Derrick Stratman
Vice President, Corporate Strategy & Development
OptumCare
Helping to Make the Health System Work Better for Everyone.
Driving better results for the system

**UNITED HEALTH GROUP**

Named World’s **Most Admired Company** by *Fortune* in 2011–2014

Ranked **6th** of the Fortune 500

$157.1B FY15 revenue

Health Benefits

Health Services

Helping people live healthier lives

Helping to make the health system work better for everyone

$67.6B+ FY 15 revenue 94,000 Employees

Our business landscape:

OptumHealth  OptumInsight  OptumRx

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OptumCare is investing in and aligning with high-performance physicians who have the greatest capacity to integrate and manage risk on patient populations.
Meet OptumCare: Physician-led, Patient-Centric, Data-Driven

**OPTUM Care™**

**Physician-led, patient-centric, data-driven**

- **Care Delivery** designs and manages physician-centric delivery systems.
- **MedExpress** operates 165 neighborhood health care centers offering urgent care and primary care services.
- **Complex Care Management** delivers patient-centric care to medically complex individuals in institutional, home and community settings.
- **HouseCalls** performs in-home health assessments to better understand patient needs, close gaps in care and improve health.
- **Logistics Health Inc.** provides occupational health and medical services for government, business and organizational clients.
Invest in Providers: Achieve Scale
Secure critical mass of the most in-demand and influential constituents in health care system: high performing primary care physicians and advanced care practitioners.

Invest in OptumCare: Build Organization and Infrastructure
Establish a durable and unified OptumCare by investing in infrastructure to manage risk, transition to value based care, and become an integrated national care delivery organization.

Invest in the Continuum of Care
Evolve to a coordinated and personalized care delivery model enables consumer navigation to the best quality and lowest cost care setting.

OptumCare Evolution

2010
- Brand launch

2011
- Launched Office for Physician Advancement and Regional Structure
- Added Complex Care Management and HouseCalls

2012
- OPTUMCare® Medical Group
- Network IPA UT and AZ

2013
- WELLMED® Part of OptumCare™
- NAMM California Part of OptumCare™

2014
- OPTUMCare®
- MedExpress

2015
- OPTUMCare®
- ProfHealth Physicians

2016
- Brand launch Build unified operations and Infrastructure

2017
- Added Complex Care Management and HouseCalls

2018
- Launched Office for Physician Advancement and Regional Structure

2019

2020

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• 350 Providers, Las Vegas
• Membership:
  • Dedicated to 250K United Commercial Members,
  • 190K Medicaid Enrollees
  • 50K Medicare Advantage
• Global Financial or Professional Risk for 95% of Patients.
• 24-hour Urgent Care – Significant investment in industry-leading technology;
• E-visits, NowClinic® Virtual appointments, SMA Patient Portal and more.
• Home Health & Home Care Plus, Palliative Care & Hospice,
• Mobile Care - Mammography
• Hiring Primary Care!
OptumCare’s Growing Presence

Geographic Presence

Key Statistics

<table>
<thead>
<tr>
<th></th>
<th>Care Delivery</th>
<th>OptumCare</th>
</tr>
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<tbody>
<tr>
<td>Consumers Touched</td>
<td>~2.7M</td>
<td>&gt;7.5M</td>
</tr>
<tr>
<td>Markets</td>
<td>26</td>
<td>51</td>
</tr>
<tr>
<td>Number of States</td>
<td>8</td>
<td>43</td>
</tr>
<tr>
<td>(includes Washington D.C.)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Contracted Payers</td>
<td>36</td>
<td>&gt;150</td>
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<tr>
<td>Employees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- MDs/NPs/PAs/RNs</td>
<td>~2,300</td>
<td>~6,000</td>
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<tr>
<td>- Total employees</td>
<td>~12,800</td>
<td>~22,000</td>
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<tr>
<td>Employed / Contracted PCP</td>
<td>~5,000</td>
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<tr>
<td>Total Physicians</td>
<td>~16,500</td>
<td>~17,000</td>
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<tr>
<td>Primary/Urgent Care Clinics</td>
<td>~300</td>
<td>&gt;450</td>
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Data as of Q4 2015
*Excludes LHI

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The OptumCare Difference

- **Flexibility** in market entry strategy and models
- **Data, technology, analytics, and best practices** to enable optimal performance
- A **physician-led, team-based** approach to care across the continuum
- Managed care, risk and **population health management** capabilities and expertise
- A **multi-payer** model