

Optum Presentation

Growth momentum

2019 EXPECTED GROWTH

REVENUE

\$112.1B

11% year over year growth

EARNINGS

\$9.35B

14% year over year growth



Growth momentum

~4x

revenues since 2011

~50%

of UnitedHealth Group
operating earnings





180k+
dedicated people
of Optum **serving**

120M+
Optum consumers



WE BELIEVE
better health outcomes and experiences,
at a lower cost, are possible
at a societal scale

Our capabilities



WE BELIEVE
in the power of connections

Make a **greater impact** on quality,
experiences and costs

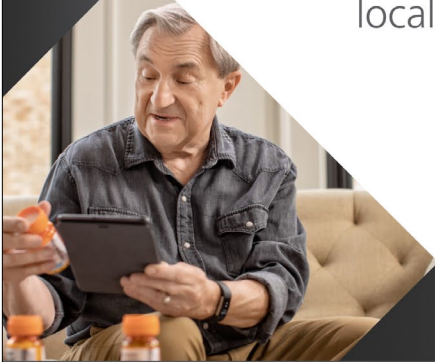
Delivering on our strategic agenda

REINVENTING

local care delivery

ADVANCING

condition-centric management



WE BELIEVE
in connected,
patient-centric local care



Reinventing local care delivery

When you meet us **once**, you've met us **everywhere**



Urgent and
surgical care



Pharmacy care
services



Behavioral
health network



High-value
specialists



HouseCalls

Serving **80+** payers through OptumCare

Reinventing local care delivery



45M

Americans struggle with mental illness

~500

community pharmacies located in mental health centers

90%+

medication adherence, nearly double most retail pharmacies



OptumCare practices in Texas



30%+

cost savings vs. fee-for-service

▼9%

in hospital admissions



STAR rating

WellMed's primary Dallas-Forth Worth Medicare Advantage Plan, **1 of 18** in the US

