Columbus Life Insurance Company                             | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Commercial Union Ins Cos                                    | \$ 17,313                                     | 0.00034%     | \$ 272                  |                                     |                           | \$ 491                                 | \$ 109                               | \$ 600   | 94                               | 1  |
| Connecticut General Life Ins. Co.                           | \$ 322,706,545                                | 6.38742%     | \$ 5,062,168            | 28.00%                              | \$ 3,844,739              | \$ 68,827                              | \$ 15,528                            | \$ 3,644,739                                     | 5,282                            | 20,748                                   |
| CUNA Mutual Ins. Society                                    | \$ 2,456,782                                  | 0.04859%     | \$ 38,588               |                                     |                           | \$ 3,820                               | \$ 852                               | \$ 85,153  |                                  | 156                                      |
| Educators Mutual Life Ins. Co.                              | \$ 134,801                                    | 0.00287%     | \$ 2,117                |                                     |                           | \$ 105,707                             | \$ 23,571                            | \$ 129,278                                       |                                  | 9  |
| EMPLOYERS HEALTH INS (Y)                                    | \$ 3,729,870                                  | 0.07382%     | \$ 58,583               |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | 240                                      |
| Employers Ins of Wausau                                     | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Equitable Life Ass Soc of the US                            | \$ 9,812,746                                  | 0.19447%     | \$ 154,124              |                                     |                           | \$ 278,100                             | \$ 62,012                            | \$ 340,112                                       |                                  | 632                                      |
| Farm Family Life Ins Co                                     | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Federal Home Life Ins Co                                    | \$ 1,876                                      | 0.00004%     | \$ 29                   |                                     |                           | \$ 53                                  | \$ 12                                | \$ 65  |                                  | 0  |
| Fidelity Security Life Ins Co                               | \$ 151,535                                    | 0.00300%     | \$ 2,380                |                                     |                           | \$ 4,295                               | \$ 958                               | \$ 5,252   |                                  | 0  |
| FIRST ALLAMERICA FIN LIFE INS CO                            | \$ 2,814,730                                  | 0.05578%     | \$ 44,210               |                                     |                           | \$ 79,771                              | \$ 17,788                            | \$ 97,559  |                                  | 181                                      |
| First Option Health Plan                                    | \$ 105,076,487                                | 2.08245%     | \$ 1,650,388            | 89.01%                              | \$ 181,456                | \$ -                                   | \$ -                                 | \$ 181,456                                       | 5,752                            | 6,764                                    |
| General State Life Ins Co                                   | \$ 1,774                                      | 0.00004%     | \$ 28                   |                                     |                           | \$ 50                                  | \$ 11                                | \$ 61  |                                  | 0  |
| General American Life Ins Co                                | \$ 2,984,458                                  | 0.05915%     | \$ 46,876               |                                     |                           | \$ 84,582                              | \$ 18,860                            | \$ 103,442                                       |                                  | 192                                      |
| Golden Rule Ins Co  | \$ 226,298                                    | 0.00448%     | \$ 3,554                |                                     |                           | \$ 6,413                               | \$ 1,430                             | \$ 7,844   | 77                               | 15                                       |
| Great American Life Ins Co                                  | \$ 4,440                                      | 0.00009%     | \$ 70                   |                                     |                           | \$ 126                                 | \$ 28                                | \$ 154   |                                  | 0  |
| Great-West Life Assurance Co.                               | \$ 17,182                                     | 0.00034%     | \$ 270                  |                                     |                           | \$ 487                                 | \$ 109                               | \$ 596   |                                  | 1  |
| Great-West Life & Annuity Ins Co                            | \$ 2,162,928                                  | 0.04287%     | \$ 33,972               |                                     |                           | \$ 61,289                              | \$ 13,669                            | \$ 74,968  |                                  | 139                                      |
