

# Notes to Consolidated Financial Statements

## 1 DESCRIPTION OF BUSINESS

UnitedHealth Group Incorporated (also referred to as “UnitedHealth Group,” “the company,” “we,” “us,” and “our”) is a national leader in forming and operating orderly, efficient markets for the exchange of high quality health and well-being services. Through strategically aligned, market-defined businesses, we offer health care access, benefits and related administrative, technology and information services designed to enable, facilitate and advance optimal health care.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Basis of Presentation

We have prepared the consolidated financial statements according to accounting principles generally accepted in the United States of America and have included the accounts of UnitedHealth Group and its subsidiaries. We have eliminated all significant intercompany balances and transactions.

### Use of Estimates

These consolidated financial statements include certain amounts that are based on our best estimates and judgments. These estimates require us to apply complex assumptions and judgments, often because we must make estimates about the effects of matters that are inherently uncertain and will change in subsequent periods. The most significant estimates relate to medical costs, medical costs payable, revenues, contingent liabilities and asset valuations, allowances and impairments. We adjust these estimates each period, as more current information becomes available. The impact of any changes in estimates is included in the determination of earnings in the period in which the estimate is adjusted.

### Revenues

Premium revenues are primarily derived from risk-based health insurance arrangements in which the premium is fixed, typically for a one-year period, and we assume the economic risk of funding our customers' health care services and related administrative costs. We recognize premium revenues in the period in which eligible individuals are entitled to receive health care services. We record health care premium payments we receive from our customers in advance of the service period as unearned premiums.

Service revenues consist primarily of fees derived from services performed for customers that self-insure the medical costs of their employees and their dependents. Under service fee contracts, we recognize revenue in the period the related services are performed based upon the fee charged to the customer. The customers retain the risk of financing medical benefits for their employees and their employees' dependents, and we administer the payment of customer funds to physicians and other health care providers from customer-funded bank accounts. Because we do not have the obligation for funding the medical expenses, nor do we have responsibility for delivering the medical care, we do not recognize gross revenue and medical costs for these contracts in our consolidated financial statements.

For both premium risk-based and fee-based customer arrangements, we provide coordination and facilitation of medical services, transaction processing, customer, consumer and care provider services, and access to contracted networks of physicians, hospitals and other health care professionals.

### Medical Costs and Medical Costs Payable

Medical costs and medical costs payable include estimates of our obligations for medical care services that have been rendered on behalf of insured consumers but for which claims have either not yet been received or processed, and for liabilities for physician, hospital and other medical cost disputes. We develop estimates for medical costs incurred but not reported using an actuarial process that is consistently applied, centrally controlled and automated. The actuarial models consider factors such as time from date of service to claim receipt, claim backlogs, provider contract rate changes, medical care

consumption and other medical cost trends. Each period, we re-examine previously established medical costs payable estimates based on actual claim submissions and other changes in facts and circumstances. As the liability estimates recorded in prior periods become more exact, we increase or decrease the amount of the estimates, with the changes in estimates included in medical costs in the period in which the change is identified. In every reporting period, our operating results include the effects of more completely developed medical costs payable estimates associated with previously reported periods.

### **Cash, Cash Equivalents and Investments**

Cash and cash equivalents are highly liquid investments with an original maturity of three months or less. The fair value of cash and cash equivalents approximates their carrying value because of the short maturity of the instruments. Investments with a maturity of less than one year are classified as short-term. We may sell investments classified as long-term before their maturity to fund working capital or for other purposes. Because of regulatory requirements, certain investments are included in long-term investments regardless of their maturity date. We classify these investments as held to maturity and report them at amortized cost. All other investments are classified as available for sale and reported at fair value based on quoted market prices.

We exclude unrealized gains and losses on investments available for sale from earnings and report it, net of income tax effects, as a separate component of shareholders' equity. We continually monitor the difference between the cost and estimated fair value of our investments. If any of our investments experiences a decline in value that is determined to be other than temporary, based on analysis of relevant factors, we record a realized loss in Investment and Other Income in our Consolidated Statement of Operations. To calculate realized gains and losses on the sale of investments, we use the specific cost or amortized cost of each investment sold.

### **Assets Under Management**

We administer certain aspects of AARP's insurance program (see Note 4). Pursuant to our agreement, AARP assets are managed separately from our general investment portfolio and are used to pay costs associated with the AARP program. These assets are invested at our discretion, within investment guidelines approved by AARP. At December 31, 2003, the assets were invested in marketable debt securities. We do not guarantee any rates of investment return on these investments and, upon transfer of the AARP contract to another entity, we would transfer cash equal in amount to the fair value of these investments at the date of transfer to that entity. Because the purpose of these assets is to fund the medical costs payable, the rate stabilization fund liabilities and other related liabilities associated with the AARP contract, assets under management are classified as current assets, consistent with the classification of these liabilities. Interest earnings and realized investment gains and losses on these assets accrue to AARP policyholders through the rate stabilization fund. As such, they are not included in our earnings. Interest income and realized gains and losses related to assets under management are recorded as an increase to the AARP rate stabilization fund and were \$101 million, \$102 million and \$113 million in 2003, 2002 and 2001, respectively. Assets under management are reported at their fair market value, and unrealized gains and losses are included directly in the rate stabilization fund associated with the AARP program. As of December 31, 2003 and 2002, the AARP investment portfolio and rate stabilization fund included net unrealized gains of \$86 million and \$117 million, respectively.

### **Property, Equipment and Capitalized Software**

Property, equipment and capitalized software is stated at cost, net of accumulated depreciation and amortization. Capitalized software consists of certain costs incurred in the development of internal-use software, including external direct costs of materials and services and payroll costs of employees devoted to specific software development.

