

**Today's presentation
will begin momentarily**

Please stand by

Announcement Details

- Strict embargo: **Friday, October 1, 2010 at 12:01 a.m. Eastern**
- For a copy of today's press release
 - prbrand@wal-mart.com
- Video of store, prescription-drug facility, customer and product images can be accessed tomorrow via:
 - walmartstores.com/RxPlan
 - Online newsroom at Humana.com
 - Satellite (See press release for satellite times and coordinates)
- All media materials available tomorrow at our online pressroom:
 - walmartstores.com/RxPlan
 - Humana.com
- Follow-up questions or requests for hi-res images or b-roll to an FTP site can be addressed to:
 - prbrand@wal-mart.com, jturner2@humana.com
 - Media hotline: 1-800-331-0085



Media Teleconference

September 30, 2010



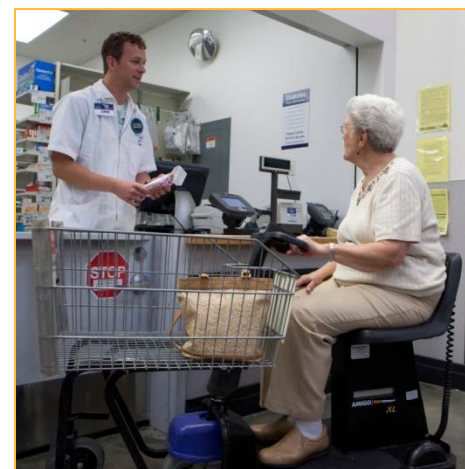
William Fleming, PharmD,
Vice President, Humana Pharmacy Solutions

Today's Announcement

Beginning with this fall's Medicare enrollment period (Nov. 15 to Dec. 31, 2010), Humana will offer an innovative Medicare Part D plan, co-branded with Walmart, that provides significant savings on certain prescription medicines for Medicare beneficiaries

About Medicare Part D

- Prescription plan supported by the Medicare program, started in 2006
- 18 million people enrolled in a stand-alone Medicare Part D plan¹
 - 14.3 million Americans 65 and older
 - 3.7 million people with disabilities under age 65
- 1/3 of all prescriptions filled in the U.S.²
 - Typical senior fills 42 prescriptions per year³
- 26 million by 2015⁴



¹The Henry J. Kaiser Family Foundation. "Medicare: A Primer. Chart: Prescription Drug Coverage Among Medicare Beneficiaries, 2010, Page 8. April 2010. <http://www.kff.org/medicare/upload/7615-03.pdf>

²"Families USA." *Cost Overdose: Growth in Drug Spending for the Elderly, 1992 – 2010*; Figure 1: Seniors Consume a Disproportionate Share of Drug Expenses, Page 2. July 2000.

³CMS Medicare Prescription Drug Benefit (Part D) Symposium 2008. "Highlights of Symposium Findings." 2010.

⁴"The Boards of Trustees, Federal Hospital Insurance and Federal Supplementary Medical Insurance Trust Funds." 2010 Annual Report of the Boards of Trustees of the Federal Hospital Insurance and Federal Supplementary Medical Insurance Trust Funds; Page 183. August 5, 2010. <http://www.cms.gov/ReportsTrustFunds/downloads/tr2010.pdf>.

Need for Affordable Health Care

- More than half of Americans believe that reducing health care costs is a top national priority¹
- Humana believes:
 - One of the primary goals of health care reform is to make health care coverage more affordable
 - People are more likely to take the medications prescribed for them when they can afford those medications
- At Humana, we believe adhering to prescription-drug regimens enables people to be healthier and prevent future illness



¹“Pew Research Center.” Public’s Priorities for 2010: Economy, Jobs, Terrorism; Chart: Top Priorities of 2010. Page 1. January 25, 2010. <http://people-press.org/report/584/policy-priorities-2010>

Why the Humana Walmart-Preferred Rx Plan (PDP) Matters

- Humana has long, successful history with Medicare
- Many seniors live on a fixed income
- Seniors always looking for ways to save money on health care costs
- Affordable prescription solution for many people who need it most



An Innovative Solution – the Humana Walmart-Preferred Rx Plan (PDP)

- One low national monthly plan premium of \$14.80 a month
- In-store copayments on generic prescriptions start as low as \$2 when plan members use preferred pharmacies
- Home-delivery (mail-order) copayments as low as \$0 for generic medications with prescriptions filled using the plan's preferred mail-order pharmacy, Humana *RightSource*
- A typical enrolled Medicare Part D beneficiary may save an estimated average of more than \$450 in 2011 on their monthly plan premiums and prescription medication copayments and cost-shares¹
- Broad competitive formulary comparable to other plans
- List of medicines available humana-medicare.com

¹ Savings estimate is based on a comparison between 1) the projected average nationwide out-of-pocket costs for the 2011 benefit year for the average Medicare beneficiary who enrolls in the Humana Walmart-Preferred Rx Plan (PDP) and fills their prescriptions in-store at preferred pharmacies like Walmart, Sam's Club, and Neighborhood Market pharmacies, and 2) the projected average nationwide out-of-pocket costs for the 2010 benefit year for the average Medicare beneficiary. Calculations based in part on industry average PDP premium and benefit information from the "Medicare Part D 2010 Spotlight, Medicare Prescription Drug Plans in 2010 and Key Changes over Five Years", an independent review and analysis of CMS data by the Kaiser Family Foundation (September 2010). Actual savings may vary. For some beneficiaries, actual out-of-pocket costs may be more. Savings estimate may be updated when 2011 benefit year data becomes publicly available.