| GUARANTEE TRUST LIFE INS CO                                 | \$ 525,732                                    | 0.01042%     | \$ 8,257                |                                     |                           | \$ 14,900                              | \$ 3,322                             | \$ 18,222  |                                  | 34                                       |
| Greater Atlantic Health Service                             | \$ 1,519,873                                  | 0.03012%     | \$ 23,872               |                                     |                           | \$ 43,074                              | \$ 9,605                             | \$ 52,679  |                                  | 98                                       |
| Guarantee Mutual Life Co                                    | \$ -  | 0.00000%     | \$ -                    |                                     |                           | \$ -                                   | \$ -                                 | \$ -   |                                  | -  |
| Guardian Life Ins. Co. of America                           | \$ 366,816,360                                | 7.26973%     | \$ 5,761,421            |                                     |                           | \$ 10,395,823                          | \$ 2,318,110                         | \$ 12,713,933                                    |                                  | 23,614                                   |

| Carrier Name (affiliated carriers listed on combined basis) | NJ net earned premium (NLEP) | market share | reimbursable loss share | pro-rata exemptions from assessment | exempt carriers (loss share) | non-exempt carrier adjusted loss share | adjustment for 35% cap on loss share | 1995 carrier reimbursable loss share (estimated) | actual 1995 non-group enrollment | 1996 minimum number of non-group persons |
|---|------------------------------|--------------|-------------------------|-------------------------------------|------------------------------|--|--------------------------------------|--|----------------------------------|--|
| HIP Health Plan of New Jersey                               | \$ 300,518,911               | 6.0668%      | \$ 4,720,118            | 100.00%                             | \$ -                         | \$ -                                   | \$ -                                 | \$ -   | 1,014                            | 10,348                                   |
| Home Life Financial Assurance Corp.                         | \$ 31,043,954                | 0.61524%     | \$ 487,594              |                                     | \$ -                         | \$ 879,807                             | \$ 196,183                           | \$ 1,075,990                                     | 3                                | 1,998                                    |
| IDS Life Ins Co   | \$ 3,445                     | 0.00007%     | \$ 54                   |                                     | \$ -                         | \$ 98                                  | \$ 22                                | \$ 119   |                                  | 0  |
| ITT Hartford Ins. Group                                     | \$ 60,053                    | 0.00119%     | \$ 943                  |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 4  |
| Jefferson-Pilot Life Ins Co                                 | \$ 85,745,050                | 1.69933%     | \$ 1,346,759            |                                     | \$ -                         | \$ 1,702                               | \$ 380                               | \$ 2,081   |                                  | 5,520                                    |
| John Alden Life Ins. Co.                                    | \$ 507,853                   | 0.01006%     | \$ 7,977                |                                     | \$ -                         | \$ 2,430,073                           | \$ 541,869                           | \$ 2,971,942                                     |                                  | 33                                       |
| John Deere Ins Co   | \$ 25,066,801                | 0.49679%     | \$ 393,713              |                                     | \$ -                         | \$ 14,393                              | \$ 3,209                             | \$ 17,602  |                                  | 1,614                                    |
| John Hancock Mutual Life Ins Co                             | \$ 1,498                     | 0.00003%     | \$ 22                   |                                     | \$ -                         | \$ 710,410                             | \$ 158,411                           | \$ 868,821                                       |                                  | 49                                       |
| Kanawha Insurance Co  | \$ 105,231                   | 0.00209%     | \$ 1,653                |                                     | \$ -                         | \$ 40                                  | \$ 9                                 | \$ 49  |                                  | 7  |
| Kansas City Life Ins. Co.                                   | \$ 118,661                   | 0.00235%     | \$ 1,864                |                                     | \$ -                         | \$ 2,982                               | \$ 665                               | \$ 3,647   |                                  | 8  |
| Liberty Mutual Ins Co                                       | \$ 18,000,865                | 0.35675%     | \$ 282,732              |                                     | \$ -                         | \$ 3,363                               | \$ 750                               | \$ 4,113   |                                  | 1,159                                    |