47

primary care clinics

500k+

consumers in value-based relationships by next year



OptumCare practices in New Jersey

▼ **37%**

emergency visits among
Medicaid members

▲ **70%**

patients served
from 3 years ago



OptumCare practices in Southern California

30

payers
served

~**3x**

people served in value-based
arrangements over last 3 years



Reinventing local care delivery

Harmony

UNITES CARE AND COVERAGE

^20% savings when compared to UnitedHealthcare similar offerings



Reinventing local care delivery

~50% increase in patients served through value-based contracts in the last year

Business Combinations + Organic Growth



Reinventing local care delivery

Growing clinical expertise

46k+ physicians

10k physicians added last year



Reinventing local care delivery

Optimal Care

EMBEDDED INTO CLINICIAN'S WORKFLOW

EVIDENCE-BASED MEDICINE WITH POINT-OF-CARE TECHNOLOGY

50%+ reduction in knee procedures through use of appropriate alternatives



Reinventing local care delivery



Revenue cycle
management



Information
technology



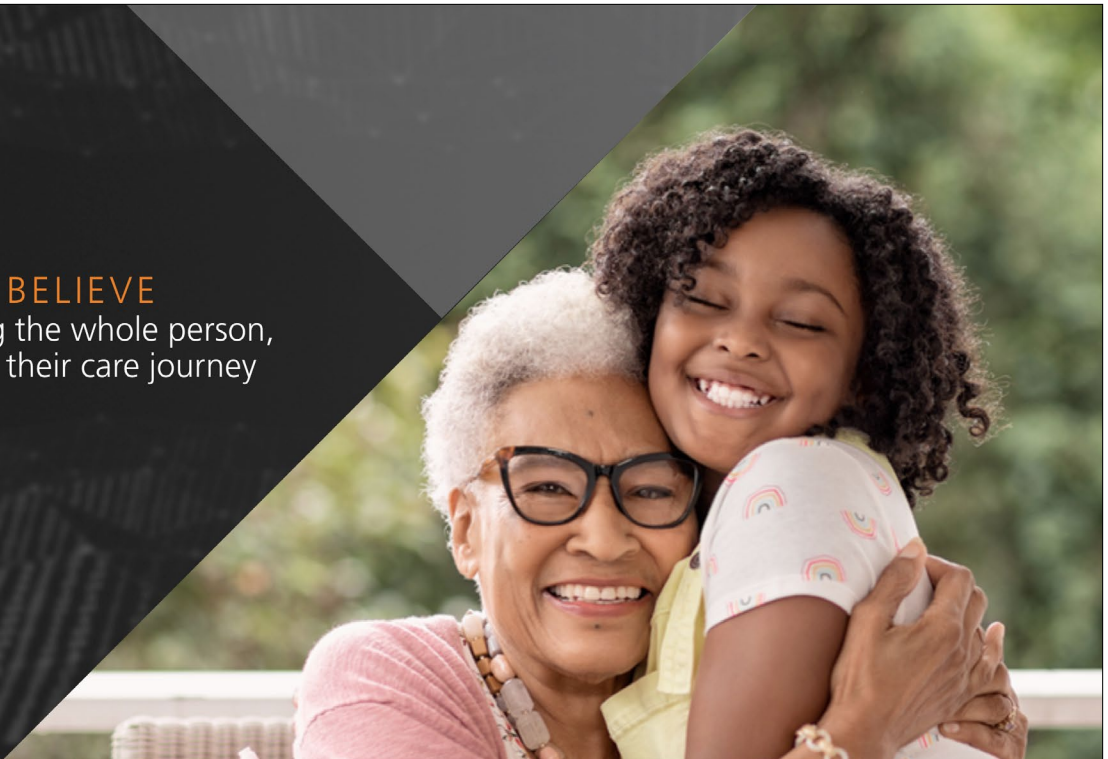
Managed
analytics



Care
coordination



WE BELIEVE
in supporting the whole person,
throughout their care journey



Advancing condition-centric management

Launched first condition-centric model

DATA AND EVIDENCE-BASED PROTOCOLS

COMPREHENSIVE CANCER CARE



Advancing condition-centric management

CANCER GUIDANCE PROGRAM

Providing oncologists real-time view
of treatment plans

Consistent with National Comprehensive
Cancer Network guidelines



Advancing condition-centric management

CANCER GUIDANCE PROGRAM

60%+

treatments automatically
approved

▼6%

inpatient
admissions

22M

members
with access



Advancing condition-centric management

~600

new patients referred
each month

▼~30%

oncology drug
costs for seniors



Advancing condition-centric management



~**50%** of total pharmaceutical market spending due to specialty drugs by 2022



24% average lower specialty costs from our advanced specialty management strategies



~**50% savings** per at-home infusion compared to hospital setting



Improving the health care financial experience



Optum Bank — RALLY

A leading
HSA provider

AVAILABLE TO
55M consumers



Distinctive societal returns



WE BELIEVE we have the right people, expertise and capabilities to create a connected system to deliver better quality, experiences and affordability

Growth of artificial intelligence in health care

\$40M ▶ **\$20B**

average expected investment
per organization over five years

collective
spend

Survey of 500 leading health care organizations

WE BELIEVE
connecting information and
people is the key to achieving
true system transformation

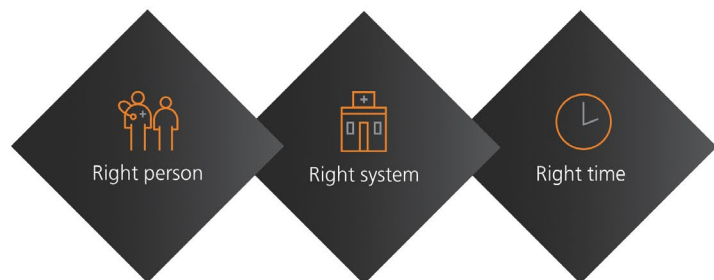


Connecting clinical data across the health system

INTEROPERABILITY SOLUTIONS

standardize
information sharing

leverage billions
of transactions



Connecting clinical data across the health system



Connecting clinical data across the health system



Enabling providers to make more informed decisions at point of care

Advanced technologies

Artificial Intelligence

hundreds of machine learning models help predict onset of disease sooner



OPTUM

Advanced technologies

Pharmacogenomics

matching consumer medications to genetic makeup to prevent adverse drug reactions



OPTUM

Simplifying health care administration



9 out of **10**
hospitals

~\$70B
annual billings



Expanding our reach and impact

OUR OPPORTUNITY

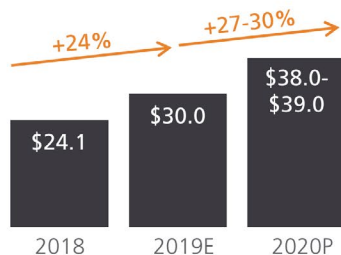
\$1.4T+
global addressable
health services market

\$850B+
US addressable health
services market

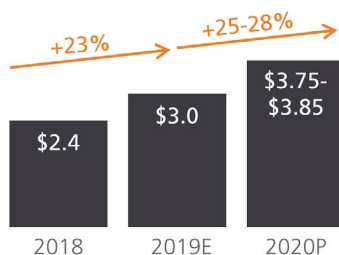


OptumHealth

REVENUE (\$ billions)



EARNINGS (\$ billions)



CONSUMERS SERVED (lives in millions)

| | 2019E | 2020P Range |
|----------------|-------|-------------|
| Consumer lives | 96 | 97 – 98 |
| Growth | 3% | 1% – 2% |

REVENUE PER CONSUMER SERVED (per month)

| | 2019E | 2020P Range |
|----------------------|---------|-------------------|
| Revenue per consumer | \$26.00 | \$32.30 – \$33.50 |
| Growth | 20% | 24% – 29% |

