



# Quarterly Reports From MCOL

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An e-magazine exclusively for MCOL paid members providing quarterly income statement and statistical results from selected publicly held health plans.

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## Podcast

To listen the accompanying Quarterly Reports Podcast, featuring a brief discussion by Doug Sherlock, Senior Health Care Analyst and President, Sherlock Company ([www.sherlockco.com](http://www.sherlockco.com)) go to: <http://www.mcol.com/podcasts/qreports/qrep1109.mp3>

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## Summary

(millions)	Revenues Third Qtr 2009	Revenues Third Qtr 2008	Revenues YTD 2009	Revenues YTD 2008	Net Income Third Qtr 2009	Net Income Third Qtr 2008	Net Income YTD 2009	Net Income YTD 2008
Aetna	\$8,722	\$7,625	\$26,008	\$23,191	\$326	\$277	\$1,111	\$1,189
Amerigroup	\$1,304	\$1,098	\$3,825	\$3,287	\$22	\$37	\$109	(\$92)
Cigna	\$4,517	\$4,852	\$13,778	\$14,284	\$329	\$171	\$972	\$501
Coventry	\$3,444	\$2,926	\$10,475	\$8,757	\$71	\$85	\$133	\$294
HealthNet	\$3,969	\$3,819	\$11,882	\$11,460	(\$66)	\$18	(\$24)	\$130
HealthSpring	\$660	\$528	\$1,988	\$1,647	\$42	\$29	\$95	\$91
Humana	\$7,717	\$7,148	\$23,333	\$21,146	\$302	\$6,992	\$789	\$473
Molina	\$916	\$796	\$2,705	\$2,300	\$9	\$16	\$35	\$45
WellPoint	\$15,425	\$14,961	\$45,982	\$46,182	\$730	\$821	\$2,004	\$2,159
United Health Group	\$21,695	\$20,156	\$65,354	\$60,732	\$1,035	\$920	\$2,878	\$2,251

(Membership in millions)	Commercial MCR (or combined)				Medicare MCR				Medical Membership Sept. 2009
	3rd Qtr 2009	3rd Qtr 2008	YTD 2009	YTD 2008	3rd Qtr 2009	3rd Qtr 2008	YTD 2009	YTD 2008	
Aetna	85.60%	80.30%	84.70%	80.25%	85.40%	83.00%	86.75%	84.70%	19.027
Amerigroup	87.50%	82.00%	85.70%	82.80%					1.778
Cigna	86.20%	83.80%	85.30%	84.50%					11.104
Coventry	82.10%	82.30%	81.57%	81.27%	89.40%	88.40%	82%	85.15%	5.214
HealthNet	86.40%	87.50%	87.08%	86.75%	94.40%	95.00%	95.20%	95.00%	3.598
HealthSpring					79.70%	79.20%	80.78%	79.25%	0.187
Humana	82.70%	80.20%	79.40%	79.40%	81.90%	84.10%	84.30%	86.80%	10.317
Molina	86.70%	84.60%	86.50%	84.90%					4.193
WellPoint	81.10%	82.50%	81.90%	83.70%					33.855
United Health Group	82.00%	81.7%							31.980



# Aetna

## Consolidated Statements of Income

(Millions)	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2009	2008	2009	2008
<b>Revenue:</b>				
Health care premiums	\$ 7,092.8	\$ 6,450.8	\$ 21,115.5	\$ 18,993.2
Other premiums	471.4	466.7	1,432.4	1,415.2
Fees and other revenue	876.8	834.1	2,662.2	2,488.7
Net investment income	263.4	229.8	771.4	731.7
Net realized capital gains (losses)	18.0	(356.8)	26.4	(437.4)
<b>Total revenue</b>	<b>8,722.4</b>	<b>7,624.6</b>	<b>26,007.9</b>	<b>23,191.4</b>
<b>Benefits and expenses:</b>				
Health care costs	6,069.6	5,216.6	17,976.2	15,456.1
Current and future benefits	514.5	464.7	1,521.6	1,474.4
<b>Operating expenses:</b>				
Selling expenses	312.2	282.2	938.5	861.6
General and administrative expenses <sup>(6)</sup>	1,263.3	1,152.5	3,653.3	3,372.0
<b>Total operating expenses</b>	<b>1,575.5</b>	<b>1,434.7</b>	<b>4,591.8</b>	<b>4,233.6</b>
Interest expense	60.6	60.5	182.8	171.5
Amortization of other acquired intangible assets	23.9	25.4	72.9	80.5
Reduction of reserve for anticipated future losses on discontinued products	-	-	-	(43.8)
<b>Total benefits and expenses</b>	<b>8,244.1</b>	<b>7,201.9</b>	<b>24,345.3</b>	<b>21,372.3</b>
Income before income taxes	478.3	422.7	1,662.6	1,819.1
Income taxes	152.1	145.4	552.0	629.7
<b>Net income</b>	<b>\$ 326.2</b>	<b>\$ 277.3</b>	<b>\$ 1,110.6</b>	<b>\$ 1,189.4</b>

*Aetna Continued*

Segment Information <sup>(1)</sup>

(Millions)	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2009	2008	2009	2008
<b>Health Care:</b>				
Revenue, excluding net realized capital gains (losses)	\$ 8,037.8	\$ 7,346.2	\$ 23,978.0	\$ 21,669.4
Net realized capital gains (losses)	10.8	(213.7)	6.9	(245.4)
<b>Total revenue (GAAP measure)</b>	<b>\$ 8,048.6</b>	<b>\$ 7,132.5</b>	<b>\$ 23,984.9</b>	<b>\$ 21,424.0</b>
Operating earnings	\$ 345.7	\$ 496.8	\$ 1,151.1	\$ 1,366.3
Litigation-related insurance proceeds	-	-	24.9	-
Net realized capital gains (losses)	10.8	(138.9)	6.9	(159.5)
<b>Net income (GAAP measure)</b>	<b>\$ 356.5</b>	<b>\$ 357.9</b>	<b>\$ 1,182.9</b>	<b>\$ 1,206.8</b>
<b>Group Insurance:</b>				
Revenue, excluding net realized capital gains (losses)	\$ 528.2	\$ 511.2	\$ 1,591.1	\$ 1,527.5
Net realized capital gains (losses)	12.9	(117.6)	26.4	(155.2)
<b>Total revenue (GAAP measure)</b>	<b>\$ 541.1</b>	<b>\$ 393.6</b>	<b>\$ 1,617.5</b>	<b>\$ 1,372.3</b>
Operating earnings	\$ 33.3	\$ 46.4	\$ 117.9	\$ 119.1
Allowance on reinsurance recoverable	-	(27.4)	-	(27.4)
Net realized capital gains (losses)	12.9	(76.5)	26.4	(100.9)
<b>Net income (loss) (GAAP measure)</b>	<b>\$ 46.2</b>	<b>\$ (57.5)</b>	<b>\$ 144.3</b>	<b>\$ (9.2)</b>
<b>Large Case Pensions:</b>				
Revenue, excluding net realized capital losses	\$ 138.4	\$ 124.0	\$ 412.4	\$ 431.9
Net realized capital losses	(5.7)	(25.5)	(6.9)	(36.8)
<b>Total revenue (GAAP measure)</b>	<b>\$ 132.7</b>	<b>\$ 98.5</b>	<b>\$ 405.5</b>	<b>\$ 395.1</b>
Operating earnings	\$ 6.7	\$ 8.8	\$ 23.6	\$ 26.8
Reduction of reserve for anticipated future losses on discontinued products	-	-	-	28.5
Net realized capital losses	(5.7)	(16.6)	(6.9)	(23.9)
<b>Net income (loss) (GAAP measure)</b>	<b>\$ 1.0</b>	<b>\$ (7.8)</b>	<b>\$ 16.7</b>	<b>\$ 31.4</b>