We calculate depreciation and amortization using the straight-line method over the estimated useful lives of the assets. The useful lives for property, equipment and capitalized software are: from three to seven years for furniture, fixtures and equipment; from 35 to 40 years for buildings; the shorter of the useful life or remaining lease term for leasehold improvements; and from three to nine years for capitalized software. The weighted-average useful life of property, equipment and capitalized software at December 31, 2003, was approximately five years.

The net book value of property and equipment was \$503 million and \$490 million as of December 31, 2003 and 2002, respectively. The net book value of capitalized software was \$529 million and \$465 million as of December 31, 2003 and 2002, respectively.

### **Goodwill and Other Intangible Assets**

Goodwill represents the amount by which the purchase price and transaction costs of businesses we have acquired exceed the estimated fair value of the net tangible assets and separately identifiable intangible assets of these businesses. Goodwill and intangible assets with indefinite useful lives are not amortized, but are tested at least annually for impairment. Intangible assets with discrete useful lives are amortized on a straight-line basis over their estimated useful lives.

### **Long-Lived Assets**

We review long-lived assets, including property, equipment, capitalized software and intangible assets, for events or changes in circumstances that would indicate we might not recover their carrying value. We consider many factors, including estimated future utility and cash flows associated with the assets, to make this decision. An impairment charge is recorded for the amount by which an asset's carrying value exceeds its estimated fair value. We record assets held for sale at the lower of their carrying amount or fair value, less any costs for the final settlement.

### **Other Policy Liabilities**

Other policy liabilities include the rate stabilization fund associated with the AARP program (see Note 4), customer balances related to experience-rated insurance products and the current portion of future policy benefits for life insurance and annuity contracts. Customer balances represent excess customer payments and deposit accounts under experience-rated contracts. At the customer's option, these balances may be refunded or used to pay future premiums or claims under eligible contracts.

### **Income Taxes**

Deferred income tax assets and liabilities are recognized for the differences between the financial and income tax reporting bases of assets and liabilities based on enacted tax rates and laws. The deferred income tax provision or benefit generally reflects the net change in deferred income tax assets and liabilities during the year, excluding any deferred income tax assets and liabilities of acquired businesses. The current income tax provision reflects the tax consequences of revenues and expenses currently taxable or deductible on various income tax returns for the year reported.

### **Future Policy Benefits for Life and Annuity Contracts**

Future policy benefits for life insurance and annuity contracts represents account balances that accrue to the benefit of the policyholders, excluding surrender charges, for universal life and investment annuity products.

### **Policy Acquisition Costs**

For our health insurance contracts, costs related to the acquisition and renewal of customer contracts are charged to expense as incurred. Our health insurance contracts typically have a one-year term and may be cancelled upon 30 days notice by either the company or the customer.

## Stock-Based Compensation

We account for activity under our stock-based employee compensation plans under the recognition and measurement principles of Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees." Accordingly, we do not recognize compensation expense in connection with employee stock option grants because we grant stock options at exercise prices not less than the fair value of our common stock on the date of grant.

The following table shows the effect on net earnings and earnings per share had we applied the fair value expense recognition provisions of Statement of Financial Accounting Standards (FAS) No. 123, "Accounting for Stock-Based Compensation," to stock-based employee compensation.

(in millions, except per share data)	For the Year Ended December 31,		
	2003	2002	2001
<b>NET EARNINGS</b>			
As Reported	\$ 1,825	\$ 1,352	\$ 913
Compensation Expense, net of tax effect	(122)	(101)	(82)
Pro Forma	\$ 1,703	\$ 1,251	\$ 831
<b>BASIC NET EARNINGS PER COMMON SHARE</b>			
As Reported	\$ 3.10	\$ 2.23	\$ 1.46
Pro Forma	\$ 2.89	\$ 2.06	\$ 1.33
<b>DILUTED NET EARNINGS PER COMMON SHARE</b>			
As Reported	\$ 2.96	\$ 2.13	\$ 1.40
Pro Forma	\$ 2.76	\$ 1.97	\$ 1.27
<b>WEIGHTED-AVERAGE FAIR VALUE PER SHARE OF OPTIONS GRANTED</b>	<b>\$ 11</b>	<b>\$ 14</b>	<b>\$ 12</b>

Information on our stock-based compensation plans and data used to calculate compensation expense in the table above are described in more detail in Note 10.

## Net Earnings Per Common Share

We compute basic net earnings per common share by dividing net earnings by the weighted-average number of common shares outstanding during the period. We determine diluted net earnings per common share using the weighted-average number of common shares outstanding during the period, adjusted for potentially dilutive shares that might be issued upon exercise of common stock options.

## Derivative Financial Instruments

As part of our risk management strategy, we enter into interest rate swap agreements to manage our exposure to interest rate risk. The differential between fixed and variable rates to be paid or received is accrued and recognized over the life of the agreements as an adjustment to interest expense in the Consolidated Statements of Operations. Our existing interest rate swap agreements convert a portion of our interest rate exposure from a fixed to a variable rate and are accounted for as fair value hedges. Additional information on our existing interest rate swap agreements is included in Note 8.