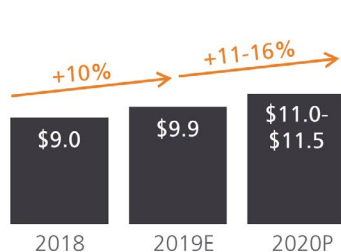
OPERATING MARGIN (percent)

| | 2019E | 2020P Range |
|------------------|-------|--------------|
| Operating margin | 10.0% | 9.6% – 10.1% |

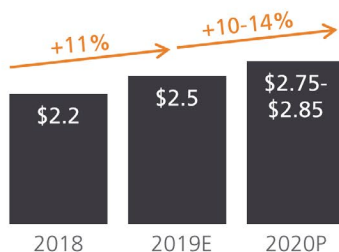


OptumInsight

REVENUE (\$ billions)



EARNINGS (\$ billions)



CONTRACT BACKLOG (\$ billions)

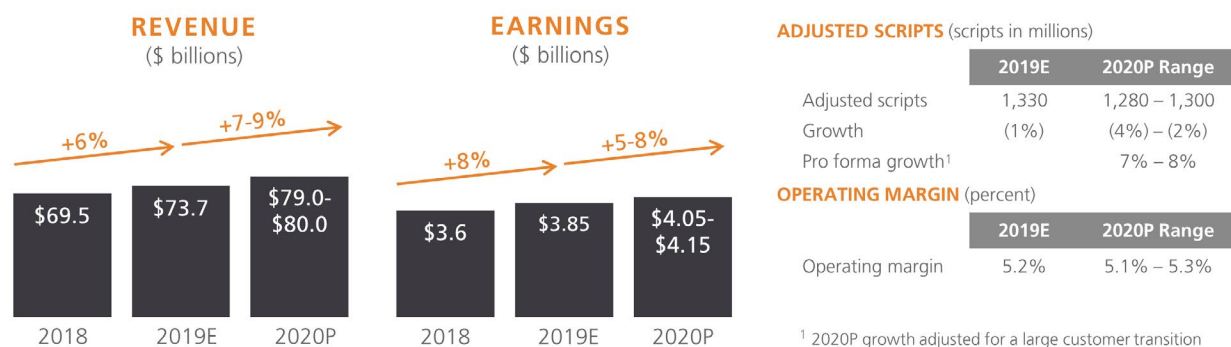
| | 2019E | 2020P Range |
|---------|--------|-----------------|
| Backlog | \$19.3 | \$20.8 – \$21.5 |
| Growth | 13.5% | 8% – 11% |

OPERATING MARGIN (percent)

| | 2019E | 2020P Range |
|------------------|-------|---------------|
| Operating margin | 25.3% | 23.9% – 25.9% |



OptumRx



2019 performance

| (\$ millions) | 2018 | 2019E | Growth |
|---------------------------------------|-------------------|-------------------|---------------|
| Revenue | | | |
| OptumHealth | \$ 24,145 | \$ 30,000 | 24% |
| OptumInsight | 9,008 | 9,900 | 10% |
| OptumRx | 69,536 | 73,700 | 6% |
| Optum (including eliminations) | \$ 101,280 | \$ 112,100 | 11% |
| Operating earnings | | | |
| OptumHealth | \$ 2,430 | \$ 3,000 | 23% |
| OptumInsight | 2,243 | 2,500 | 11% |
| OptumRx | 3,558 | 3,850 | 8% |
| Optum | \$ 8,231 | \$ 9,350 | 14% |
| Operating margin | 8.1% | 8.3% | 20 bps |



2020 outlook

| (\$ millions) | 2019E | 2020P Range | Growth |
|---------------------------------------|-------------------|--------------------------------|-----------------------|
| Revenue | | | |
| OptumHealth | \$ 30,000 | \$ 38,000 – \$ 39,000 | 27% – 30% |
| OptumInsight | 9,900 | 11,000 – 11,500 | 11% – 16% |
| OptumRx | 73,700 | 79,000 – 80,000 | 7% – 9% |
| Optum (including eliminations) | \$ 112,100 | \$ 127,000 – \$ 128,000 | 13% – 14% |
| Operating earnings | | | |
| OptumHealth | \$ 3,000 | \$ 3,750 – \$ 3,850 | 25% – 28% |
| OptumInsight | 2,500 | 2,750 – 2,850 | 10% – 14% |
| OptumRx | 3,850 | 4,050 – 4,150 | 5% – 8% |
| Optum | \$ 9,350 | \$ 10,600 – \$ 10,800 | 13% – 16% |
| Operating margin | 8.3% | 8.3% – 8.5% | 0 bps – 20 bps |



Growth momentum

2020 PROJECTED GROWTH

REVENUE
\$127B – \$128B
 13%-14% year over year growth

EARNINGS
\$10.6B – \$10.8B
 13%-16% year over year growth





Greater value for customers, better care and experiences for patients,
and distinctive returns for shareholders

