## Financial Highlights

The information presented below is as reported in WellPoint's 2007 Annual Report on Form 10-K. On December 28, 2005, WellPoint acquired WellChoice, Inc. The acquisition was deemed effective December 31, 2005 for accounting purposes; accordingly, 2005 operating results and earnings per share do not include WellChoice.

|  | Years ended December 31 |  |  |
| :---: | :---: | :---: | :---: |
| (dollars in millions, except per share data) | 2007 | 2006 | 2005 |
| Operating Results |  |  |  |
| Total operating revenue | \$60,122.0 | \$56,160.4 | \$43,991.2 |
| Total revenue | 61,134.3 | 57,038.8 | 44,614.1 |
| Net income | 3,345.4 | 3,094.9 | 2,463.8 |
| Earnings Per Share |  |  |  |
| Basic net income | \$ 5.64 | \$ 4.93 | \$ 4.03 |
| Diluted net income | 5.56 | 4.82 | 3.94 |
| Balance Sheet Information |  |  |  |
| Total assets | \$52,060.0 | \$51,574.9 | \$51,123.9 |
| Total liabilities | 29,069.6 | 26,999.1 | 26,130.8 |
| Total shareholders' equity | 22,990.4 | 24,575.8 | 24,993.1 |
| Medical Membership (000s) |  |  |  |
| Commercial and Consumer Business | 30,005 | 29,669 | 29,347 |
| Specialty, Senior and State Sponsored | 3,424 | 3,075 | 3,164 |
| Other | 1,380 | 1,357 | 1,345 |
| Total medical membership | 34,809 | 34,101 | 33,856 |

Note 1 :: The information presented above should be read in conjunction with the audited consolidated financial statements and accompanying notes and Management's Discussion and Analysis of Financial Condition and Results of Operations included in WellPoint's 2007 Annual Report on Form 10-K.

Note 2 :: Certain prior year amounts have been reclassified to conform to current year presentation.



SELLING, GENERAL AND ADMINISTRATIVE EXPENSE RATIO
$\qquad$


## Consolidated Balance Sheets

|  | Years ended December 31 |  |
| :---: | :---: | :---: |
| (In millions, except share data) | 2007 | 2006 |
| Assets |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | \$ 2,767.9 | \$ 2,602.1 |
| Investments available-for-sale, at fair value: |  |  |
| Fixed maturity securities (amortized cost of \$1,814.5 and \$481.5) | 1,832.6 | 465.4 |
| Equity securities (cost of \$1,732.7 and \$1,669.7) | 1,893.7 | 1,984.5 |
| Other invested assets, current | 40.3 | 72.8 |
| Accrued investment income | 165.8 | 157.2 |
| Premium and self-funded receivables | 2,870.1 | 2,335.3 |
| Other receivables | 996.4 | 1,172.7 |
| Income tax receivable | 0.9 | - |
| Securities lending collateral | 854.1 | 904.7 |
| Deferred tax assets, net | 559.6 | 642.6 |
| Other current assets | 1,050.4 | 1,284.5 |
| Total current assets | 13,031.8 | 11,621.8 |
| Long-term investments available-for-sale, at fair value: |  |  |
| Fixed maturity securities (amortized cost of \$13,832.6 and \$15,004.6) | 13,917.3 | 14,972.4 |
| Equity securities (cost of \$43.4 and \$82.7) | 45.1 | 86.2 |
| Other invested assets, long-term | 752.9 | 628.8 |
| Property and equipment, net | 995.9 | 988.6 |
| Goodwill | 13,435.4 | 13,383.5 |
| Other intangible assets | 9,220.8 | 9,396.2 |
| Other noncurrent assets | 660.8 | 497.4 |
| Total assets | \$52,060.0 | \$51,574.9 |
| Liabilities and shareholders' equity |  |  |
|  |  |  |
| Current liabilities: |  |  |
| Policy liabilities: |  |  |
| Medical claims payable | \$ 5,788.0 | \$ 5,290.3 |
| Reserves for future policy benefits | 63.7 | 76.3 |
| Other policy holder liabilities | 1,832.2 | 2,055.7 |
| Total policy liabilities | 7,683.9 | 7,422.3 |
| Unearned income | 1,114.6 | 987.9 |
| Accounts payable and accrued expenses | 2,909.6 | 3,242.2 |
| Income taxes payable | - | 538.2 |
| Security trades pending payable | 50.6 | 124.8 |
| Securities lending payable | 854.1 | 904.7 |
| Current portion of long-term debt | 20.4 | 521.0 |
| Other current liabilities | 1,755.0 | 1,397.4 |
| Total current liabilities | 14,388.2 | 15,138.5 |
| Long-term debt, less current portion | 9,023.5 | 6,493.2 |
| Reserves for future policy benefits, noncurrent | 661.9 | 646.9 |
| Deferred tax liability, net | 3,004.4 | 3,350.2 |
| Other noncurrent liabilities | 1,991.6 | 1,370.3 |
| Total liabilities | 29,069.6 | 26,999.1 |
| Commitments and contingencies |  |  |
| Shareholders equity |  |  |
| Preferred stock, without par value, shares authorized - 100,000,000; shares issued and outstanding - none | - | - |
| Common stock, par value $\$ 0.01$, shares authorized - $900,000,000$; shares issued and outstanding: 556,212,039 and 615,500,865 | 5.6 | 6.1 |
| Additional paid-in capital | 18,441.1 | 19,863.5 |
| Retained earnings | 4,387.6 | 4,656.1 |
| Accumulated other comprehensive income | 156.1 | 50.1 |
| Total shareholders' equity | 22,990.4 | 24,575.8 |
| Total liabilities and shareholders' equity | \$52,060.0 | \$51,574.9 |