Medical benefit ratios ("MBRs") for third-quarter 2009 and 2008 were as follows:

	2009	2008
Commercial	85.6%	80.3%
Medicare	85.4%	83.0%
Medicaid	86.6%	81.1%
<b>Total</b>	<b>85.6%</b>	<b>80.9%</b>

*Aetna Continued*

Membership				
(Thousands)	September 30, 2009	June 30, 2009	December 31, 2008	September 30, 2008
<b>Medical Membership:</b>				
Commercial	17,582	17,652	16,488	16,456
Medicare	428	423	366	365
Medicaid	1,017	977	847	847
Total Medical Membership	19,027	19,052	17,701	17,668
<b>Consumer-Directed Health Plans <sup>(9)</sup></b>	1,862	1,827	1,431	1,412
<b>Dental Membership:</b>				
Commercial	12,468	12,771	12,506	12,538
Medicare & Medicaid	676	653	603	628
Network Access <sup>(10)</sup>	1,039	1,145	1,015	951
Total Dental Membership	14,183	14,569	14,124	14,117
<b>Pharmacy Membership:</b>				
Commercial	9,882	9,969	9,846	9,809
Medicare PDP (stand-alone)	338	328	375	372
Medicare Advantage PDP	233	227	195	193
Medicaid	29	27	25	23
Total Pharmacy Benefit Management Services	10,482	10,551	10,441	10,397
Mail Order <sup>(11)</sup>	673	683	657	657
Total Pharmacy Membership	11,155	11,234	11,098	11,054

(6) Includes an allowance on reinsurance recoverable and litigation-related insurance proceeds

(8) Revenue and operating expense information is presented before income taxes. Operating earnings information is presented net of income taxes.

(9) Represents members in consumer-directed health plans included in Aetna's Commercial medical membership.

(10) Represents members in products that allow these members access to Aetna's dental provider network for a nominal fee.

(11) Represents members who purchased medications through Aetna Rx Home Delivery®, our mail order pharmacy, during the quarterly period and are included in pharmacy membership above.

Source: [http://www.aetna.com/news/newsReleases/2009/pr\\_3rdquarter2009\\_earnings.html](http://www.aetna.com/news/newsReleases/2009/pr_3rdquarter2009_earnings.html)



# Amerigroup

## CONDENSED CONSOLIDATED INCOME STATEMENTS

(dollars in thousands)

### AMERIGROUP CORPORATION AND SUBSIDIARIES

#### CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(dollars in thousands, except per share data)

(unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2009	2008[1]	2009	2008[1]
Revenues:				
Premium	\$1,298,969	\$1,080,367	\$3,801,306	\$3,228,727
Investment income and other	5,315	17,624	24,179	58,696
Total revenues	1,304,284	1,097,991	3,825,485	3,287,423
Expenses:				
Health benefits	1,136,391	885,774	3,258,907	2,672,166
Selling, general and administrative	82,238	112,222	288,898	332,104
Premium taxes	38,336	23,906	101,077	68,051
Litigation settlement	-	-	-	234,205
Depreciation and amortization	8,441	8,811	26,447	26,459
Interest	3,929	5,082	12,399	16,107
Total expenses	1,269,335	1,035,795	3,687,728	3,349,092
Income (loss) before income taxes	34,949	62,196	137,757	(61,669)
Income tax expense	12,400	24,270	28,700	30,800
Net income (loss)	\$22,549	\$37,926	\$109,057	\$(92,469)

[1] 2008 results reflect the previously disclosed reclassification of premium taxes and experience rebate. Additionally, results include the impact from the adoption of a new accounting pronouncement related to convertible debt instruments which increased interest expense in each of the periods presented.

[2] Weighted shares in the nine months ended September 30, 2008 exclude potentially dilutive common stock equivalents due to the net loss in that period in accordance with generally accepted accounting principles.

## Amerigroup Continued

### Selected Operating Ratios

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2009	2008	2009	2008
Premium revenue	99.6%	98.4%	99.4%	98.2%
Investment income and other	0.4	1.6	0.6	1.8
Total revenues	100.0%	100.0%	100.0%	100.0%
Health benefits [1]	87.5%	82.0%	85.7%	82.8%
Selling, general and administrative expenses	6.3%	10.2%	7.6%	10.1%
Income (loss) before income taxes	2.7%	5.7%	3.6%	(1.9)%
Net income (loss)	1.7%	3.5%	2.9%	(2.8)%

[1] The health benefits ratio is shown as a percentage of premium revenue because there is a direct relationship between the premium received and the health benefits provided.

### Membership By State and Product:

	September 30,	
	2009	2008
Texas[1]	498,000	462,000
Florida	270,000	228,000
Georgia	236,000	201,000
Tennessee[2]	192,000	352,000
Maryland	188,000	161,000
New Jersey	117,000	103,000
New York	112,000	111,000
Ohio	59,000	56,000
Nevada	56,000	-
Virginia	30,000	24,000
New Mexico	20,000	7,000
South Carolina[3]	-	9,000
Total	1,778,000	1,714,000

[1] Membership includes approximately 13,000 under an ASO contract in 2009.

[2] Membership includes approximately 165,000 under an ASO contract in 2008 terminated on October 31, 2008.

[3] AMERIGROUP exited the State of South Carolina on March 1, 2009.

