



Why Optum Cares About Liver Distribution

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UnitedHealth Group Health Benefits and Health Services

UNH Publicly Traded Registrant (NYSE)

UnitedHealthcare

Health care coverage and benefits businesses, unified under a master brand

- Community and State (AmeriChoice)
- Employer and Individual (UnitedHealthcare)
- Medicare and Retirement (Ovations)
- Military and Veteran's Services



Helping people live healthier lives

Optum

Information and technology-enabled health services platform, encompassing:

- **OptumHealth**
- OptumInsight (Ingenix)
- OptumRx (Prescription Solutions)

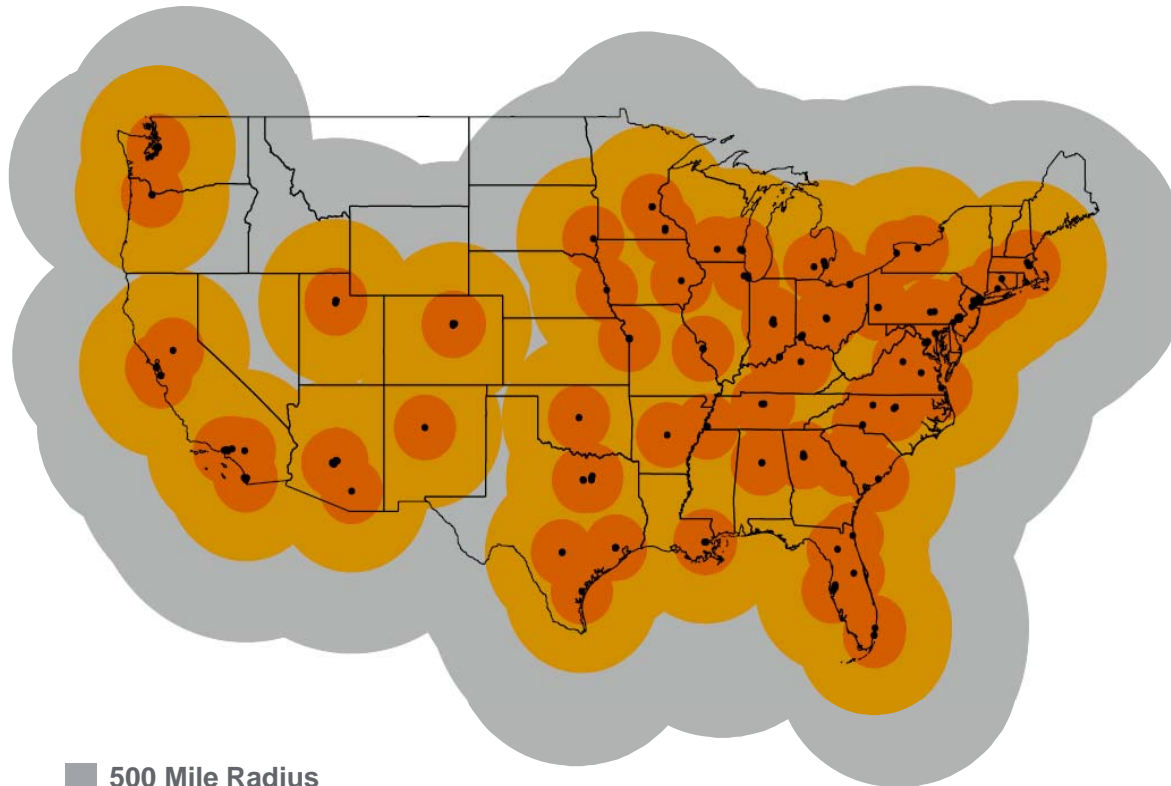


Helping to make the health care system work better for everyone

Why Should Optum Care about Liver Distribution?