## Recently Issued Accounting Standards

During 2003, we adopted the following accounting standards, which did not have a material impact on our consolidated financial position or results of operations: 1) FAS No. 143, "Accounting for Asset Retirement Obligations," which addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated retirement costs; 2) FAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities," which requires companies to recognize a liability for costs associated with exit or disposal activities when they are incurred, rather than at the date of a commitment to an exit or disposal plan; 3) Interpretation No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others," which requires that upon issuance of certain guarantees, a guarantor must

recognize a liability for the fair value of the obligation assumed under the guarantee; 4) Interpretation No. 46, "Consolidation of Variable Interest Entities — an Interpretation of ARB No. 51," which requires an enterprise to consolidate a variable interest entity if that enterprise has a variable interest that will absorb a majority of the entity's expected losses, receive a majority of the entity's expected residual returns, or both; 5) FAS No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities," which amends and clarifies accounting for derivative instruments and hedging activities under FAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" and 6) FAS No. 150, "Accounting for Certain Financial Instruments with Characteristics of Both Liabilities and Equity," which establishes standards for classifying and measuring as liabilities certain freestanding financial instruments that represent obligations of the issuer and have characteristics of both liabilities and equity.

### Reclassifications

Certain 2001 and 2002 amounts in the consolidated financial statements have been reclassified to conform to the 2003 presentation. These reclassifications have no effect on net earnings or shareholders' equity as previously reported.

### 3 ACQUISITIONS

On February 10, 2004, our Health Care Services business segment acquired Mid Atlantic Medical Services, Inc. (MAMSI). MAMSI offers a broad range of health care coverage and related administrative services for individuals and employers in the mid-Atlantic region of the United States. This merger significantly strengthens UnitedHealthcare's market position in the mid-Atlantic region and provides substantial distribution opportunities for other UnitedHealth Group businesses. Under the terms of the purchase agreement, MAMSI shareholders received 0.82 shares of UnitedHealth Group common stock and \$18 in cash for each share of MAMSI common stock they owned. Total consideration issued was approximately \$2.7 billion, comprised of 36.4 million shares of UnitedHealth Group common stock (valued at \$1.9 billion based on the average of UnitedHealth Group's share closing price for two days before, the day of and two days after the acquisition announcement date of October 27, 2003) and \$800 million in cash. The purchase price and costs associated with the acquisition exceeded the preliminary estimated fair value of the net tangible assets acquired by approximately \$2.1 billion. We have preliminarily allocated the excess purchase price over the fair value of the net tangible assets acquired to finite-lived intangible assets of \$360 million and associated deferred tax liabilities of \$126 million, and goodwill of approximately \$1.9 billion. The finite-lived intangible assets consist primarily of member lists and health care physician and hospital networks, with an estimated weighted-average useful life of 19 years. The acquired goodwill is not deductible for income tax purposes. Our preliminary estimate of the fair value of the tangible assets/(liabilities) as of the acquisition date, which is subject to further refinement, is as follows:

(in millions - unaudited)

Cash, Cash Equivalents and Investments	\$	736
Accounts Receivable and Other Current Assets		252
Property, Equipment, Capitalized Software and Other Assets		91
Medical Costs Payable		(292)
Other Current Liabilities		(132)
Net Tangible Assets Acquired	\$	655

The results of operations and financial condition of MAMSI have not been included in our Consolidated Statements of Operations or Consolidated Balance Sheets since the acquisition closed after December 31, 2003. The unaudited pro forma financial information presented below assumes that the acquisition of MAMSI had occurred as of the beginning of each respective period. The pro forma adjustments include the pro forma effect of UnitedHealth Group shares issued in the acquisition, the amortization of finite-lived intangible assets arising from the preliminary purchase price allocation, interest expense related to financing the cash portion of the purchase price and the associated income tax effects of the pro forma adjustments. Because the unaudited pro forma financial information has been prepared based on preliminary estimates of fair values, the actual amounts recorded as of the completion of the purchase price allocation may differ materially from the information presented below. The unaudited pro forma results have been prepared for comparative purposes only and do not purport to be indicative of the results of operations that would have occurred had the MAMSI acquisition been consummated at the beginning of the respective periods.

(in millions, except per share data)	2003 (Pro Forma Unaudited)	2002 (Pro Forma Unaudited)
Revenues	\$ 31,511	\$ 27,348
Net Earnings	\$ 1,971	\$ 1,427
Earnings Per Share:		
Basic	\$ 3.15	\$ 2.22
Diluted	\$ 3.02	\$ 2.12

On November 13, 2003, our Health Care Services business segment acquired Golden Rule Financial Corporation and subsidiaries (Golden Rule). Golden Rule offers a broad range of health and life insurance and annuity products to the individual consumer market, and this acquisition provides UnitedHealth Group with a dedicated business to serve this market. We paid \$495 million in cash in exchange for all of the outstanding stock of Golden Rule. The purchase price and costs associated with the acquisition exceeded the preliminary estimated fair value of the net tangible assets acquired by approximately \$111 million. We have preliminarily allocated the excess purchase price over the fair value of the net tangible assets acquired to finite-lived intangible assets of \$53 million and associated deferred tax liabilities of \$17 million, and goodwill of \$75 million. The finite-lived intangible assets consist primarily of customer contracts and the present value of future operating profits from life insurance contracts, with an estimated weighted-average useful life of 14 years. The acquired goodwill is not deductible for income tax purposes. The results of operations for Golden Rule since the acquisition date have been included in our consolidated financial statements. The pro forma effects of the Golden Rule acquisition on our consolidated financial statements were not material. Our preliminary estimate of the fair value of the tangible assets/(liabilities) as of the acquisition date is as follows:

(in millions)	
Cash and Cash Equivalents	\$ 32
Accounts Receivable and Other Current Assets	98
Long-Term Investments	2,208
Property, Equipment and Capitalized Software	29
Medical Costs Payable	(147)
Other Current Liabilities	(200)
Future Policy Benefits for Life and Annuity Contracts	(1,636)
Net Tangible Assets Acquired	\$ 384