| Lincoln National Life Ins Co                                | \$ 10,031,554                | 0.19881%     | \$ 157,561              |                                     | \$ -                         | \$ 510,157                             | \$ 113,757                           | \$ 623,914                                       |                                  | 646                                      |
| Manhattan National Life Ins Co                              | \$ 50,107                    | 0.00099%     | \$ 787                  |                                     | \$ -                         | \$ 284,301                             | \$ 63,395                            | \$ 347,696                                       |                                  | 3  |
| MARKET INSURANCE COMPANY                                    | \$ 31,377                    | 0.00062%     | \$ 492                  |                                     | \$ -                         | \$ 1,420                               | \$ 317                               | \$ 1,737   |                                  | 2  |
| Manufacturers Life Ins Co                                   | \$ 42,285,483                | 0.83803%     | \$ 664,159              |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 2,722                                    |
| Massachusetts Casualty Ins Co                               | \$ 4,113                     | 0.00008%     | \$ 65                   |                                     | \$ -                         | \$ 888                                 | \$ 198                               | \$ 1,086   |                                  | 0  |
| Massachusetts General Life Ins Co                           | \$ 26,460,956                | 0.52442%     | \$ 415,610              |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 1,703                                    |
| Massachusetts Mutual Life Ins Co                            | \$ 25,702,557                | 0.50936%     | \$ 403,699              |                                     | \$ -                         | \$ 117                                 | \$ 26                                | \$ 143   |                                  | 1,655                                    |
| MEGA Life and Health Ins Co.                                | \$ 8,496,415                 | 0.16839%     | \$ 133,449              |                                     | \$ -                         | \$ 749,921                             | \$ 167,221                           | \$ 917,142                                       |                                  | 547                                      |
| METRAHEALTH INS CO  | \$ 51,603                    | 0.00102%     | \$ 811                  |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 10,210                                   |
| Metropolitan Life Ins. Co.                                  | \$ 70,361,696                | 1.39446%     | \$ 1,105,140            |                                     | \$ -                         | \$ 728,428                             | \$ 162,428                           | \$ 890,856                                       |                                  | 2  |
| Midland National Life Ins Co                                | \$ 4,169,434                 | 0.08263%     | \$ 65,487               |                                     | \$ -                         | \$ 240,794                             | \$ 53,693                            | \$ 294,488                                       |                                  | 1,655                                    |
| Minnesota Mutual Life Ins Co                                | \$ 1,456,965                 | 0.02887%     | \$ 22,884               |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 547                                      |
| Mutual of Omaha Companies                                   | \$ 46                        | 0.00000%     | \$ 1                    |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 2  |
| National Benefit Life Ins Co                                | \$ 15,063                    | 0.00030%     | \$ 237                  |                                     | \$ -                         | \$ 427                                 | \$ 95                                | \$ 522   |                                  | 1  |
| National Casualty Company                                   | \$ 231,188,701               | 4.58180%     | \$ 3,631,178            | 100.00%                             | \$ -                         | \$ -                                   | \$ -                                 | \$ -   | 14,400                           | 14,883                                   |
| National Group Life Ins Co                                  | \$ 9,927,056                 | 0.19674%     | \$ 155,920              |                                     | \$ -                         | \$ 281,339                             | \$ 62,734                            | \$ 344,074                                       |                                  | 639                                      |
| National Health Ins. Co.                                    | \$ 5,817,385                 | 0.11529%     | \$ 91,371               |                                     | \$ -                         | \$ 184,869                             | \$ 36,763                            | \$ 201,632                                       |                                  | 374                                      |
| National Home Life Assur Co                                 | \$ 6,752,330                 | 0.13382%     | \$ 106,056              |                                     | \$ -                         | \$ 191,966                             | \$ 42,672                            | \$ 234,037                                       |                                  | 435                                      |
