

TOTAL  
COMMERCIAL MARKET SHARE  
2010 PRELIMINARY

12/28/2011

SHCE	Company	Comprehensive Premiums	Comprehensive Enrollment	Comprehensive MS Premiums	Comprehensive MS Enrollment
2010	Horizon Combined	\$4,963,847,976	1,044,321	55.4%	53.4%
2010	Aetna Combined	\$1,303,691,353	331,729	14.5%	17.0%
2010	United/Oxford Combined	\$1,372,978,708	267,377	15.3%	13.7%
2010	AmeriHealth Combined	\$626,108,928	130,703	7.0%	6.7%
2010	CIGNA Combined	\$382,944,594	110,791	4.3%	5.7%
2010	Health Net Combined	\$272,600,572	59,029	3.0%	3.0%
2010	Guardian Life Ins Co of Amer	\$31,233,592	9,231	0.3%	0.5%
2010	Nippon Life	\$5,739,074	1,802	0.1%	0.1%
2010	Wellpoint (Unicare)	\$1,669,882	774	0.0%	0.0%
	TOTAL	\$8,960,814,679	1,955,758	100.0%	100.00%

LARGE GROUP  
COMMERCIAL MARKET SHARE  
2010 PRELIMINARY

12/28/2011

SHCE	Company	Large Group Premiums	Large Group Enrollment	Large Group MS Premiums	Large Group MS Enrollment
2010	Horizon Combined	\$2,818,672,861	538,820	55.2%	51.0%
2010	Aetna Combined	\$681,884,041	184,089	13.4%	17.4%
2010	United/Oxford Combined	\$736,675,692	133,462	14.4%	12.6%
2010	AmeriHealth Combined	\$414,429,164	71,312	8.1%	6.7%
2010	CIGNA Combined	\$358,328,878	107,305	7.0%	10.2%
2010	Health Net Combined	\$54,945,234	10,257	1.1%	1.0%
2010	Guardian Life Ins Co of Amer	\$31,233,592	9,231	0.6%	0.9%
2010	Nippon Life	\$5,739,074	1,802	0.1%	0.2%
2010	Wellpoint (Unicare)	\$1,669,882	774	0.0%	0.1%
	TOTAL	\$5,103,578,418	\$1,057,051	100.0%	100.0%

SMALL GROUP  
COMMERCIAL MARKET SHARE  
2010 PRELIMINARY

12/28/2011

SHCE	Company	Small Group Premiums	Small Group Enrollment	Small Group MS Premiums	Small Group MS Enrollment
2010	Horizon Combined	\$1,774,985,706	416,248	53.4%	53.6%
2010	Aetna Combined	\$606,853,445	146,003	18.3%	18.8%
2010	United/Oxford Combined	\$517,819,936	109,206	15.6%	14.1%
2010	AmeriHealth Combined	\$182,707,646	53,269	5.5%	6.9%
2010	CIGNA Combined	\$23,875,501	3,443	0.7%	0.4%
2010	Health Net Combined	\$216,418,851	48,647	6.5%	6.3%
2010	Guardian Life Ins Co of Amer	\$1,020,980	16	0.0%	0.0%
2010	Nippon Life	\$86,265	17	0.0%	0.0%
	TOTAL	\$3,323,768,330	\$776,848	100.0%	100.0%

INDIVIDUAL  
COMMERCIAL MARKET SHARE  
2010 PRELIMINARY

12/28/2011

SHCE	Company	Individual Premiums	Individual Enrollment	MS Premiums	Individual MS Enrollment
2010	Horizon Combined	\$370,189,409	89,254	69.2%	73.2%
2010	Aetna Combined	\$14,953,867	1,637	2.8%	1.3%
2010	United/Oxford Combined	\$118,483,080	24,709	22.2%	20.3%
2010	AmeriHealth Combined	\$28,972,118	6,122	5.4%	5.0%
2010	CIGNA Combined	\$740,215	44	0.1%	0.0%
2010	Health Net Combined	\$1,236,487	125	0.2%	0.1%
	TOTAL	\$534,575,176	121,891	100.0%	100.0%