***Amerigroup Continued***

Product	September 30, 2009	2008
TANF (Medicaid)[1][3]	1,245,000	1,205,000
CHIP[3]	259,000	241,000
ABD (Medicaid)[2]	202,000	218,000
FamilyCare (Medicaid)	58,000	41,000
Medicare Advantage	14,000	9,000
<b>Total</b>	<b>1,778,000</b>	<b>1,714,000</b>

[1] Membership includes approximately 124,000 members under an ASO contract in 2008 terminated on October 31, 2008.  
 [2] Membership includes approximately 13,000 ASO members in 2009 and 41,000 members under an ASO contract in 2008 terminated on October 31, 2008.  
 [3] 2008 reflects a reclassification from CHIP to TANF to coincide with State classifications.

Source: [http://phx.corporate-ir.net/phoenix.zhtml?c=122199&p=irol-newsArticle\\_print&ID=1348855&highlight=](http://phx.corporate-ir.net/phoenix.zhtml?c=122199&p=irol-newsArticle_print&ID=1348855&highlight=)



# CIGNA

## Consolidated Income Statements

	Three Months Ended		Nine Months Ended	
	September 30, 2009	2008	September 30, 2009	2008
<b>REVENUES</b>				
Premiums and fees	\$3,985	\$4,128	\$12,049	\$12,197
Net investment income	263	272	752	802
Mail order pharmacy revenues	316	300	944	882
Other revenues (1)	(61)	175	73	431
Net realized investment gains (losses)	14	(23)	(40)	(28)
<b>Total</b>	<b>\$4,517</b>	<b>\$4,852</b>	<b>\$13,778</b>	<b>\$14,284</b>
<b>ADJUSTED INCOME (LOSS) FROM OPERATIONS (2)</b>				
Health Care	\$204	\$187	\$535	\$506
Disability and Life	65	70	213	211
International	40	44	144	144
Run-off Reinsurance	14	(44)	(33)	(30)
Other Operations	23	20	62	64
Corporate	(35)	(31)	(109)	(81)
<b>Total</b>	<b>\$311</b>	<b>\$246</b>	<b>\$812</b>	<b>\$814</b>
<b>Shareholders' net income</b>	<b>\$329</b>	<b>\$171</b>	<b>\$972</b>	<b>\$501</b>

(1) Includes pre-tax losses of \$161 million for the third quarter of 2009 and \$232 million for the nine months of 2009 and pre-tax gains of \$70 million for the third quarter of 2008 and \$118 million for the nine months of 2008 from futures contracts entered into as part of a dynamic hedge program to manage equity risks in CIGNA's run-off reinsurance operations. CIGNA recorded corresponding offsets in benefits and expenses to adjust liabilities for reinsured guaranteed minimum death benefit contracts.

(2) Adjusted income (loss) from operations is segment earnings (loss) (shareholders' income (loss) from continuing operations before net realized investment gains (losses)) excluding results of CIGNA's guaranteed minimum income benefits business and special items. See Exhibit 2 for a detailed reconciliation of adjusted income (loss) from operations to segment earnings (loss), shareholders' income from continuing operations and shareholders' net income presented in accordance with generally accepted accounting principles.

**Cigna Continued**

Health Care

Segment Earnings (unaudited)

	Three Months Ended			Nine Months Ended		
	September 30,			September 30,		
	2009	2008	Change	2009	2008	Change
Benefits and Expenses:						
Health Care medical claims expense	\$1,698	\$1,819	(7)%	\$5,226	\$5,480	(5)%
Other benefit expenses	48	49	(2)	134	151	(11)
Mail order pharmacy cost of goods sold	255	238	7	762	704	8
Policy acquisition expenses	35	34	3	109	100	9
Other operating expenses excluding special items	893	990	(10)	2,793	2,781	-
Special item(s) (1)	7	-	-	(19)	37	-
Benefits and expenses	2,936	3,130	(6)	9,005	9,253	(3)

(1) Includes a curtailment benefit of \$39 million (\$25 million after-tax) for the nine months ended September 30, 2009 resulting from the freeze of CIGNA's pension plans. Includes a pre-tax charge of \$7 million (\$4 million after-tax) for the third quarter of 2009 and a pre-tax charge of \$13 million (\$8 million after-tax) for the second quarter of 2009 related to the cost reduction plan. Includes a pre-tax charge of \$37 million (\$24 million after-tax) for the first quarter of 2008 related to litigation matters.

Covered Lives (unaudited)

ESTIMATED COVERED LIVES:

(Lives in thousands)

	As of September 30,		As of December 31,		
	2009	2008 Change	2008	2008 Change	
Medical membership :					
Guaranteed cost excluding voluntary / limited benefits(1)(3)	762	902	-16%	891	-14%
Voluntary / Limited Benefits	220	202	9	201	9
Medicare	51	35	46	35	46
Total guaranteed cost	1,033	1,139	-9	1,127	-8
Experience-rated (2)(3)	764	913	-16	864	-12
Service (3)	9,307	9,848	-5	9,688	-4
Total medical membership	11,104	11,900	-7%	11,679	-5%

(1) Includes guaranteed cost premiums primarily associated with open access and commercial HMO, as well as other risk-related products.

(2) Includes minimum premium members, who have a risk profile similar to experience-rated funding arrangements. Also, includes certain non-participating cases for which special customer level reporting of experience is required.

(3) Includes Great-West Healthcare members.

	Three Months Ended		Change Better (Worse)	Nine Months Ended		Change Better (Worse)
	September 30,			September 30,		
	2009	2008		2009	2008	
Guaranteed Cost loss ratio (excluding voluntary/limited benefits)(4)	86.20%	83.80%	(2.4)	85.30%	84.50%	(0.80)

(4) The Guaranteed Cost loss ratio excludes the stop loss products associated with experience-rated and service members.