Walmart / Sam's Club / Neighborhood Market Pharmacies / Pharmacists – Trusted Resources for Information on Prescription Medications

- Provides members a place to go to get answers
- Clearly understand and will help members with prescription needs
- Improve member prescription spending and experience with plan overall





John Agwunobi, M.D.,
President, Walmart's Health and Wellness Division

Why Walmart and Humana?

- Complementary skills and capabilities



- Insurer and a retailer focus on lowering costs for mutual customer – the Medicare Part D beneficiary

Why Walmart?

- Uniquely positioned to help lower the costs of prescription medications
- Hugely successful \$4 prescription program sparked new thinking
 - Saved Americans \$3.4 billion since 2006
- Those on Medicare are often hit hard with rising health care costs
- High drug costs cause many Medicare Part D beneficiaries to take less medication than prescribed or forgo basic needs to pay for medicines¹
- No one should have to choose between groceries and buying medications

¹ "The Journal of the American Medical Association." *Cost-Related Medication Nonadherence After Implementation of Medicare Part D, 2006-2007*; Vol. 302 No. 16. October 28, 2009. <http://jama.ama-assn.org/cgi/content/full/302/16/1755>

How the Humana Walmart-Preferred Rx Plan (PDP) Saves People Money

- According to CMS, the \$14.80 monthly plan premium of the Humana Walmart-Preferred Rx Plan (PDP) offers the lowest national stand-alone Medicare Part D plan premium in 2011 offered in all 50 states and Washington, D.C.¹
 - Less than half the weighted 2010 national average for Medicare Part D prescription drug plans' monthly plan premiums ²

May Save More Than \$450³ in 2011
With a new Medicare prescription drug plan.

Monthly Plan Premium
for 2011

\$14.80/mo

Preferred Retail
Copays As low as

\$2



¹ "Centers for Medicare & Medicaid Services." Click on the "2011 Drug Plan Information - State Fact Sheets" under "Spotlights." September 2010. <http://www.cms.gov/center/openenrollment.asp>

² "The Henry J. Kaiser Family Foundation." Medicare Part D 2010 Data Spotlight. Chart: Exhibit 2: Weighted Monthly PDP Premiums, 2006-2010, Page 9. September 2010. <http://www.kff.org/medicare/8096.cfm>

³ Savings estimate is based on a comparison between 1) the projected average nationwide out-of-pocket costs for the 2011 benefit year for the average Medicare beneficiary who enrolls in the Humana Walmart-Preferred Rx Plan (PDP) and fills their prescriptions in-store at preferred pharmacies like Walmart, Sam's Club, and Neighborhood Market pharmacies, and 2) the projected average nationwide out-of-pocket costs for the 2010 benefit year for the average Medicare beneficiary. Calculations based in part on industry average PDP premium and benefit information from the "Medicare Part D 2010 Spotlight, *Medicare Prescription Drug Plans in 2010 and Key Changes over Five Years*", an independent review and analysis of CMS data by the Kaiser Family Foundation (September 2010). Actual savings may vary. For some beneficiaries, actual out-of-pocket costs may be more. Savings estimate may be updated when 2011 benefit year data becomes publicly available.

The Plan Provides Other Great Ways to Save

Drug Tier	Preferred Pharmacies Like Walmart / Sam's Club / Neighborhood Market *	Non Preferred Retail Network Pharmacies	RightSourceRX™ Mail-Order
\$310 Annual deductible for all tiers	What you pay for a 30-day prescription supply:	What you pay for a 30-day prescription supply:	What you pay for either a 30-day or 90-day prescription supply:
Tier 1 – Preferred Generic	\$2 Copay	\$10 Copay	\$0 Copay
Tier 2 – Generic	\$5 Copay	\$10 Copay	\$0 Copay
Tier 3 – Non Preferred Generic and Preferred Brand	20% Coinsurance	37% Coinsurance	20% Coinsurance
Tier 4 – Non Preferred Brand	35% Coinsurance	50% Coinsurance	35% Coinsurance

*No Membership required to use Sam's Club Pharmacy

How to Learn More About the Plan - CALL, CLICK OR GO (Beginning Friday, October 1)

- Call Humana at **1-800-899-0441**
 - If you use a TTY, call 711, 8 a.m. to 8 p.m., seven days a week
- Click on any of the following websites for additional plan details and links to enroll
 - Humana-medicare.com or medicare.gov
 - walmart.com/rxplan or samsclub.com/rxplan
- Visit select Walmart stores to speak to a Humana representative
 - Informational kiosks, including many staffed by Humana representatives, available in approximately 3,000 Walmart stores across the country
 - Eligible enrollees can click on “Find a Location Near You” at walmart.com/rxplan to locate an on-site Humana representative





Jill Turner-Mitchael
Senior Vice President,
Sam's Club Health and Wellness Division

Sam's Club Involvement

- Financial health is a fundamental part of a person's well-being
- Same low monthly plan premium regardless of where you live
- Membership not required to use Sam's Club pharmacy services
- More information available at samsclub.com



Key Dates to Note

OCT

1

October 1

Learn 2011 plan details

NOV

15

November 15

Annual enrollment begins

DEC

31

December 31

Enrollment period ends

JAN

1

January 1

2011 coverage begins

Follow-up Media Questions

- Additional media questions can be directed to the media hotline number or email addresses below

Media Hotline Number

1-800-331-0085

Email

prbrand@wal-mart.com

jturner2@humana.com