

FACT SHEET - Q3 '08**OVERVIEW**

HealthSpring is one of the country's largest coordinated care plans whose primary focus is the Medicare Advantage market. HealthSpring currently owns and operates Medicare Advantage plans in Alabama, Florida, Illinois, Mississippi, Tennessee and Texas and also offers a national stand-alone Medicare prescription drug plan.

www.healthspring.com

Corporate Headquarters:

9009 Carothers Parkway, Suite 501
Franklin, TN 37067
Phone: (615) 236-6100

HEALTHSPRING EXECUTIVE OFFICERS

Chairman, President & CEO: Herb Fritch
EVP & COO: Jerry Coil
EVP & CFO: Kevin McNamara
SVP, General Counsel & Secretary: Gentry Barden
SVP & Chief Actuary: David Terry
SVP, Managed Care Operations: Mark Tulloch
SVP, Chief Medical Officer: Dirk Wales

HEALTHSPRING MARKET PRESIDENTS

Alabama President: - Bob Dawson
Florida President: - Albert Maury
Illinois President: - Randy Fike
Tennessee President: - Shawn Morris
Texas President: - Scott Huebner

FINANCIAL SNAPSHOT (As of 6/30/08)

MA Membership:	12/31/07:	153,197
	6/30/08:	153,958
PDP Membership:	12/31/07:	139,212
	6/30/08:	265,435
Revenue:	2006:	\$1.3 Billion
	2007:	\$1.6 Billion
MA MLR:	2006:	78.8%
	2007:	79.7%
GAAP EPS:	2006:	\$1.44
	2007:	\$1.51

MILESTONES

- Founded in 2000
- February 3, 2006 - Began trading on the New York Stock Exchange
- January 1, 2007 - Went national with its standalone PDP product
- October 1, 2007 - Completed the acquisition of Leon Medical Centers Health Plans, Inc.

DIFFERENTIATION

- Specialized in the unique, often complex medical and social needs of older adults
- Community-based, local focus ensures relevance for our members and the communities in which they live
- A powerful, high-touch customer service strategy anchored by the PAL program – featuring an on-going single point of contact to support members at all times
- An effective physician engagement strategy that fosters partnerships with physicians to achieve superior clinical and financial results
- Innovative case/care management services that support our physicians in providing superior long-term care integration.
- An extensive quality care and process improvement strategy that supports physicians' delivery of consistent, higher quality care
- Innovative primary care strategies incorporating clinic and advanced medical home-based approaches yielding improved clinical outcomes and a superior customer service experience

2008 BENEFIT PLANS

- Marketed to individuals - Members voluntarily enroll to obtain access to additional benefits over those provided by Medicare
- Plan designs for both Medicare and Medicare/Medicaid beneficiaries
- \$0 or low monthly member premium
- Low physician co-payment
- Reduced hospital co-payment
- Brand & Generic Pharmacy benefit
- Added benefits over and above Medicare: Transportation, Dental, Vision, Wellness and Fitness programs available

KEY STOCK STATISTICS (As of 7/29/08)

- NYSE: HS
- 52-Week Trading Range: \$13.97-\$22.32
- Close: \$17.85
- Market Cap: \$1.05 Billion
- Shares Outstanding: 58,500,689
- Fiscal Year End: December 31



"Tell 'em Willie sent you!"
- **Willie Mays**
HealthSpring
National Spokesperson