SOURCE: [http://www.cigna.com/about\\_us/investor\\_relations/release/3q09qss.pdf](http://www.cigna.com/about_us/investor_relations/release/3q09qss.pdf)



# Coventry

COVENTRY HEALTH CARE, INC.  
 CONSOLIDATED STATEMENTS OF OPERATIONS  
 (Amounts in thousands, except per share data)  
 (unaudited)

	2009	Quarters Ended September 30, 2008	Nine Months Ended September 30,	
			2009	2008
<b>Operating revenues:</b>				
Managed care premiums	\$3,153,142	\$2,627,345	\$9,595,872	\$7,891,701
Management services	290,968	298,376	879,507	865,785
Total operating revenues	3,444,110	2,925,721	10,475,379	8,757,486
<b>Operating expenses:</b>				
Medical costs	2,661,131	2,200,405	8,261,102	6,630,950
Cost of sales	62,384	54,289	178,280	139,038
Selling, general, administrative	527,173	478,973	1,607,142	1,411,163
Depreciation and amortization	40,660	35,617	110,309	109,401
Total operating expenses	3,291,348	2,769,284	10,156,833	8,290,552
Operating earnings	152,762	156,437	318,546	466,934
Operating earnings percentage of total revenues	4.4%	5.3%	3.0%	5.3%
Interest expense	20,697	22,523	64,603	70,545
Other income, net	18,012	-9,904	69,773	52,292
Earnings before income taxes	150,077	124,010	323,716	448,681
Provision for income taxes	49,638	45,032	117,462	168,027
Income from continuing operations	100,439	78,978	206,254	280,654
(Loss) income from discontinued operations, net of tax	-29,810	6,496	-73,033	13,000
Net earnings	\$70,629	\$85,474	\$133,221	\$293,654

*Coventry Continued*

**SELECTED OPERATING STATISTICS**

	Q3 2009	Q2 2009	Q1 2009	Total 2008	Q4 2008	Q3 2008
<b>Membership by Product (000s)</b>						
Health Plan Commercial Risk	1,431	1,477	1,501		1,575	1,587
Health Plan Commercial ASO	689	697	702		714	720
Medicare Advantage CCP	185	182	176		137	134
Medicaid Risk	391	385	375		371	386
Health Plan Total	2,696	2,741	2,754		2,797	2,827
Medicare Advantage PFFS	336	329	318		243	243
Other National Risk	5	15	21		24	27
Other National ASO	567	571	575		633	641
Total Medical Membership	3,604	3,656	3,668		3,697	3,738
Medicare Part D	1,636	1,555	1,501		931	910
Total Membership	5,240	5,211	5,169		4,628	4,648
<b>Revenues by Product Type (000s)</b>						
Commercial Risk	\$1,279,571	\$1,310,645	\$1,327,221	\$5,421,984	\$1,364,232	\$1,362,956
Commercial Management Services	81,661	83,675	83,810	352,369	97,108	86,672
Medicare Advantage	1,268,592	1,224,011	1,161,590	3,177,244	847,231	825,504
Medicaid Risk	281,146	263,039	260,838	1,087,189	259,926	260,060
Total Health Plan and Medical Services Businesses	2,910,970	2,881,370	2,833,459	10,038,786	2,568,497	2,535,192
Medicare Part D	316,654	397,090	484,123	847,702	191,899	170,483
Other Premiums	23,568	23,746	23,957	64,783	22,916	18,937
Other Management Services <sup>(2)</sup>	211,769	215,468	210,893	826,321	210,406	213,799
Total Specialized Managed Care Businesses <sup>(2)</sup>	551,991	636,304	718,973	1,738,806	425,221	403,219
Total Premiums	3,169,531	3,218,531	3,257,729	10,598,902	2,686,204	2,637,940
Total Management Services <sup>(2)</sup>	293,430	299,143	294,703	1,178,690	307,514	300,471
Other/Eliminations	(18,851)	(19,300)	(19,537)	(43,365)	(16,976)	(12,690)
Total Revenue <sup>(2)</sup>	\$3,444,110	\$3,498,374	\$3,532,895	\$11,734,227	\$2,976,742	\$2,925,721
<b>Consolidated Coventry</b>						
Operating Income % of Revenues <sup>(2)</sup>	4.4%	2.9%	1.8%	5.0%	4.0%	5.3%
SGA % of Revenues <sup>(2)</sup>	15.3%	15.3%	15.4%	16.5%	17.8%	16.4%
Total Medical Liabilities (000s)	\$1,428,766	\$1,413,243	\$1,416,735		\$1,243,620	\$1,209,560
Days in Claims Payable (DCP)	54.78	54.07	55.11		54.75	54.94
Total Debt (millions)	\$1,708.90	\$1,806.80	\$1,902.60		\$1,902.50	\$1,472.30
Total Capital (millions)	\$5,311.60	\$5,332.90	\$5,402.80		\$5,333.10	\$4,779.30
Debt to Capital	32.2%	33.9%	35.2%		35.7%	30.8%

2) Operating statistics excluding discontinued operations.

*Coventry Continued*

REVENUE AND MEDICAL COST STATISTICS

	Q3 2009	Q2 2009	Q1 2009	Total 2008	Q4 2008	Q3 2008
Revenue PMPM						
Health Plan Commercial Group Risk	\$304.13	\$299.79	\$296.36	\$286.30	\$289.71	\$286.73
Medicare Advantage <sup>(3)</sup>	\$853.90	\$857.05	\$860.46	\$862.60	\$862.79	\$856.90
Medicare Part D <sup>(4)</sup>	\$84.63	\$85.27	\$84.35	\$88.34	\$89.16	\$85.64
Medicaid Risk	\$239.22	\$230.27	\$231.93	\$208.50	\$228.33	\$226.08
MLR %						
Consolidated Total	84.4%	86.4%	87.4%	84.0%	83.8%	83.8%
Health Plan Commercial Group Risk	82.1%	81.7%	80.9%	81.7%	83.2%	82.3%
Medicare Advantage	89.4%	90.4%	90.5%	89.0%	90.9%	88.4%
Medicare Part D	79.4%	89.9%	101.8%	84.1%	58.8%	78.5%
Medicaid Risk	86.1%	90.2%	88.3%	85.3%	85.9%	84.2%

3) Revenue PMPM excludes the impact of revenue ceded to external parties.

4) Revenue PMPM excludes the impact of CMS risk-share premium adjustments and revenue ceded to external parties.