| Nationwide Life Ins. Co.                                    | \$ 7,274,181                 | 0.14416%     | \$ 114,252              |                                     | \$ -                         | \$ 208,155                             | \$ 45,969                            | \$ 252,125                                       |                                  | 468                                      |
| New England Mutual Life Ins Co                              | \$ 2,223                     | 0.00004%     | \$ 35                   |                                     | \$ -                         | \$ 63                                  | \$ 14                                | \$ 77  |                                  | 0  |
| New England Mutual Life Ins Co                              | \$ 267,415                   | 0.00530%     | \$ 4,200                |                                     | \$ -                         | \$ 7,579                               | \$ 1,690                             | \$ 9,269   |                                  | 17                                       |
| Nippon Life Ins. Co. of America                             | \$ 70,854,844                | 1.40423%     | \$ 1,112,885            |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   | 568                              | 4,561                                    |
| NORTHWESTERN NATL LIFE INS CO                               | \$ 27,622,420                | 0.54743%     | \$ 433,853              |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   | 1,953                            | 1,778                                    |
| North American Life Assur Co                                | \$ 17,503,246                | 0.34689%     | \$ 274,916              |                                     | \$ -                         | \$ 486,054                             | \$ 110,612                           | \$ 606,666                                       |                                  | 1,127                                    |
| OHIO STATE LIFE INS CO                                      | \$ 9,413                     | 0.00019%     | \$ 148                  |                                     | \$ -                         | \$ 267                                 | \$ 59                                | \$ 326   |                                  | 1  |
| Old American Ins. Co.                                       | \$ 433,473                   | 0.00859%     | \$ 6,808                |                                     | \$ -                         | \$ 12,283                              | \$ 2,739                             | \$ 15,023  |                                  | 26                                       |
| Oxford Health Plans (NJ), Inc.                              | \$ 416,324                   | 0.00829%     | \$ 6,570                |                                     | \$ -                         | \$ 11,856                              | \$ 2,644                             | \$ 14,499  |                                  | 27                                       |
| Oxford Health Plans (NJ), Inc.                              | \$ 367,592,865               | 7.28512%     | \$ 5,773,617            | 29.93%                              | \$ 4,045,312                 | \$ -                                   | \$ -                                 | \$ 4,045,312                                     | 5,349                            | 23,664                                   |
| Pacific Mutual Life Ins. Co.                                | \$ 21,622,420                | 0.42743%     | \$ 333,853              | 100.00%                             | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 1,778                                    |
| Pan-American Life Ins Co                                    | \$ 17,503,246                | 0.34689%     | \$ 274,916              |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 1,127                                    |
| Pension Life Ins. Co. of America                            | \$ 9,413                     | 0.00019%     | \$ 148                  |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 1  |
| Phoenix Home Life Mutual Ins. Co.                           | \$ 433,473                   | 0.00859%     | \$ 6,808                |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 26                                       |
| PHYSICIAN HEALTHCARE PLAN OF NJ, INC                        | \$ 416,324                   | 0.00829%     | \$ 6,570                |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 27                                       |
| Primerica Life Ins Co                                       | \$ 267,415                   | 0.00530%     | \$ 4,200                |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 17                                       |
| Principal Mutual Life Ins Co                                | \$ 70,854,844                | 1.40423%     | \$ 1,112,885            |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   | 568                              | 4,561                                    |
| Protective Life Ins. Co.                                    | \$ 27,622,420                | 0.54743%     | \$ 433,853              |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   | 1,953                            | 1,778                                    |
| Provident Life & Accident Ins Co                            | \$ 17,503,246                | 0.34689%     | \$ 274,916              |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 1,127                                    |
| Provident Life & Cas Ins Co                                 | \$ 9,413                     | 0.00019%     | \$ 148                  |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 1  |
| Provident Mutual LIC of Phila                               | \$ 433,473                   | 0.00859%     | \$ 6,808                |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 26                                       |
| PROVIDIAN LIFE AND HEALTH INS CO                            | \$ 416,324                   | 0.00829%     | \$ 6,570                |                                     | \$ -                         | \$ -                                   | \$ -                                 | \$ -   |                                  | 27                                       |