Effective September 30, 2002, we acquired AmeriChoice Corporation (AmeriChoice), a leading organization engaged in facilitating health care benefits and services for Medicaid beneficiaries in the states of New York, New Jersey and Pennsylvania. We integrated our existing Medicaid business with AmeriChoice within the Health Care Services reporting segment, creating efficiencies from the consolidation of physician and health care provider networks, technology platforms and operations. We issued 5.3 million shares of our common stock with a fair value of approximately \$480 million in exchange for 93.5% of the outstanding AmeriChoice common stock. We also issued vested stock options with a fair value of approximately \$15 million in exchange for outstanding stock options held by AmeriChoice employees and paid cash of approximately \$82 million, mainly to pay off existing AmeriChoice debt. The purchase price and costs associated with the acquisition of approximately \$577 million exceeded the estimated fair value of the net tangible assets acquired by approximately \$541 million. The excess purchase price was assigned to goodwill in the amount of \$485 million, and finite-lived intangible assets, primarily customer contracts, in the amount of \$56 million. The weighted-average useful life of the finite-lived intangible assets was approximately 11 years. The acquired goodwill is not deductible for income tax purposes. We will acquire the remaining minority interest in October 2007 at a value based on a multiple of the earnings of the combined Medicaid business. We have the option to acquire the minority interest at an earlier date if specific events occur, such as the termination or resignation of key AmeriChoice employees. The results of operations for AmeriChoice since the acquisition date have been included in our Consolidated Statements of Operations. The pro forma effects of the AmeriChoice acquisition on our consolidated financial statements were not material. The estimated fair value of the tangible assets/(liabilities) as of the acquisition date was as follows:

(in millions)	
Cash and Cash Equivalents	\$ 32
Accounts Receivable and Other Current Assets	38
Long-Term Investments	151
Property, Equipment and Capitalized Software	21
Medical Costs Payable	(142)
Other Current Liabilities	(64)
Net Tangible Assets Acquired	\$ 36

For the years ended December 31, 2003, 2002 and 2001, aggregate consideration paid or issued for smaller acquisitions accounted for under the purchase method was \$127 million, \$267 million and \$134 million, respectively. These acquisitions were not material to our consolidated financial statements.

#### 4 AARP

In January 1998, we initiated a 10-year contract to provide health insurance products and services to members of AARP. Under the terms of the contract, we are compensated for transaction processing and other services as well as for assuming underwriting risk. We are also engaged in product development activities to complement the insurance offerings under this program. Premium revenues from our portion of the AARP insurance offerings were approximately \$4.1 billion in 2003, \$3.7 billion in 2002 and \$3.6 billion in 2001.

The underwriting gains or losses related to the AARP business are directly recorded as an increase or decrease to a rate stabilization fund (RSF). The primary components of the underwriting results are premium revenue, medical costs, investment income, administrative expenses, member service expenses, marketing expenses and premium taxes. Underwriting gains and losses are recorded as an increase or decrease to the RSF and accrue to AARP policyholders, unless cumulative net losses were to exceed the balance in the RSF. To the extent underwriting losses exceed the balance in the RSF, we would have to fund the deficit. Any deficit we fund could be recovered by underwriting gains in future periods of the contract. To date, we have not been required to fund any underwriting deficits. The RSF balance is reported in Other Policy Liabilities in the accompanying Consolidated Balance Sheets. We believe the RSF balance is sufficient to cover potential future underwriting or other risks associated with the contract.

The following AARP program-related assets and liabilities are included in our Consolidated Balance Sheets:

(in millions)	Balance as of December 31,	
	2003	2002
Accounts Receivable	\$ 352	\$ 294
Assets Under Management	\$ 1,959	\$ 2,045
Medical Costs Payable	\$ 874	\$ 893
Other Policy Liabilities	\$ 1,275	\$ 1,299
Other Current Liabilities	\$ 162	\$ 147

The effects of changes in balance sheet amounts associated with the AARP program accrue to AARP policyholders through the RSF balance. Accordingly, we do not include the effect of such changes in our Consolidated Statements of Cash Flows.

## 5 CASH, CASH EQUIVALENTS AND INVESTMENTS

As of December 31, the amortized cost, gross unrealized gains and losses, and fair value of cash, cash equivalents and investments were as follows (in millions):

2003	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<b>Cash and Cash Equivalents</b>	<b>\$ 2,262</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,262</b>
<b>Debt Securities — Available for Sale</b>	<b>6,737</b>	<b>229</b>	<b>(6)</b>	<b>6,960</b>
<b>Equity Securities — Available for Sale</b>	<b>173</b>	<b>9</b>	<b>(1)</b>	<b>181</b>
<b>Debt Securities — Held to Maturity</b>	<b>74</b>	<b>-</b>	<b>-</b>	<b>74</b>
<b>Total Cash and Investments</b>	<b>\$ 9,246</b>	<b>\$ 238</b>	<b>\$ (7)</b>	<b>\$ 9,477</b>

2002				
Cash and Cash Equivalents	\$ 1,130	\$ -	\$ -	\$ 1,130
Debt Securities — Available for Sale	4,742	238	(8)	4,972
Equity Securities — Available for Sale	150	5	(5)	150
Debt Securities — Held to Maturity	77	-	-	77
Total Cash and Investments	\$ 6,099	\$ 243	\$ (13)	\$ 6,329

As of December 31, 2003 and 2002, respectively, debt securities consisted of \$1,221 million and \$1,439 million in U.S. Government and Agency obligations, \$2,617 million and \$2,475 million in state and municipal obligations, and \$3,196 million and \$1,135 million in corporate obligations. At December 31, 2003, we held \$563 million in debt securities with maturities of less than one year, \$2,102 million in debt securities maturing in one to five years, \$2,554 million in debt securities maturing in five to 10 years and \$1,815 million in debt securities with maturities of more than 10 years.