Source: [http://phx.corporate-ir.net/phoenix.zhtml?c=107448&p=irol-newsArticle\\_print&ID=1348863&highlight=](http://phx.corporate-ir.net/phoenix.zhtml?c=107448&p=irol-newsArticle_print&ID=1348863&highlight=)



# HealthNet

Health Net, Inc.  
 Consolidated Statements of Operations  
 (Amounts in thousands, except per share, PMPM and ratio data)

	Quarter Ended	Quarter Ended	Quarter Ended
	September 30,	June 30,	September 30,
	2008	2009	2009
<b>REVENUES:</b>			
Health plan services premiums	\$3,072,717	\$3,152,783	\$3,166,877
Government contracts	724,323	832,088	758,507
Net investment income	10,204	20,432	27,691
Administrative services fees and other income	11,607	8,387	15,578
	3,818,851	4,013,690	3,968,653
<b>EXPENSES:</b>			
Health plan services	2,689,790	2,718,039	2,734,984
Government contracts	687,848	791,044	716,323
General and administrative	294,178	332,188	319,451
Selling	93,232	81,359	83,275
Depreciation and amortization	17,255	15,708	12,689
Interest	10,413	11,518	10,264
Impairments on assets held for sale	-	-	170,570
	3,792,716	3,949,856	4,047,556
Income from operations before income taxes	26,135	63,834	(78,903)
Income tax provision	7,665	23,694	(12,881)
Net income	\$18,470	\$40,140	(\$66,022)
Basic earnings per share	\$0.17	\$0.39	(\$0.64)
Diluted earnings per share	\$0.17	\$0.38	(\$0.64)
Weighted average shares outstanding:			
Basic	105,915	103,854	103,873
Diluted	106,869	104,323	103,873
Pretax margin	0.7%	1.60%	(2)%
Health plan services MCR	87.5%	86.20%	86.40%
Government contracts cost ratio	95.0%	95.10%	94.40%
G&A expense ratio	9.5%	10.50%	10%
Selling costs ratio	3.0%	2.60%	2.60%
Days claims payable	46.3	43.1	41
Days claims payable - adjusted	52.7	54.2	50.5
Effective tax rate	29.30%	37.10%	16.30%
Health plan services premiums PMPM	\$276.29	\$295.11	\$296.16
Health plan services costs PMPM	\$241.86	\$254.41	\$255.77

**HealthNet Continued**

Enrollment Data - Line of Business  
(In thousands)

	Change from						
	June 30, 2009			September 30, 2008			
	Sept 30, 2009	June 30, 2009	Sept 30, 2008	Increase/ (Decrease)	% Change	Increase/ (Decrease)	% Change
<b>Total Health Plan Enrollment</b>							
Large Group	1,231	1,266	1,371	(35)	(2.8)%	(140)	(10.2)%
Small Group and Individual	681	695	707	(14)	(2.0)%	(26)	(3.7)%
Commercial Risk	1,912	1,961	2,078	(49)	(2.5)%	(166)	(8)%
ASO	40	38	45	2	5.3%	(5)	(11.1)%
Total Commercial	1,952	1,999	2,123	(47)	(2.4)%	(171)	(8.1)%
Medicare Advantage	286	284	293	2	0.7%	(7)	(2.4)%
Medicare PDP (stand-alone)	466	458	538	8	1.7%	(72)	(13.4)%
Medi-Cal/Medicaid	894	878	788	16	1.8%	106	13.5
Total Health Plans	3,598	3,619	3,742	(21)	(0.6)%	(144)	(3.8)%

**Source:** [http://healthnet.tekgroup.com/article\\_display.cfm?article\\_id=5387&section\\_id=1](http://healthnet.tekgroup.com/article_display.cfm?article_id=5387&section_id=1)



# HealthSpring

HealthSpring, Inc. and Subsidiaries  
 Condensed Consolidated Statement of Income Information  
 (in thousands, except share data)  
 (Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2009	2008	2009	2008
Revenue:				
Premium revenue	\$649,795	\$515,892	\$1,955,842	\$1,611,450
Management and other fees	9108	8207	29065	24056
Investment income	877	3800	3532	11975
<b>Total revenue</b>	<b>659780</b>	<b>527899</b>	<b>1988439</b>	<b>1647481</b>
Operating expenses:				
Medical expense	519478	411703	1607481	1292042
Selling, general and administrative	65851	58634	200408	177512
Depreciation and amortization	7782	7047	22948	21280
Interest expense	3762	4520	12014	14513
<b>Total operating expenses</b>	<b>596873</b>	<b>481904</b>	<b>1842851</b>	<b>1505347</b>
Income before income taxes	62907	45995	145588	142134
Income taxes	(20,593)	(16,635)	(50,772)	(51,494)
<b>Net income</b>	<b>\$42,314</b>	<b>\$29,360</b>	<b>\$94,816</b>	<b>\$90,640</b>

*HealthSpring Continued*

Membership

	Sept. 30, 2009	June 30, 2009	Percent Change	Dec. 31, 2008	Percent Change	Sept. 30, 2008	Percent Change
MA Membership:							
Alabama	31,007	30,101	3	29,022	6.8	28,651	8.2
Florida	31,513	30,892	2	27,568	14.3	27,204	15.8
Illinois	11,077	10,821	2.4	9,245	19.8	9,005	23
Mississippi	4,473	4,152	7.7	2,425	84.5	2,183	104.9
Tennessee	57,240	55,917	2.4	49,933	14.6	49,366	16
Texas	51,325	50,348	1.9	43,889	16.9	39,896	28.6
Total	186,635	182,231	2.4	162,082	15.1	156,305	19.4
PDP Membership:	303,975	294,753	3.1	282,429	7.6	272,469	11.6
Commercial:	735	739	(0.5)	895	(17.9)	921	(20.2)

	3rd Qtr 2009	3rd Qtr 2008	YTD 2009	YTD 2008
Medicare MCR	79.70%	79.20%	80.78%	79.25%

Source: <http://phx.corporate-ir.net/phoenix.zhtml?c=194529&p=irol-newsArticle&ID=1348110&highlight=>



# Humana

## Consolidated Statements of Income

In thousands, except per common share results

	Three Months Ended September 30,			
	2009	2008	Dollar Change	Percent Change
<b>Revenues:</b>				
Premiums	\$7,444,122	\$6,991,569	\$452,553	6.5%
Administrative services fees	133,732	114,401	19,331	16.9%
Investment income	74,861	(16,773)	91,634	546.3%
Other revenue	64,104	58,973	5,131	8.7%
Total revenues	7,716,819	7,148,170	568,649	8.0%
<b>Operating expenses:</b>				
Benefits	6,111,351	979,223	68,550	7.0%
Selling, general and administrative	1,047,773	46,371	6,526	14.1%
Depreciation	52,897	9,755	(564)	-5.8%
Other intangible amortization	9,191	6,845,962	375,250	5.5%
Total operating expenses	7,221,212	302,208	193,399	64.0%
Income from operations	495,607	19,348	6,911	35.7%
Interest expense	26,259	282,860	186,488	65.9%
Income before income taxes	469,348	99,852	67,977	68.1%
Provision for income taxes	167,829	\$183,008	\$118,511	64.8%
Net income	\$301,519	\$6,991,569	\$452,553	6.5%

Humana Inc.