- Transplant is an Essential Health Benefit under the Affordable Care Act.
 - We manage the Network, and are benefit administrators.
 - We believe in our COE model to recommend Liver Transplantation to those who truly need it
- Dying on the waitlist is not a good thing.
 - 1 Yr. Known Died or Removed as Unstable: 19% Nationally (SRTR 2014)
- Geography can be a barrier to many.
 - Location, Location, Location: If you don't live in Tennessee... Dual Listing:
 - “The Plan will only cover costs associated with the transplant surgical procedure (includes donor surgical procedure and services) and post-transplant services at the Facility where the transplant is performed. The Member will be responsible for **any duplicated diagnostic costs** for a transplant evaluation incurred at the second Facility.”
- We do not write the rules, but support those who do.
 - Our Mission: **Optum is a health services business dedicated to making the health system work better for everyone.**

Optum's Transplant Network is Designed for Access and Choice



- 500 Mile Radius
- 250 Mile Radius
- 100 Mile Radius
- Transplant Facility

- Access:**
- 81.4% of the US Population lives within 100 miles of an Optum facility
 - 97.8% of the US Population lives within 250 miles of an Optum facility
 - 99.3% of the US Population lives within 500 miles of an Optum facility

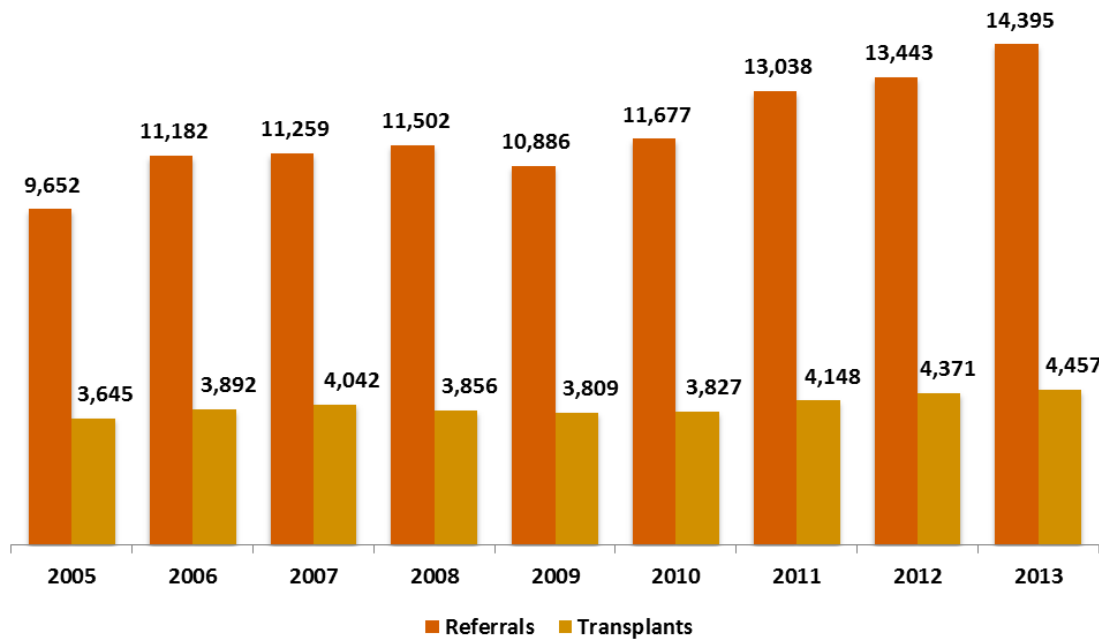
- Choice:**
- 148 facilities
 - 801 programs

Source: Based on Optum's COE and TAP network as of 11/13/13 and the 2010 US Census Population.
For a complete listing of the Optum's COE network, please visit www.myoptumhealthcomplexmedical.com

Optum's Transplant Scale

- Optum continues to increase volume year over year
 - Nearly \$3.6B transplant claims processed annually