During 2001, we contributed UnitedHealth Capital investments valued at approximately \$22 million to the United Health Foundation, a non-consolidated, not-for-profit organization. The realized gain of approximately \$18 million was offset by related contribution expense of \$22 million. The net expense of \$4 million is included in Investment and Other Income in the accompanying Consolidated Statements of Operations.

We recorded realized gains and losses on sales of investments, excluding the UnitedHealth Capital dispositions described above, as follows:

(in millions)	2003	For the Year Ended December 31,	
		2002	2001
Gross Realized Gains	<b>\$ 45</b>	\$ 57	\$ 30
Gross Realized Losses	<b>(23)</b>	(75)	(19)
Net Realized Gains (Losses)	<b>\$ 22</b>	\$ (18)	\$ 11

## 6 GOODWILL AND OTHER INTANGIBLE ASSETS

We adopted FAS No. 142, "Goodwill and Other Intangible Assets," on January 1, 2002. Under FAS No. 142, goodwill and intangible assets with indefinite useful lives are not amortized. The following table shows net earnings and earnings per common share adjusted to reflect the adoption of the non-amortization provision of FAS No. 142 as of the beginning of the respective periods:

(in millions, except per share data)	2003	For the Year Ended December 31,	
		2002	2001
<b>NET EARNINGS</b>			
Reported Net Earnings	\$ 1,825	\$ 1,352	\$ 913
Goodwill Amortization, net of tax effects	-	-	89
Adjusted Net Earnings	\$ 1,825	\$ 1,352	\$ 1,002
<b>BASIC NET EARNINGS PER COMMON SHARE</b>			
Reported Basic Net Earnings per Share	\$ 3.10	\$ 2.23	\$ 1.46
Goodwill Amortization, net of tax effects	-	-	0.14
Adjusted Basic Net Earnings per Share	\$ 3.10	\$ 2.23	\$ 1.60
<b>DILUTED NET EARNINGS PER COMMON SHARE</b>			
Reported Diluted Net Earnings per Share	\$ 2.96	\$ 2.13	\$ 1.40
Goodwill Amortization, net of tax effects	-	-	0.13
Adjusted Diluted Net Earnings per Share	\$ 2.96	\$ 2.13	\$ 1.53

Changes in the carrying amount of goodwill, by operating segment, during the year ended December 31, 2003, were as follows:

(in millions)	Health Care Services	Uniprise	Specialized Care Services	Ingenix	Consolidated Total
Balance at January 1, 2002	\$ 1,166	\$ 698	\$ 322	\$ 537	\$ 2,723
Acquisitions and Subsequent Payments	527	-	41	75	643
Dispositions	-	-	-	(3)	(3)
Balance at December 31, 2002	1,693	698	363	609	3,363
Acquisitions and Subsequent Payments	77	-	46	23	146
<b>Balance at December 31, 2003</b>	<b>\$ 1,770</b>	<b>\$ 698</b>	<b>\$ 409</b>	<b>\$ 632</b>	<b>\$ 3,509</b>

The weighted-average useful life, gross carrying value, accumulated amortization and net carrying value of other intangible assets as of December 31, 2003 and 2002 were as follows:

(in millions)	Weighted-Average Useful Life	December 31, 2003			December 31, 2002		
		Gross Carrying Value	Accumulated Amortization	Net Carrying Value	Gross Carrying Value	Accumulated Amortization	Net Carrying Value
Customer Contracts and Membership Lists	12 years	\$ 93	\$ (6)	\$ 87	\$ 64	\$ (1)	\$ 63
Patents, Trademarks and Technology	9 years	73	(26)	47	58	(24)	34
Other	14 years	57	(11)	46	31	(6)	25
Total	10 years	\$ 223	\$ (43)	\$ 180	\$ 153	\$ (31)	\$ 122

Amortization expense relating to intangible assets was \$18 million in 2003 and \$9 million in 2002.

Estimated future amortization expense relating to intangible assets for the years ending December 31 are as follows:

(in millions)	2004	2005	2006	2007	2008
	\$ 21	\$ 20	\$ 19	\$ 18	\$ 17

## 7 MEDICAL COSTS PAYABLE

The following table shows the components of the change in medical costs payable for the years ended December 31:

(in millions)	2003	2002	2001
<b>MEDICAL COSTS PAYABLE, BEGINNING OF PERIOD</b>	<b>\$ 3,741</b>	\$ 3,460	\$ 3,266
<b>ACQUISITIONS</b>	<b>165</b>	180	17
<b>REPORTED MEDICAL COSTS</b>			
Current Year	<b>20,864</b>	18,262	17,674
Prior Years	<b>(150)</b>	(70)	(30)
Total Reported Medical Costs	<b>20,714</b>	18,192	17,644
<b>CLAIM PAYMENTS</b>			
Payments for Current Year	<b>(17,411)</b>	(15,147)	(14,536)
Payments for Prior Years	<b>(3,057)</b>	(2,944)	(2,931)
Total Claim Payments	<b>(20,468)</b>	(18,091)	(17,467)
<b>MEDICAL COSTS PAYABLE, END OF PERIOD</b>	<b>\$ 4,152</b>	\$ 3,741	\$ 3,460

## 8 COMMERCIAL PAPER AND DEBT

Commercial paper and debt consisted of the following as of December 31:

