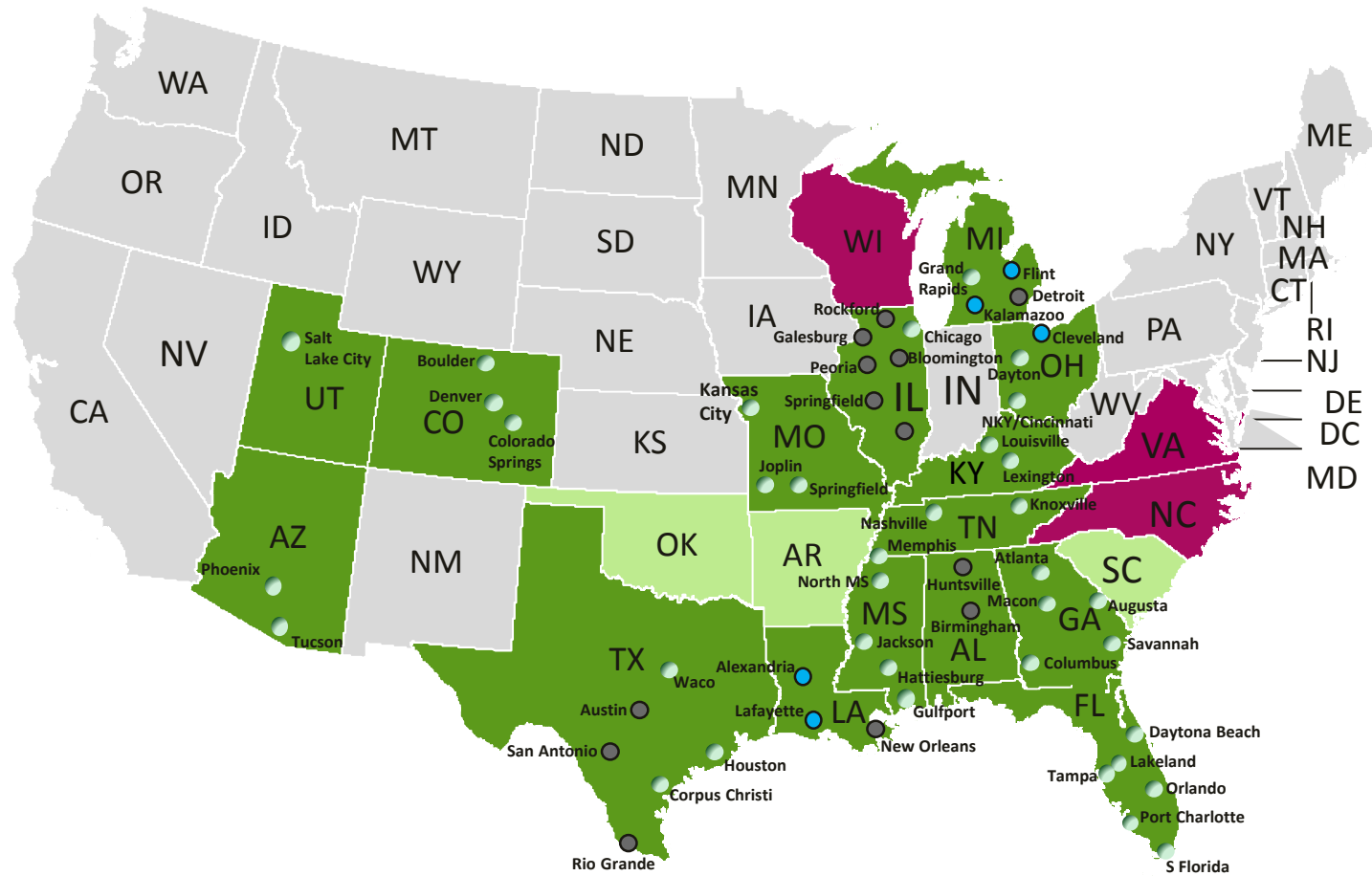


# 2016 Individual Medical Product Footprint - Market by State



- = 2015 Existing Footprint
- = New 2016 On-Exchange
- = Off-exchange only
- = ACA compliant, no new sales

- = 2015 Existing Market
- = 2016 New Markets
- = 2016 Expansion of Existing Market