

Contracts Issued Directly By The Carriers

New Jersey Small Employer Health Benefits Program

Quarterly Enrollment Report

Quarter Reported: Third Quarter 2016

| 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   | 8,090                           | 27,991         | 31,452         | 258                | 1,983         | 2,187         | 386                       | 2,022         | 1,997         | 7,962                     | 27,952         | 31,642         |
| Plan B - EPO       | 8,734                           | 31,508         | 22,964         | 473                | 2,652         | 1,935         | 1,931                     | 6,871         | 5,169         | 7,276                     | 27,289         | 19,730         |
| Plan C             | 10                              | 16             | 18             | -                  | -             | -             | 5                         | 6             | 2             | 5                         | 10             | 16             |
| Plan C - PPO/POS   | 3,574                           | 12,484         | 14,056         | 330                | 1,632         | 1,690         | 421                       | 834           | 754           | 3,483                     | 13,282         | 14,992         |
| Plan C - EPO       | 8,798                           | 35,062         | 27,269         | 1,380              | 7,270         | 5,687         | 1,047                     | 3,490         | 2,184         | 9,131                     | 38,842         | 30,772         |
| Plan D             | 6                               | 9              | 3              | -                  | -             | -             | 2                         | 3             | 1             | 4                         | 6              | 2              |
| Plan D - PPO/POS   | 1,041                           | 3,085          | 2,995          | 145                | 484           | 572           | 165                       | 293           | 225           | 1,021                     | 3,276          | 3,342          |
| Plan D - EPO       | 11,151                          | 40,823         | 30,278         | 1,559              | 7,442         | 4,904         | 954                       | 4,294         | 3,011         | 11,756                    | 43,971         | 32,171         |
| Plan E             | -                               | -              | -              | -                  | -             | -             | -                         | -             | -             | -                         | -              | -              |
| Plan E - PPO/POS   | 1,094                           | 3,701          | 3,480          | 33                 | 86            | 118           | 92                        | 341           | 358           | 1,035                     | 3,446          | 3,240          |
| Plan E - EPO       | 1,203                           | 5,801          | 4,842          | 253                | 1,439         | 1,185         | 46                        | 186           | 119           | 1,410                     | 7,054          | 5,908          |
| Standard HMO       | 8,872                           | 35,789         | 27,986         | 209                | 1,248         | 750           | 2,172                     | 9,593         | 7,534         | 6,909                     | 27,444         | 21,202         |
| Standard HMO/POS   | 887                             | 3,196          | 3,551          | 25                 | 136           | 51            | 503                       | 1,710         | 1,775         | 409                       | 1,622          | 1,827          |
| <b>Total Plans</b> | <b>53,460</b>                   | <b>199,465</b> | <b>168,894</b> | <b>4,665</b>       | <b>24,372</b> | <b>19,079</b> | <b>7,724</b>              | <b>29,643</b> | <b>23,129</b> | <b>50,401</b>             | <b>194,194</b> | <b>164,844</b> |

|   |       |        |        |       |       |       |       |        |       |       |        |        |
|---|-------|--------|--------|-------|-------|-------|-------|--------|-------|-------|--------|--------|
| <b>Plans Reported Above sold as HDHP (HSA provisions)</b> | 8,815 | 39,370 | 36,645 | 1,144 | 6,388 | 6,013 | 2,775 | 10,177 | 9,236 | 7,184 | 35,581 | 33,422 |
|---|-------|--------|--------|-------|-------|-------|-------|--------|-------|-------|--------|--------|

| Contracts Reported Above by Actuarial Value |        |        |        |       |        |       |       |        |        |        |        |        |
|---|--------|--------|--------|-------|--------|-------|-------|--------|--------|--------|--------|--------|
| I. 60%                                      | 5,233  | 19,594 | 15,559 | 687   | 3,511  | 2,968 | 1,798 | 6,063  | 5,052  | 4,122  | 17,042 | 13,475 |
| II. 70%                                     | 22,695 | 90,087 | 72,184 | 2,569 | 13,332 | 9,889 | 3,752 | 15,300 | 11,696 | 21,512 | 88,119 | 70,377 |
| III. 80%                                    | 20,573 | 72,794 | 64,769 | 1,129 | 6,219  | 4,982 | 1,936 | 7,455  | 5,676  | 19,766 | 71,558 | 64,075 |
| IV. 90%                                     | 4,958  | 16,990 | 16,382 | 280   | 1,310  | 1,240 | 238   | 825    | 705    | 5,000  | 17,475 | 16,917 |