Membership Detail

*In thousands*

### Medical Membership:

	Ending	Average	Ending	Year-over-year Change		Ending	Sequential Change	
	Sept. 30, 2009	3Q09	Sept. 30, 2008	Amount	Percent	June 30, 2009	Amount	Percent
<b>Government Segment:</b>								
Total Medicare Advantage	1514.8	1510.6	1368.0	146.8	10.70%	1,499.8	15.0	1.00%
Total Medicare stand-alone PDPs	1,960	1,970	3089.0	(1128.6)	-36.50%	1,992.0	(31.6)	-1.60%
Total Medicare	3,475	3,481	4457.0	(981.8)	-22.00%	3,491.8	(16.6)	-0.50%
Total military services	3,015	3,010	2953.9	61.2	2.10%	3,008.3	6.8	0.20%
Total Medicaid	400	398	562.4	(162.6)	-28.90%	393.6	6.2	1.60%
<b>Total Government Segment</b>	<b>6,890</b>	<b>6,888</b>	<b>7973.3</b>	<b>(1083.2)</b>	<b>-13.60%</b>	<b>6,893.7</b>	<b>(3.6)</b>	<b>-0.10%</b>
<b>Commercial Segment:</b>								
<b>Total Commercial Segment</b>	<b>3,427</b>	<b>3,427</b>	<b>3554.0</b>	<b>(127.1)</b>	<b>-3.60%</b>	<b>3,447.9</b>	<b>(21.0)</b>	<b>-0.60%</b>
<b>Total medical membership</b>	<b>10,317</b>	<b>10,315</b>	<b>11527.3</b>	<b>(1210.3)</b>	<b>-10.50%</b>	<b>10,341.6</b>	<b>(24.6)</b>	<b>-0.20%</b>
<b>Specialty Membership</b>								
<b>Total Specialty Membership</b>	<b>7,263</b>	<b>6,979</b>	<b>6727.4</b>	<b>535.5</b>	<b>8.00%</b>	<b>6,790.4</b>	<b>472.5</b>	<b>7.00%</b>

*Humana Continued*

**Key Income Statement Ratios and Segment Operating Results**  
**Dollars in thousands**

	Three Months Ended September 30, Percentage				Nine Months Ended September 30, Percentage			
	2009	2008	Difference	Change	2009	2008	Difference	Change
<b>Benefit ratio</b>								
Government Segment	81.90%	84.10%	-2.20%		84.30%	86.80%	-2.50%	
Commercial Segment	82.70%	80.20%	2.50%		79.40%	79.40%	0.00%	
Consolidated	82.10%	83.10%	-1.00%		83.10%	84.90%	-1.80%	
<b>Selling, general, and administrative expense ratio (A)</b>								
Government Segment	10.20%	10.20%	0.00%		10.00%	10.10%	-0.10%	
Commercial Segment	24.00%	23.00%	1.00%		23.90%	22.30%	1.60%	
Consolidated	13.70%	13.70%	0.00%		13.50%	13.40%	0.10%	
<b>Investment income</b>								
Government Segment	\$44,936	(\$6,163)	\$51,099	829.10%	\$132,894	\$80,930	\$51,964	64.20%
Commercial Segment	29,925	(10,610)	40,535	382.00%	86,851	73,077	13,774	18.80%
Consolidated	\$74,861	\$16,773	\$91,634	546.30%	\$219,745	\$154,007	\$65,738	42.70%
<b>Interest expense</b>								
Government Segment	\$17,447	\$6,969	\$10,478	150.40%	\$50,160	\$18,084	\$32,076	177.40%
Commercial Segment	8,812	12,379	(3,567)	-28.80%	29,445	35,470	(6,025)	-17.00%
Consolidated	\$26,259	\$19,548	\$6,911	35.70%	\$79,605	\$53,554	\$26,051	48.60%

(A) The selling, general and administrative (SG&A) expense ratio is defined as SG&A expenses as a percent of premiums, administrative services fees and other revenue.

**Source:** <http://www.businesswire.com/news/humana/20091102005383/en>



# Molina

## UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(Amounts in thousands, except share and per-share data)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2009	2008	2009	2008
<b>Revenue:</b>				
Premium revenue	\$914,805	\$791,554	\$2,697,796	\$2,282,345
Investment income	1,707	4,775	7,336	17,517
Total operating revenue	916,512	796,329	2,705,132	2,299,862
<b>Expenses:</b>				
Medical care costs	792,771	669,355	2,333,865	1,936,531
General and administrative expenses	97,635	88,030	283,216	253,196
Depreciation and amortization	9,832	8,515	28,468	24,997
Total expenses	900,238	765,900	2,645,549	2,214,724
Gain on retirement of convertible senior notes	-	-	1,532	-
Operating income	16,274	30,429	61,115	85,138
Interest expense <sup>(1)</sup>	(3,279)	(3,120)	(9,917)	(9,913)
Income before income taxes <sup>(1)</sup>	12,995	27,309	51,198	75,225
Income tax expense <sup>(1), (2)</sup>	4,431	10,829	15,858	30,447
Net income <sup>(1)</sup>	8,564	16,480	35,340	44,778
<b>Net income per share: <sup>(1)</sup></b>				
Basic	\$0.34	\$0.60	\$1.36	\$1.60
Diluted	\$0.33	\$0.60	\$1.36	\$1.59
Weighted average number of common shares and potentially dilutive common shares outstanding	25630	27582	26058	28087
<b>Operating Statistics:</b>				
Ratio of medical care costs paid directly to providers to premium revenue	84.6%	82.1%	84.5%	82.4%
Ratio of medical care costs not paid directly to providers to premium revenue	2.1	2.5	2	2.5
Medical care ratio <sup>(3)</sup>	86.7%	84.6%	86.5%	84.9%
General and administrative expense ratio excluding premium taxes (core G&A ratio) <sup>(4)</sup>	7.5%	8.0%	7.4%	8.0%
Premium taxes included in G&A expense <sup>(4)</sup>	3.2	3.1	3.1	3
Total general and administrative expense ratio <sup>(4)</sup>	10.7%	11.1%	10.5%	11.0%

(1) The Company's 2008 results have been recast to reflect the adoption of ASC Subtopic 470-20. This resulted in additional interest expense of \$1.2 million (\$0.03 per diluted share) for the three months ended September 30, 2008, and \$3.5 million (\$0.08 per diluted share) for the nine months ended September 30, 2008.

(2) The Company recorded tax benefits totaling \$5.5 million in the second and third quarters of 2009 as a result of settling tax examinations and the voluntary filing of certain accounting method changes.

(3) Medical care ratio represents medical care costs as a percentage of premium revenue.

(4) Computed as a percentage of total operating revenue.

