

1 OUT OF 9

Americans are covered by **WellPoint's affiliated health plans**



KEY FINANCIAL METRICS

\$61.6 billion
OPERATING REVENUE

4.1%
AFTER-TAX MARGIN

\$2.5 billion
OPERATING CASH FLOW

35M
MEDICAL
MEMBERS

WellPoint's affiliated health plans have some of the most diverse customer bases in the industry.

Individual
Individual customers under age 65 and their covered dependents.

Local Group
Employer customers with less than 1,000 employees eligible to participate as a member in one of our health plans, as well as customers with generally 1,000 or more eligible employees with fewer than 5 percent of eligible employees located outside of the headquarter state.

National Accounts
Generally multi-state employer groups primarily headquartered in a WellPoint service area with 2,500 or more eligible employees, of which at least 5 percent are located outside of the headquarter state.

**BLUE CROSS
AND/OR
BLUE SHIELD
LICENSEES**

- CALIFORNIA
- COLORADO
- CONNECTICUT
- GEORGIA
- INDIANA
- KENTUCKY
- MAINE
- MISSOURI
- NEVADA
- NEW HAMPSHIRE
- NEW YORK
- OHIO
- VIRGINIA
- WISCONSIN
- UNICARE
- NATIONWIDE

The Blue Cross Blue Shield BlueCard® program networks **provide access to more physicians and hospitals** than any other health plan network in the industry.*

82%

OF NATION'S TOTAL
PRIMARY CARE PROVIDERS

94%

OF NATION'S TOTAL
HOSPITALS

84%

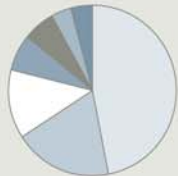
OF NATION'S TOTAL
SPECIALISTS

* Blue Cross Blue Shield Association.

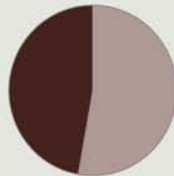
BLUE-LICENSED SUBSIDIARIES



CUSTOMER BASE*



- Local Group 47%
- National Accounts 19%
- BlueCard 13%
- Individual 7%
- State-Sponsored 6%
- Federal Employee Program 4%
- Senior 4%



- Self-Funded 53%
- Fully Insured 47%

* At December 31, 2008.

2008 MEDICAL ENROLLMENT GROWTH

**240,000
new medical
members
added in
2008**

2008 Growth

| | |
|-----------------|----------------|
| NATIONAL | 504,000 |
| SENIOR | 54,000 |
| FEP | 13,000 |
| LOCAL | (31,000) |
| INDIVIDUAL | (94,000) |
| STATE SPONSORED | (206,000) |
| TOTAL | 240,000 |

Senior

Medicare-eligible individual members age 65 and over who have enrolled in Medicare Advantage, a managed care alternative for the Medicare program, or who have purchased Medicare Supplement benefit coverage.

State-Sponsored

Eligible members with state-sponsored managed care alternatives for the Medicaid and State Children's Health Insurance programs that we manage.

BlueCard®

Members of Blue plans not owned by WellPoint who receive health care services in our Blue plan states.

Specialty

We offer Integrated Life, Disability, Vision and Dental products which provide administrative efficiency and enhanced product value.

Federal Employee Program (FEP)

United States government employees and their dependents within our geographic markets through our participation in the national contract between the BCBSA and the U.S. Office of Personnel Management.