[^0]
## Consolidated Statements of Income

|  | Years ended December 31 |  |  |
| :---: | :---: | :---: | :---: |
| (In millions, except per share data) | 2007 | 2006 | 2005 |
| Revenues |  |  |  |
| Premiums | \$55,865.0 | \$51,971.9 | \$40,680.0 |
| Administrative fees | 3,674.6 | 3,595.4 | 2,792.0 |
| Other revenue | 582.4 | 593.1 | 519.2 |
| Total operating revenue | 60,122.0 | 56,160.4 | 43,991.2 |
| Net investment income | 1,001.1 | 878.7 | 633.1 |
| Net realized gains (losses) on investments | 11.2 | (0.3) | (10.2) |
| Total revenues | 61,134.3 | 57,038.8 | 44,614.1 |
| Expenses |  |  |  |
| Benefit expense | 46,036.1 | 42,191.4 | 32,598.8 |
| Selling, general and administrative expense: |  |  |  |
| Selling expense | 1,716.8 | 1,654.5 | 1,474.2 |
| General and administrative expense | 6,984.7 | 7,163.2 | 5,798.5 |
| Total selling, general and administrative expense | 8,701.5 | 8,817.7 | 7,272.7 |
| Cost of drugs | 400.2 | 414.4 | 387.2 |
| Interest expense | 447.9 | 403.5 | 226.2 |
| Amortization of other intangible assets | 290.7 | 297.4 | 238.9 |
| Total expenses | 55,876.4 | 52,124.4 | 40,723.8 |
| Income before income tax expense | 5,257.9 | 4,914.4 | 3,890.3 |
| Income tax expense | 1,912.5 | 1,819.5 | 1,426.5 |
| Net income | \$ 3,345.4 | \$ 3,094.9 | \$ 2,463.8 |
| Net income per share |  |  |  |
| Basic | \$ 5.64 | \$ 4.93 | \$ 4.03 |
| Diluted | \$ 5.56 | \$ 4.82 | \$ 3.94 |