*Molina Continued*

**UNAUDITED MEMBERSHIP DATA**

<b>Total Ending Membership By Health Plan:</b>	<b>Sept. 30, 2009</b>	<b>June 30, 2009</b>	<b>Dec. 31, 2008</b>	<b>Sept. 30, 2008</b>
California	355,000	349,000	322,000	313,000
Florida <sup>(1)</sup>	43,000	29,000	-	-
Michigan	210,000	207,000	206,000	207,000
Missouri	78,000	78,000	77,000	77,000
Nevada <sup>(2)</sup>	-	-	-	-
New Mexico	90,000	85,000	84,000	84,000
Ohio	208,000	203,000	176,000	179,000
Texas	31,000	30,000	31,000	29,000
Utah	69,000	64,000	61,000	55,000
Washington	327,000	323,000	299,000	295,000
<b>Total</b>	<b>1,411,000</b>	<b>1,368,000</b>	<b>1,256,000</b>	<b>1,239,000</b>
<b>Total Ending Membership By State for the Medicare Advantage Plans:</b>				
California	1,900	1,600	1,500	1,600
Michigan	2,700	2,100	1,700	1,700
Nevada	300	400	700	600
New Mexico	400	400	300	200
Texas	500	400	400	400
Utah	3,500	3,100	2,400	2,200
Washington	1,100	1,000	1,000	1,000
<b>Total</b>	<b>10,400</b>	<b>9,000</b>	<b>8,000</b>	<b>7,700</b>
<b>Total Ending Membership By State for the Aged, Blind or Disabled Population:</b>				
California	13,700	13,100	12,700	12,500
Florida <sup>(1)</sup>	8,700	6,000	-	-
Michigan	30,200	29,900	30,300	30,400
New Mexico	5,700	5,700	6,300	6,500
Ohio	19,600	19,700	19,000	19,700
Texas	17,500	17,000	16,200	16,200
Utah	7,700	7,600	7,300	7,000
Washington	3,200	3,000	3,000	3,000
<b>Total</b>	<b>106,300</b>	<b>102,000</b>	<b>94,800</b>	<b>95,300</b>

(1) The Florida health plan began serving members in late December 2008.

(2) Less than 1,000 members.

*Molina Continued*

Total Member Months <sup>(3)</sup> by Health Plan:	Three Months Ended		Nine Months Ended		
	Sept. 30, 2009	June 30, 2009	Sept. 30, 2008	Sept. 30, 2009	Sept. 30, 2008
California	1,065,000	1,031,000	936,000	3,076,000	2,765,000
Florida <sup>(1)</sup>	109,000	75,000	—	245,000	—
Michigan	629,000	623,000	627,000	1,872,000	1,904,000
Missouri	232,000	232,000	228,000	695,000	678,000
Nevada	1,000	1,000	2,000	3,000	6,000
New Mexico	264,000	251,000	249,000	763,000	716,000
Ohio	618,000	596,000	530,000	1,774,000	1,465,000
Texas	93,000	92,000	87,000	283,000	257,000
Utah	203,000	200,000	161,000	587,000	482,000
Washington	979,000	952,000	884,000	2,850,000	2,622,000
Total	4,193,000	4,053,000	3,704,000	12,148,000	10,895,000

(3) A total member month is defined as the aggregate of each month's ending membership for the period presented.

Source: <http://phx.corporate-ir.net/phoenix.zhtml?c=137837&p=irol-newsArticle&ID=1347862&highlight=>



# WellPoint

Consolidated Statements of Income  
(Unaudited)  
(In millions, except per share data)

	Three Months Ended September 30,		
	2009	2008	Change
Revenues			
Premiums	\$14,070.70	\$14,230.70	-1.10%
Administrative fees	969.1	925.6	4.70%
Other revenue	167.2	153.1	9.20%
Total operating revenue	15,207.00	15,309.40	-0.70%
Net investment income	196.6	214.2	-8.20%
Net realized gains on investments	52.2	8	NM (1)
Other-than-temporary impairment losses on investments:			
Total other-than-temporary impairment losses on investments	(69.1)	(564.4)	87.80%
Portion of other-than-temporary impairment losses recognized in other comprehensive income	38.4	-	-
Net other-than-temporary impairment losses recognized in income	(30.7)	(564.4)	94.60%
Total revenues	15,425.10	14,961.00	3.10%
Expenses			
Benefit expense	11,416.20	11,745.60	-2.80%
Selling, general and administrative expense			
Selling expense	420.6	448.2	-6.20%
General and administrative expense	1,976.30	1,772.00	11.50%
Total selling, general and administrative expense	2,396.90	2,220.20	8.00%
Cost of drugs	112.7	114.1	-1.20%
Interest expense	110.6	118.4	-6.60%
Amortization of other intangible assets	66	71.9	-8.20%
Impairment of intangible assets	205.5	141.4	45.30%
Total expenses	14,307.90	14,411.60	-0.70%
Income before income taxes	1,117.20	549.4	103.30%
Income tax expense (benefit)	387	(271.3)	NM (1)
Net income	\$730.20	\$820.70	-11.00%
Net income per diluted share	\$1.53	\$1.60	-4.40%
Diluted shares	476.8	513.5	-7.10%
Benefit expense as a percentage of premiums	81.10%	82.50%	(140)bp
Selling, general and administrative expense as a percentage of total operating revenue	15.80%	14.50%	130bp
Income before income tax expense as a percentage of total revenues	7.20%	3.70%	350bp

(1) "NM" = not meaningful

## WellPoint Continued

Membership & Prescription Volume Summary  
(Unaudited and in Thousands)

	September 30, 2009	December 31, 2008	September 30, 2008	Change from December 31, 2008	September 30, 2008
<b>Medical Membership</b>					
Customer Type					
Local Group	15,717	16,632	16,683	-5.50%	-5.80%
National Accounts	6,857	6,720	6,808	2.00%	0.70%
BlueCard	4,779	4,736	4,785	0.90%	-0.10%
Total National	11,636	11,456	11,593	1.60%	0.40%
Individual	2,173	2,272	2,323	-4.40%	-6.50%
Senior	1,225	1,304	1,308	-6.10%	-6.30%
State Sponsored	1,717	1,992	2,040	-13.80%	-15.80%
FEP	1,387	1,393	1,390	-0.40%	-0.20%
Funding Arrangement					
Self-Funded	18,316	18,520	18,662	-1.10%	-1.90%
Fully-Insured	15,539	16,529	16,675	-6.00%	-6.80%
Reportable Segment					
Commercial	27,530	28,304	28,515	-2.70%	-3.50%
Consumer	4,938	5,352	5,432	-7.70%	-9.10%
Other	1,387	1,393	1,390	-0.40%	-0.20%
Total Medical Membership	33,855	35,049	35,337	-3.40%	-4.20%
Other Membership					
Behavioral Health Membership	22,883	23,568	23,588	-2.90%	-3.00%
Life and Disability Membership	5,425	5,477	5,507	-0.90%	-1.50%
Dental Membership(1)	4,322	4,560	4,618	-5.20%	-6.40%
Managed Dental Membership(1)	3,953	-	-	-	-
Vision Membership	3,037	2,614	2,632	16.20%	15.40%
Medicare Part D Membership	1,633	1,870	1,870	-12.70%	-12.70%
PBM Prescription Volume Paid (Quarterly)					
Retail Scripts	58,753	60,858	58,621	-3.50%	0.20%
Mail Order Scripts	6,593	6,485	6,345	1.70%	3.90%
Specialty Pharmacy Scripts	200	199	177	0.50%	13.00%
Total Scripts	65,546	67,542	65,143	-3.00%	0.60%