Optum Annual Referrals and Transplants



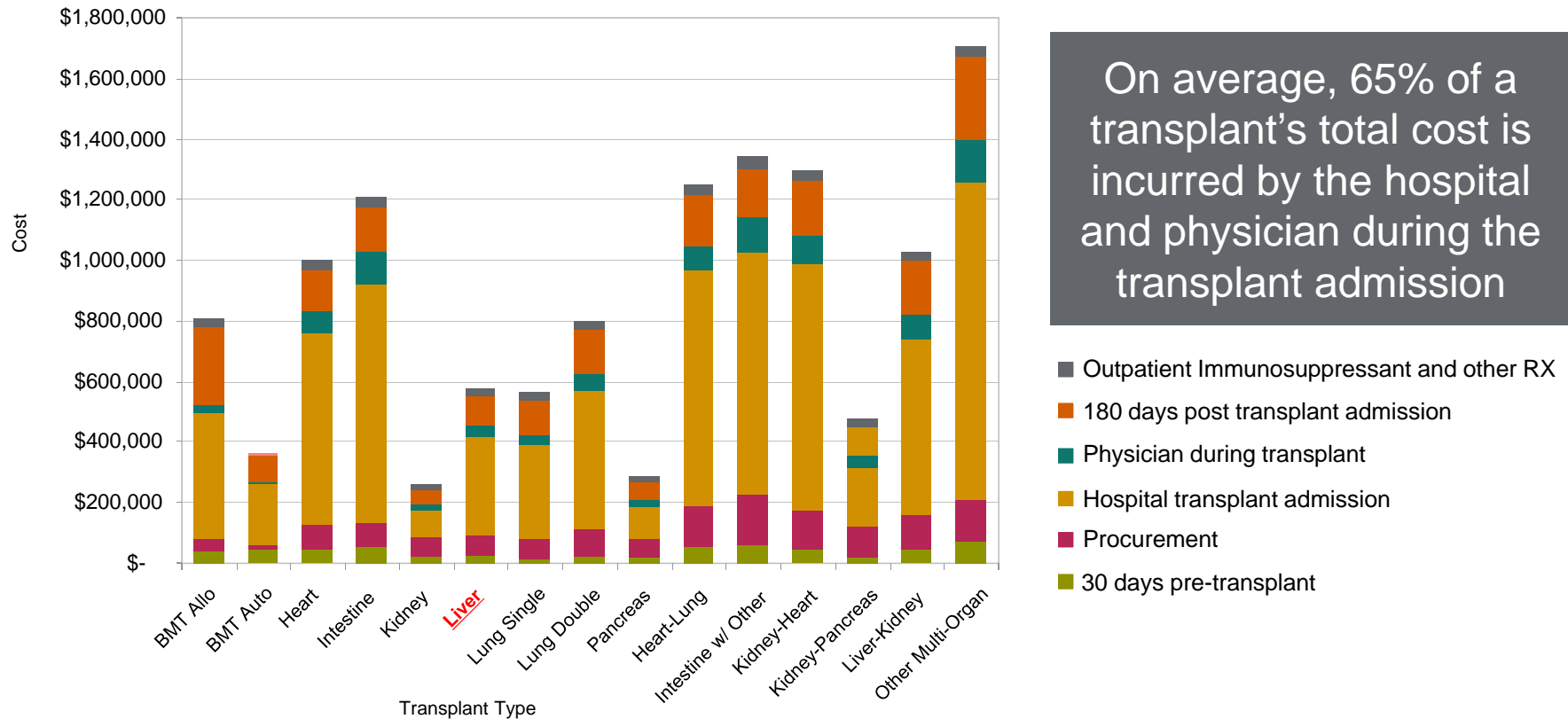
National Scale

- 50+ Million members with access
- 8,955 total payer groups
- 14,300+ transplant referrals per year
- 4,400+ transplants per year
- 148 Centers of Excellence
- 801 Centers of Excellence programs

Transplant Costs are Significant

U.S. average billed charges for 180 days post transplant is \$471,857

Estimated 2011 U.S. Average First Year Billed Charges Per Transplant



Source: Milliman 2011 estimated U.S. average billed charges related to 30 days prior and 180 days after transplant for the commercial population under age 65

Transplant Types and Incidences are Unique

- A 100,000 life group can expect \$7.4M in billed transplant charges per year

Organ Type	Incidence
Bone Marrow	6.46
Kidney	5.30
Liver	1.98
Heart	.68
Lung (Single and Double)	.50
Pancreas	.11
Multi-Organ/Other	.57
Total Transplants	15.6
Wt Avg Billed Per Transplant	\$ 471,857
Total Exposure/100k Lives	\$7,360,969

Milliman Weighted Average Estimated Billed Charges Per Transplant			
Year	Weighted Average Cost	% Increase	Incidence
2002	\$250,178		16.2
2005	\$297,736	19.0%	15.8
2006	\$330,710	11.1%	16.1
2007	\$380,760	15.1%	15.8
2008	\$426,624	12.0%	16.4
2011	\$471,857	10.6%	15.6
Total Percentage Increase 2002-2011			89.0%
Avg. Annual Percentage Increase 2002-2011			10.0%

Billed transplant charges have almost doubled in the last decade



Source: Milliman Cost Estimates, 2011



Thank you

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