(in millions)	2003		2002	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Commercial Paper	<b>\$ 79</b>	<b>\$ 79</b>	\$ 461	\$ 461
Floating-Rate Notes due November 2003	-	-	100	100
6.6% Senior Unsecured Notes due December 2003	-	-	250	260
Floating-Rate Notes due November 2004	<b>150</b>	<b>150</b>	150	150
7.5% Senior Unsecured Notes due November 2005	<b>400</b>	<b>438</b>	400	450
5.2% Senior Unsecured Notes due January 2007	<b>400</b>	<b>427</b>	400	423
3.3% Senior Unsecured Notes due January 2008	<b>500</b>	<b>499</b>	-	-
4.9% Senior Unsecured Notes due April 2013	<b>450</b>	<b>454</b>	-	-
Total Commercial Paper and Debt	<b>1,979</b>	<b>2,047</b>	1,761	1,844
Less Current Maturities	<b>(229)</b>	<b>(229)</b>	(811)	(821)
Long-Term Debt, less current maturities	<b>\$ 1,750</b>	<b>\$ 1,818</b>	\$ 950	\$ 1,023

As of December 31, 2003, our outstanding commercial paper had interest rates of approximately 1.2%. The interest rates on our November 2004 floating-rate notes are reset quarterly to the three-month LIBOR (London Interbank Offered Rate) plus 0.6%. As of December 31, 2003, the applicable rate on the notes was 1.8%.

In December 2003, we issued \$500 million of 3.3% fixed-rate notes due January 2008, and in March 2003, we issued \$450 million of 4.9% fixed-rate notes due April 2013. We used the proceeds from these borrowings to repay commercial paper and term debt maturing in 2003, and for general corporate purposes including working capital, business acquisitions and share repurchases.

We have interest rate swap agreements that qualify as fair value hedges to convert a portion of our interest rate exposure from a fixed to a variable rate. The interest rate swap agreements have aggregate notional amounts of \$925 million with variable rates that are benchmarked to the six-month LIBOR rate and are reset on a semiannual basis in arrears. At December 31, 2003, the rate used to accrue interest expense on these agreements ranged from 1.2% to 1.6%. The differential between the fixed and variable rates to be paid or received is accrued and recognized over the life of the agreements as an adjustment to interest expense in the Consolidated Statements of Operations.

We have credit arrangements for \$900 million that support our commercial paper program. These credit arrangements include a \$450 million revolving facility that expires in July 2005, and a \$450 million, 364-day facility that expires in July 2004. As of December 31, 2003, we had no amounts outstanding under our credit facilities.

Our debt arrangements and credit facilities contain various covenants, the most restrictive of which require us to maintain a debt-to-total-capital ratio below 45% and to exceed specified minimum interest coverage levels. We are in compliance with the requirements of all debt covenants.

Maturities of commercial paper and debt for the years ending December 31 are as follows:

(in millions)	2004	2005	2006	2007	2008	Thereafter
	\$ 229	\$ 400	\$ -	\$ 400	\$ 500	\$ 450

We made cash payments for interest of \$94 million, \$86 million and \$91 million in 2003, 2002 and 2001, respectively.

On February 10, 2004, we issued \$250 million of 3.8% fixed-rate notes due February 2009 and \$250 million of 4.8% fixed-rate notes due February 2014 to finance a majority of the cash portion of the MAMSI purchase price as described in Note 3. When we issued these notes, we entered into interest rate swap agreements that qualify as fair value hedges to convert our interest rates from a fixed to a variable rate. The interest rate swap agreements have aggregate notional amounts of \$500 million with variable rates that are benchmarked to the six-month LIBOR rate and are reset on a semiannual basis in arrears. As of the date of the note issuance, the rate on these agreements ranged from 1.4% to 1.6%.

## 9 SHAREHOLDERS' EQUITY

### Regulatory Capital and Dividend Restrictions

We conduct a significant portion of our operations through companies that are subject to standards established by the National Association of Insurance Commissioners (NAIC). These standards, among other things, require these subsidiaries to maintain specified levels of statutory capital, as defined by each state, and restrict the timing and amount of dividends and other distributions that may be paid to their parent companies. Generally, the amount of dividend distributions that may be paid by a regulated subsidiary, without prior approval by state regulatory authorities, is limited based on the entity's level of statutory net income and statutory capital and surplus. At December 31, 2003, approximately \$385 million of our \$9.5 billion of cash and investments was held by non-regulated subsidiaries. Of this amount, approximately \$45 million was segregated for future regulatory capital needs and the remainder was available for general corporate use, including acquisitions and share repurchases.

The agencies that assess our creditworthiness also consider capital adequacy levels when establishing our debt ratings. Consistent with our intent to maintain our senior debt ratings in the "A" range, we maintain an aggregate statutory capital and surplus level for our regulated subsidiaries that is significantly higher than the minimum level regulators require. As of December 31, 2003, our regulated subsidiaries had aggregate statutory capital and surplus of approximately \$3.1 billion, which is significantly more than the aggregate minimum regulatory requirements.

### Stock Repurchase Program

Under our board of directors' authorization, we maintain a common stock repurchase program. Repurchases may be made from time to time at prevailing prices, subject to certain restrictions on volume, pricing and timing. During 2003, we repurchased 33 million shares at an average price of approximately \$47 per share and an aggregate cost of approximately \$1.6 billion. As of December 31, 2003, we had board of directors' authorization to purchase up to an additional 45 million shares of our common stock.

### Common Stock Split

In May 2003, our board of directors declared a two-for-one split of the company's common stock in the form of a 100% common stock dividend. The stock dividend was issued on June 18, 2003, to shareholders of record as of June 2, 2003. The accompanying consolidated financial statements have been restated to reflect the share and per share effects of the common stock split.