(1) Dental Membership and Managed Dental Membership as of September 30, 2009, includes DeCare members acquired on April 9, 2009. Managed Dental Membership includes DeCare members for which we provide administrative services only.

**Source:** [http://ir.wellpoint.com/phoenix.zhtml?c=130104&p=irol-newsArticle\\_financial\\_invest&t=Regular&id=1347466&](http://ir.wellpoint.com/phoenix.zhtml?c=130104&p=irol-newsArticle_financial_invest&t=Regular&id=1347466&)



# United Health Group

## CONSOLIDATED STATEMENTS OF OPERATIONS

(in millions, except per share data)

	Three Months Ended		Nine Months Ended	
	2009	2008 (a)	2009	2008 (a)
<b>REVENUES</b>				
Premiums	\$19,729	\$18,294	\$59,586	\$55,027
Services	1,336	1,287	3,939	3,857
Products	490	432	1,378	1,186
Investment and Other Income	140	143	451	662
Total Revenues	21,695	20,156	65,354	60,732
<b>OPERATING COSTS</b>				
Medical Costs	16,171	14,943	49,248	45,344
Operating Costs	3,156	2,974	9,321	9,617
Cost of Products Sold	442	387	1,268	1,065
Depreciation and Amortization	250	254	733	722
Total Operating Costs	20,019	18,558	60,570	56,748
<b>EARNINGS FROM OPERATIONS</b>				
Interest Expense	1,676	1,598	4,784	3,984
	-137	-166	-407	-484
<b>EARNINGS BEFORE INCOME TAXES</b>				
Provision for Income Taxes	1,539	1,432	4,377	3,500
	-504	-512	-1,499	-1,249
<b>NET EARNINGS</b>	\$1,035	\$920	\$2,878	\$2,251

(a) Includes a reduction in pre-tax Operating Costs of \$40 million from a change in estimated net costs to settle two class action lawsuits related to the Company's historical stock option practices.

(b) Includes third quarter reduction in pre-tax Operating Costs of \$40 million described in (a) above and second quarter pre-tax Operating Costs of \$922 million for settlement of the two class action lawsuits described above and related legal costs, \$46 million for employee severance related to operating cost reduction initiatives and other items, partially offset by a \$185 million reduction in Operating Costs for proceeds from the sale of certain assets and membership in the individual Medicare Advantage business in Nevada in May 2008.

**United Health Group Continued**

**UNITEDHEALTH GROUP SEGMENT FINANCIAL INFORMATION**

	(in millions) (unaudited)			
	Three Months Ended September 30,		Nine Months Ended September 30,	
	2009	2008	2009	2008
<b>REVENUES</b>				
Health Care Services (a)	\$20,190	\$18,815	\$61,144	\$56,777
OptumHealth	1,415	1,294	4,103	3,919
Ingenix	\$481	\$383	\$1,287	1,126
Prescription Solutions	3,575	3,071	10,670	9,450
Eliminations	(3,966)	(3,407)	(11,850)	(10,540)
Total Consolidated	\$ 21,695	\$20,156	\$65,354	\$60,732
<b>EARNINGS FROM OPERATIONS</b>				
Health Care Services	\$1,244	\$1,285	\$3,638	\$3,800
OptumHealth	172	175	472	541
Ingenix	64	57	172	153
Prescription Solutions	196	91	502	283
Corporate	-	(10)	-	(793)
Total Consolidated	\$1,676	\$1,598	\$4,784	\$3,984

(a) Revenues for the three and six months ended June 30, 2009 were \$10,253 and \$20,591 for UnitedHealthcare; \$7,989 and \$16,412 for Ovations; and \$2,040 and \$3,951 for AmeriChoice, respectively. Revenues for the three and six months ended June 30, 2008 were \$10,476 and \$20,839 for UnitedHealthcare; \$7,061 and \$14,511 for Ovations; and \$1,408 and \$2,612 for AmeriChoice, respectively.

**CUSTOMER PROFILE SUMMARY  
ALL BUSINESS UNITS**

	(in thousands) (unaudited)				
	September 2009	June 2009	December 2008	September 2008	December 2007
<b>People Served</b>					
Commercial Risk-based	9,460	9,655	10,360	10,495	10,805
Commercial Fee-based	15,295	15,375	15,985	15,975	14,720
Total Commercial	24,755	25,030	26,345	26,470	25,525
Medicare Advantage	1,770	1,740	1,495	1,480	1,370
Medicaid	2,795 (b)	2,750	2,515	2,340	1,710
Standardized Medicare Supplement	2,660	2,625	2,540	2,510	2,400
Total Public and Senior (a)	7,225	7,115	6,550	6,330	5,480
Total Health Care Services Medical Benefits	31,980	32,145	32,895	32,800	31,005
Total People Served	70,345	70,510	72,800	72,820	70,950
Supplemental Data - included in Total People Served					
OptumHealth	57,600	57,900	59,700	59,600	58,700
Total Part D Prescription Drug Plans	5,910	5,870	5,450	5,465	5,950
Consumer-Driven Health Plans	2,860	2,850	2,735	2,740	2,315

(a) Excludes pre-standardized Medicare Supplement and other AARP products. These people are included in Total People Served.

(b) Year-to-date Medicaid membership growth of 280,000 people is comprised of risk-based growth of 460,000 people, which includes 100,000 people that converted from an administrative services contract to a risk-based program in the first quarter, and a net reduction of 80,000 people served in terminated fee-based public services programs.

**Source:** [http://www.unitedhealthgroup.com/invest/2009/3q2009release\\_sched.pdf](http://www.unitedhealthgroup.com/invest/2009/3q2009release_sched.pdf)