| Prudential Ins. Co. of America                              | \$ 367,592,865               | 7.28512%     | \$ 5,773,617            | 29.93%                              | \$ 4,045,312                 | \$ -                                   | \$ -                                 | \$ 4,045,312                                     | 5,349                            | 23,664                                   |

| Carrier Name (affiliated carriers listed on combined basis)               | NI net earned premium (NEP) | market share | reimbursable loss share | pkc-rata exemptions from assessment | exempt carrier loss share | non-exempt carrier adjusted loss share | adjustment for 35% cap on loss share | 1995 carrier reimbursable loss share (estimated) | actual 1995 non-group enrollment | 1996 minimum number of non-group persons |
|---|-----------------------------|--------------|-------------------------|-------------------------------------|---------------------------|--|--------------------------------------|--|----------------------------------|--|
| Reliable Life Ins Co  | \$ 1,872,790                | 0.03712%     | \$ 29,415               |                                     |                           | \$ 53,076                              | \$ 11,835                            | \$ 64,911  |                                  | 121                                      |
| Reliance Ins Co   | \$                          | 0.00000%     | \$                      |                                     |                           | \$                                     | \$                                   | \$   |                                  |  |
| RLI Ins Co  | \$ 254,038                  | 0.00503%     | \$ 3,990                |                                     |                           | \$ 7,200                               | \$ 1,605                             | \$ 8,805   | 74                               | 16                                       |
| SAFECO Life Ins CO  | \$ 193,456                  | 0.00383%     | \$ 3,039                |                                     |                           | \$ 5,483                               | \$ 1,223                             | \$ 6,705   |                                  | 12                                       |
| Samus Health Plan of NJ   | \$ 52,549,805               | 1.04146%     | \$ 825,376              | 7.54%                               | \$ 763,139                |  |                                      | \$ 763,139                                       | 256                              | 3,383                                    |
| Security Mutual Life Ins. Co. of NY                                       | \$ 3,767                    | 0.00007%     | \$ 59                   |                                     |                           | \$ 107                                 | \$ 24                                | \$ 131   |                                  | 0  |
| Sentry Life Ins. Co.  | \$ 4,382,405                | 0.08685%     | \$ 68,831               |                                     |                           | \$ 124,197                             | \$ 27,694                            | \$ 151,892                                       |                                  | 282                                      |
| SMA Life Assurance Co   | \$                          | 0.00000%     | \$                      |                                     |                           | \$                                     | \$                                   | \$   |                                  |  |
| Teachers Protv Mutual Life Ins. Co.                                       | \$ 13,563                   | 0.00027%     | \$ 213                  |                                     |                           | \$ 384                                 | \$ 86                                | \$ 470   |                                  | 1  |
| Time Insurance Company  | \$ 73,432,311               | 1.45531%     | \$ 1,153,369            |                                     |                           | \$ 2,081,121                           | \$ 464,058                           | \$ 2,545,180                                     | 13,307                           | 4,727                                    |
| TMG Life Ins.   | \$ 23,273,436               | 0.46124%     | \$ 365,545              | 100.00%                             | \$                        | \$                                     | \$                                   | \$   | 1,967                            | 1,498                                    |
| Transamerica Occidental LIC   | \$ 5,796                    | 0.00011%     | \$ 91                   |                                     |                           | \$ 164                                 | \$ 37                                | \$ 201   |                                  | 0  |
| Travelers Ins. Co. & Affiliates   | \$ 96,818,697               | 1.91880%     | \$ 1,520,688            | 100.00%                             | \$                        | \$                                     | \$                                   | \$   | 5,671                            | 6,233                                    |
| Trustmark Insurance Company   | \$ 7,546,487                | 0.14956%     | \$ 118,528              |                                     |                           | \$ 213,873                             | \$ 47,690                            | \$ 261,563                                       | 1,432                            | 486                                      |
| Union Labor Life Ins Co   | \$ 117,420                  | 0.00233%     | \$ 1,844                |                                     |                           | \$ 3,328                               | \$ 742                               | \$ 4,070   |                                  |  |
