

## **UNITEDHEALTH GROUP**

### **Reconciliation of Non-GAAP Financial Measures Quarter Ended September 30, 2007**

- Operating Results Excluding IRS Section 409A Charges
- Adjusted Cash Flows from Operating Activities
- Consolidated Reporting Excluding AARP
- 2007 Forecasted Operating Results

**UNITEDHEALTH GROUP**  
**Reconciliation of Non-GAAP Financial Measures**  
**Operating Results Excluding IRS Section 409A Charges (a)**  
(in millions)  
(unaudited)

	Nine Months Ended September 30, 2007		
	Consolidated GAAP Reporting	Non-GAAP Reconciling Items	Operating Results Excluding IRS Section 409A Charges (a)
<b>REVENUES</b>			
Premiums	\$ 51,817	\$ -	\$ 51,817
Services	3,406	-	3,406
Products	638	-	638
Investment and Other Income	865	-	865
Total Revenues	56,726	-	56,726
<b>OPERATING COSTS</b>			
Medical Costs	41,884	-	41,884
Operating Costs	7,885	(176)	7,709
Cost of Products Sold	557	-	557
Depreciation and Amortization	589	-	589
Total Operating Costs	50,915	(176)	50,739
<b>EARNINGS FROM OPERATIONS</b>	5,811	176	5,987
Interest Expense	(391)	-	(391)
<b>EARNINGS BEFORE INCOME TAXES</b>	5,420	176	5,596
Provision for Income Taxes	(1,982)	(64)	(2,046)
<b>NET EARNINGS</b>	\$ 3,438	\$ 112	\$ 3,550
<b>DILUTED NET EARNINGS PER COMMON SHARE</b>	\$ 2.50	\$ 0.08	\$ 2.58
Diluted Weighted-Average Common Shares Outstanding	1,375	-	1,375
<b>Medical Care Ratio</b>	80.8%		80.8%
<b>Operating Cost Ratio</b>	13.9%		13.6%
<b>Operating Margin</b>	10.2%		10.6%

(a) Excludes charges recorded in the first quarter of 2007 related to IRS Section 409A stock option matters. This is a non-GAAP measure that management believes improves the comparability of the Company's results between periods.

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**Reconciliation of Non-GAAP Financial Measures**  
**Adjusted Cash Flows from Operating Activities (a)**  
(in millions)  
(unaudited)

	<b>Three Months Ended September 30,</b>	
	<b>2007</b>	<b>2006</b>
GAAP Cash Flows From Operating Activities	\$ 516	\$ 314
July CMS Premium Payment Received in June	1,569	1,511
Adjusted Cash Flows From Operating Activities (a)	<u>\$ 2,085</u>	<u>\$ 1,825</u>

(a) Adjusted Cash Flows From Operating Activities is presented to facilitate the comparison of cash flows from operating activities for periods in which the Company does not receive its monthly premium payments from the Centers for Medicare and Medicaid Services (CMS) in the applicable quarter. CMS generally pays their monthly premium on the first calendar day of the applicable month. If the first calendar day of the month falls on a weekend or a holiday, CMS has typically paid the Company on the last business day of the preceding calendar month. As such, GAAP operating cash flows may vary depending upon which payments are received by the Company from CMS during a particular period. Adjusted Cash Flows From Operating Activities presents operating cash flows assuming that each monthly CMS premium payment was received on the first calendar day of the applicable month.

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**Reconciliation of Non-GAAP Financial Measures**  
**Consolidated Reporting Excluding AARP (a)**  
(in millions)  
(unaudited)

	<b>September 30, 2007</b>			<b>June 30, 2007</b>		
	Consolidated GAAP Reporting	AARP Program Balance	Consolidated Reporting Excluding AARP (a)	Consolidated GAAP Reporting	AARP Program Balance	Consolidated Reporting Excluding AARP (a)
Accounts Receivable, net	\$ 1,318	\$ 461	\$ 857	\$ 1,536	\$ 456	\$ 1,080
Medical Costs Payable	\$ 8,370	\$ 1,080	\$ 7,290	\$ 8,452	\$ 1,090	\$ 7,362
Medical Costs	\$ 13,500	\$ 1,178	\$ 12,322	\$ 13,944	\$ 1,174	\$ 12,770
Medical Days Payable	57	84	54	55	84	52
Days Sales Outstanding	7	31	5	7	31	6

	<b>December 31, 2006</b>			<b>September 30, 2006</b>		
	Consolidated GAAP Reporting	AARP Program Balance	Consolidated Reporting Excluding AARP (a)	Consolidated GAAP Reporting	AARP Program Balance	Consolidated Reporting Excluding AARP (a)
Accounts Receivable, net	\$ 1,323	\$ 417	\$ 906	\$ 1,218	\$ 422	\$ 796
Medical Costs Payable	\$ 8,076	\$ 1,004	\$ 7,072	\$ 8,206	\$ 1,021	\$ 7,185
Medical Costs	\$ 13,246	\$ 1,082	\$ 12,164	\$ 13,369	\$ 1,102	\$ 12,267
Medical Days Payable	56	85	53	56	85	54
Days Sales Outstanding	7	31	5	6	31	4

(a) Certain account balances and financial measures have been presented in this earnings release excluding our AARP business. Management believes these disclosures are meaningful since underwriting gains or losses related to the AARP business are recorded as an increase or decrease to a rate stabilization fund (RSF) and the effects of changes in balance sheet amounts associated with the AARP program accrue to the overall benefit of the AARP policyholders through the RSF balance. Although the Company is at risk for underwriting losses to the extent cumulative net losses exceed the balance in the RSF, the Company has not been required to fund any underwriting deficits to date and management believes the RSF balance is sufficient to cover potential future underwriting or other risks associated with the contract.

**UNITEDHEALTH GROUP**  
**Reconciliation of Non-GAAP Financial Measures**  
**2007 Forecasted Operating Results**  
(in millions, except per share data)  
(unaudited)

	<b>Year Ended</b> <b><u>December 31, 2007</u></b>
GAAP Diluted Net Earnings per Common Share	\$3.41 to \$3.42
IRS Section 409A Impact per Common Share	<u>\$0.08</u>
Diluted Net Earnings per Common Share Excluding IRS Section 409A Charges	<u><u>\$3.49 to \$3.50</u></u>