### Preferred Stock

At December 31, 2003, we had 10 million shares of \$0.001 par value preferred stock authorized for issuance, and no preferred shares issued and outstanding.

## 10 STOCK-BASED COMPENSATION PLANS

As of December 31, 2003, we had approximately 42 million shares available for future grants of stock-based awards under our stock-based compensation plan including, but not limited to, incentive or non-qualified stock options, stock appreciation rights and restricted stock.

Stock options are granted at an exercise price not less than the fair value of our common stock on the date of grant. They generally vest ratably over four years and may be exercised up to 10 years from the date of grant. Activity under our stock option plan is summarized in the table below (shares in thousands):

	2003		2002		2001	
	Shares	Weighted-Average Exercise Price	Shares	Weighted-Average Exercise Price	Shares	Weighted-Average Exercise Price
Outstanding at Beginning of Year	<b>86,402</b>	<b>\$ 21</b>	76,674	\$ 15	77,621	\$ 11
Granted	<b>18,426</b>	<b>\$ 44</b>	25,033	\$ 38	16,277	\$ 27
Assumed in Acquisitions	-	\$ -	914	\$ 30	388	\$ 10
Exercised	<b>(15,340)</b>	<b>\$ 15</b>	(13,227)	\$ 14	(15,432)	\$ 10
Forfeited	<b>(2,182)</b>	<b>\$ 30</b>	(2,992)	\$ 20	(2,180)	\$ 13
Outstanding at End of Year	<b>87,306</b>	<b>\$ 27</b>	86,402	\$ 21	76,674	\$ 15
Exercisable at End of Year	<b>42,693</b>	<b>\$ 16</b>	41,391	\$ 12	39,170	\$ 11

As of December 31, 2003

Range of Exercise Prices	Options Outstanding			Options Exercisable	
	Number Outstanding	Weighted-Average Remaining Option Term (years)	Weighted-Average Exercise Price	Number Exercisable	Weighted-Average Exercise Price
\$ 0 - \$10	18,395	5.4	\$ 10	18,228	\$ 10
\$11 - \$20	17,063	4.9	\$ 14	14,442	\$ 13
\$21 - \$35	23,670	7.5	\$ 30	7,318	\$ 29
\$36 - \$55	28,178	9.1	\$ 43	2,705	\$ 42
\$ 0 - \$55	87,306	7.1	\$ 27	42,693	\$ 16

To determine compensation expense under the fair value method, the fair value of each option grant is estimated on the date of grant using an option-pricing model. During 2001 and 2002 we utilized a Black-Scholes model for purposes of estimating the fair value of our employee stock option grants. During 2003, we began using a binomial model that considers certain factors that the Black-Scholes model does not, such as historical exercise patterns and the illiquid nature of employee options. For these reasons, we believe that the binomial model provides a more representative employee stock option fair value. The principal assumptions we used in applying the option pricing models were as follows:

	2003	2002	2001
Risk-Free Interest Rate	<b>2.6%</b>	2.5%	3.7%
Expected Volatility	<b>30.9%</b>	40.2%	45.9%
Expected Dividend Yield	<b>0.1%</b>	0.1%	0.1%
Expected Life in Years	<b>4.1</b>	4.5	4.8

Information regarding the effect on net earnings and net earnings per common share had we applied the fair value expense recognition provisions of FAS No. 123 is included in Note 2. We also maintain a 401(k) plan and an employee stock purchase plan. Activity related to these plans was not significant in relation to our consolidated financial results in 2003, 2002 and 2001.

## 11 INCOME TAXES

The components of the provision (benefit) for income taxes are as follows:

Year Ended December 31, (in millions)	2003	2002	2001
Current Provision			
Federal	\$ 932	\$ 675	\$ 524
State and Local	46	57	45
Total Current Provision	978	732	569
Deferred Provision (Benefit)	37	12	(10)
Total Provision for Income Taxes	\$ 1,015	\$ 744	\$ 559

The reconciliation of the tax provision at the U.S. Federal Statutory Rate to the provision for income taxes is as follows:

Year Ended December 31, (in millions)	2003	2002	2001
Tax Provision at the U.S. Federal Statutory Rate	\$ 994	\$ 734	\$ 515
State Income Taxes, net of federal benefit	29	33	29
Tax-Exempt Investment Income	(30)	(26)	(21)
Non-deductible Amortization	–	–	29
Other, net	22	3	7
Provision for Income Taxes	\$ 1,015	\$ 744	\$ 559

The components of deferred income tax assets and liabilities are as follows:

As of December 31, (in millions)	2003	2002
Deferred Income Tax Assets		
Accrued Expenses and Allowances	\$ 161	\$ 215
Unearned Premiums	28	47
Medical Costs Payable and Other Policy Liabilities	83	60
Long-Term Liabilities	49	37
Net Operating Loss Carryforwards	86	61
Other	42	30
Subtotal	449	450
Less: Valuation Allowances	(43)	(39)
Total Deferred Income Tax Assets	406	411
Deferred Income Tax Liabilities		
Capitalized Software Development	(186)	(176)
Net Unrealized Gains on Investments	(82)	(82)
Depreciation and Amortization	(108)	(54)
Total Deferred Income Tax Liabilities	(376)	(312)
Net Deferred Income Tax Assets	\$ 30	\$ 99

Valuation allowances are provided when it is considered more likely than not that deferred tax assets will not be realized. The valuation allowances primarily relate to future tax benefits on certain federal and state net operating loss carryforwards. Federal net operating loss carryforwards expire beginning in 2012 through 2023, and state net operating loss carryforwards expire beginning in 2005 through 2023.