| UNITED INS CO OF AMERICA  | \$ 176,226                  | 0.00349%     | \$ 2,768                |                                     |                           | \$ 4,994                               | \$ 1,114                             | \$ 6,108   |                                  | 11                                       |
| UNUM Life Ins. Co. of America   | \$ 6,793                    | 0.00013%     | \$ 107                  |                                     |                           | \$ 193                                 | \$ 43                                | \$ 235   |                                  | 0  |
| US Healthcare   | \$ 831,470,920              | 16.47847%    | \$ 13,059,543           | 63.14%                              | \$ 4,814,231              |  |                                      | \$ 4,814,231                                     | 67,177                           | 53,526                                   |
| United States Life Ins Co   | \$ 44,942,625               | 0.89069%     | \$ 705,994              |                                     |                           | \$ 1,273,704                           | \$ 284,017                           | \$ 1,557,721                                     |                                  | 2,893                                    |
| Veterans Life   | \$ 43,390                   | 0.00086%     | \$ 682                  |                                     |                           | \$ 1,230                               | \$ 274                               | \$ 1,504   |                                  | 3  |
| Washington National Ins Co.   | \$ 25,368,587               | 0.50277%     | \$ 398,453              | 100.00%                             | \$                        | \$                                     | \$                                   | \$   | 21,585                           | 1,633                                    |
| <b>totals</b>   | <b>5,045,802,393</b>        | <b>100%</b>  | <b>\$ 79,252,166</b>    |                                     | <b>\$ 16,688,156</b>      | <b>\$ 62,564,010</b>                   | <b>\$ 6,349,722</b>                  | <b>\$ 79,252,166</b>                             | <b>324,824</b>                   | <b>324,824</b>                           |
| <b>Data Used in Calculations</b>  |                             |              |                         |                                     |                           |  |                                      |  |                                  |  |
| 1995 reimbursable losses =  |                             |              | \$ 79,252,166           |                                     |                           |  |                                      |  |                                  |  |
| total losses allocated to non-exempt carriers =                           |                             |              | \$ 62,564,010           |                                     |                           |  |                                      |  |                                  |  |
| total losses to be reallocated due to 35% cap on loss share =             |                             |              | \$ 6,349,722            |                                     |                           |  |                                      |  |                                  |  |
| total NEP for non-exempt carriers with loss share not exceeding 35% cap = |                             |              | \$ 1,004,776,032        |                                     |                           |  |                                      |  |                                  |  |
| total NEP of exempt carriers =  |                             |              | \$ 2,838,232,810        |                                     |                           |  |                                      |  |                                  |  |
| total NEP for non-exempt carriers =                                       |                             |              | \$ 2,207,569,583        |                                     |                           |  |                                      |  |                                  |  |
| total carrier NEP =   |                             |              | \$ 5,045,802,393        |                                     |                           |  |                                      |  |                                  |  |
| Blue Cross Share of Loss Assessment (before 35% cap adjustment) =         |                             |              | \$ 43%                  |                                     |                           |  |                                      |  |                                  |  |
| <b>Reimbursable Losses (unaudited)</b>                                    |                             |              |                         |                                     |                           |  |                                      |  |                                  |  |
| Blue Cross and Blue Shield of NJ  | \$ 45,632,221               |              |                         |                                     |                           |  |                                      |  |                                  |  |
| National Casualty Company   | \$ 6,383,317                |              |                         |                                     |                           |  |                                      |  |                                  |  |
| Time Insurance Company  | \$ 27,236,628               |              |                         |                                     |                           |  |                                      |  |                                  |  |
| <b>total</b>  | <b>\$ 79,252,166</b>        |              |                         |                                     |                           |  |                                      |  |                                  |  |