[^1]
## Consolidated Statements of Cash Flow

|  | Year ended December 31 |  |  |
| :---: | :---: | :---: | :---: |
| (In millions) | 2007 | 2006 | 2005 |
| Operating activities |  |  |  |
| Net income | \$ 3,345.4 | \$ 3,094.9 | \$ 2,463.8 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Net realized (gains) losses on investments | (11.2) | 0.3 | 10.2 |
| Loss on disposal of assets | 11.3 | 1.7 | 2.7 |
| Deferred income taxes | (105.5) | 273.7 | (102.6) |
| Amortization, net of accretion | 466.0 | 471.9 | 437.9 |
| Depreciation expense | 120.2 | 133.0 | 118.7 |
| Share-based compensation | 177.1 | 246.9 | 81.2 |
| Excess tax benefits from share-based compensation | (153.3) | (136.5) | - |
| Changes in operating assets and liabilities, net of effect of business combinations: |  |  |  |
| Receivables, net | (448.6) | (627.8) | (230.4) |
| Other invested assets, current | 26.9 | 234.9 | - |
| Other assets | 174.4 | (362.4) | (165.6) |
| Policy liabilities | 257.7 | 852.6 | 46.3 |
| Unearned income | 125.5 | (69.5) | (38.2) |
| Accounts payable and accrued expenses | (235.2) | (91.7) | 188.6 |
| Other liabilities | 176.5 | 134.2 | (136.7) |
| Income taxes | 447.3 | (112.0) | 459.6 |
| Other, net | (29.9) | - | - |
| Net cash provided by operating activities | 4,344.6 | 4,044.2 | 3,135.5 |
| Investing activities |  |  |  |
| Purchases of fixed maturity securities | $(8,512.0)$ | $(11,198.0)$ | $(17,457.0)$ |
| Proceeds from fixed maturity securities: |  |  |  |
| Sales | 6,709.0 | 9,630.1 | 14,391.4 |
| Maturities, calls and redemptions | 1,618.4 | 721.6 | 1,344.5 |
| Purchase of equity securities | $(1,389.2)$ | $(2,434.5)$ | $(4,530.6)$ |
| Proceeds from sales of equity securities | 1,411.7 | 2,950.9 | 4,480.0 |
| Changes in securities lending collateral | 50.6 | 485.2 | (731.4) |
| Purchases of subsidiaries, net of cash acquired | (298.5) | (25.4) | $(2,589.7)$ |
| Proceeds from sales of subsidiaries, net of cash sold | - | - | 92.8 |
| Purchases of property and equipment | (322.0) | (193.9) | (161.8) |
| Proceeds from sale of property and equipment | 57.3 | 6.4 | 10.2 |
| Other, net | (94.2) | (399.7) | - |
| Net cash used in investing activities | (768.9) | (457.3) | $(5,151.6)$ |
| Financing activities |  |  |  |
| Net proceeds from (repayments of) commercial paper borrowings | 502.8 | (306.0) | 808.2 |
| Proceeds from long-term borrowings | 1,978.3 | 2,668.2 | 1,700.0 |
| Repayment of long-term borrowings | (509.7) | $(2,162.1)$ | (155.1) |
| Changes in securities lending payable | (50.6) | (485.2) | 731.4 |
| Changes in bank overdrafts | (117.1) | 414.3 | 121.2 |
| Repurchase and retirement of common stock | $(6,151.4)$ | $(4,550.2)$ | (333.4) |
| Proceeds from exercise of employee stock options and employee stock purchase plan | 784.5 | 559.5 | 429.3 |
| Excess tax benefits from share-based compensation | 153.3 | 136.5 | - |
| Other, net | - | - | (2.5) |
| Net cash (used in) provided by financing activities | $(3,409.9)$ | $(3,725.0)$ | 3,299.1 |
| Change in cash and cash equivalents | 165.8 | (138.1) | 1,283.0 |
| Cash and cash equivalents at beginning of year | 2,602.1 | 2,740.2 | 1,457.2 |
| Cash and cash equivalents at end of year | \$ 2,767.9 | \$ 2,602.1 | \$ 2,740.2 |

[^2]
[^0]:    The information presented above should be read in conjunction with the audited financial statements and accompanying notes included in WellPoint's 2007 Annual Report on Form $10-\mathrm{K}$.

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