We made cash payments for income taxes of \$783 million in 2003, \$458 million in 2002 and \$384 million in 2001. We increased additional paid-in capital and reduced income taxes payable by \$222 million in 2003, and by \$133 million in both 2002 and 2001 to reflect the tax benefit we received upon the exercise of non-qualified stock options.

Consolidated income tax returns for fiscal years 2000 through 2002 are currently being examined by the Internal Revenue Service. We do not believe any adjustments that may result from the examination will have a significant impact on our consolidated financial position or results of operations.

## 12 COMMITMENTS AND CONTINGENCIES

### Leases

We lease facilities, computer hardware and other equipment under long-term operating leases that are noncancelable and expire on various dates through 2025. Rent expense under all operating leases was \$133 million in 2003, \$132 million in 2002 and \$135 million in 2001.

At December 31, 2003, future minimum annual lease payments, net of sublease income, under all noncancelable operating leases were as follows:

(in millions)	2004	2005	2006	2007	2008	Thereafter
	\$ 103	\$ 98	\$ 87	\$ 80	\$ 64	\$ 191

### Service Agreements

We have noncancelable contracts for certain data center operations and support, network and voice communication services, and other services, which expire on various dates through 2008. Expenses incurred in connection with these agreements were \$256 million in 2003, \$264 million in 2002 and \$254 million in 2001. At December 31, 2003, future minimum obligations under our noncancelable contracts were as follows:

(in millions)	2004	2005	2006	2007	2008
	\$ 83	\$ 56	\$ 43	\$ 10	\$ 4

### Legal Matters

Because of the nature of our businesses, we are routinely party to a variety of legal actions related to the design, management and offerings of our services. We record liabilities for our estimates of probable costs resulting from these matters. These matters include, but are not limited to: claims relating to health care benefits coverage, medical malpractice actions, contract disputes and claims related to disclosure of certain business practices. Following the events of September 11, 2001, the cost of business insurance coverage increased significantly. As a result, we have increased the amount of risk that we self-insure, particularly with respect to matters incidental to our business.

Beginning in 1999, a series of class action lawsuits were filed against us and virtually all major entities in the health benefits business. Generally, the health care provider plaintiffs allege violations of the Employee Retirement Income Security Act of 1974, as amended (ERISA), and the Racketeer Influenced Corrupt Organization Act (RICO), as well as several state law claims. The suit seeks injunctive, compensatory and equitable relief as well as restitution, costs, fees and interest payments. We are engaged in discovery in this matter. A trial date has been set for September 13, 2004.

In March 2000, the American Medical Association filed a lawsuit against the company in connection with the calculation of reasonable and customary reimbursement rates for non-network providers. The suit seeks declaratory, injunctive and compensatory relief as well as costs, fees and interest payments. An amended complaint was filed on August 25, 2000, which alleged two classes of plaintiffs, an ERISA class and a non-ERISA class. After the court dismissed certain ERISA claims and the claims brought by the American Medical Association, a third amended complaint was filed. On October 25, 2002, the court granted in part and denied in part our motion to dismiss the third amended complaint. We are engaged in discovery in this matter.

Although the results of pending litigation are always uncertain, we do not believe the results of any such actions currently threatened or pending, including those described above, will, individually or in aggregate, have a material adverse effect on our consolidated financial position or results of operations.

## Government Regulation

Our business is regulated at federal, state, local and international levels. The laws and rules governing our business are subject to frequent change, and agencies have broad latitude to administer those regulations. State legislatures and Congress continue to focus on health care issues as the subject of proposed legislation. Existing or future laws and rules could force us to change how we do business, restrict revenue and enrollment growth, increase our health care and administrative costs and capital requirements, and increase our liability related to coverage interpretations or other actions. Further, we must obtain and maintain regulatory approvals to market many of our products.

We are also subject to various ongoing governmental investigations, audits and reviews, and we record liabilities for our estimate of probable costs resulting from these matters. Although the results of pending matters are always uncertain, we do not believe the results of any of the current investigations, audits or reviews, individually or in the aggregate, will have a material adverse effect on our consolidated financial position or results of operations.

## 13 SEGMENT FINANCIAL INFORMATION

Factors used in determining our reportable business segments include the nature of operating activities, existence of separate senior management teams, and the type of information presented to the company's chief operating decision-maker to evaluate our results of operations.

Our accounting policies for business segment operations are the same as those described in the Summary of Significant Accounting Policies (see Note 2). Transactions between business segments principally consist of customer service and transaction processing services that Uniprise provides to Health Care Services, certain product offerings sold to Uniprise and Health Care Services customers by Specialized Care Services, and sales of medical benefits cost, quality and utilization data and predictive modeling to Health Care Services and Uniprise by Ingenix. These transactions are recorded at management's best estimate of fair value, as if the services were purchased from or sold to third parties. All intersegment transactions are eliminated in consolidation. Assets and liabilities that are jointly used are assigned to each segment using estimates of pro-rata usage. Cash and investments are assigned such that each segment has minimum specified levels of regulatory capital or working capital for non-regulated businesses. The "Corporate and Eliminations" column includes costs associated with companywide process improvement initiatives, net expenses from charitable contributions to the United Health Foundation and eliminations of intersegment transactions. Substantially all of our operations are conducted in the United States.

In accordance with accounting principles generally accepted in the United States of America, segments with similar economic characteristics may be combined. The financial results of UnitedHealthcare, Ovations and AmeriChoice have been combined in the Health Care Services segment column in the tables presented on the next page because these businesses have similar economic characteristics and have similar products and services, types of customers, distribution methods and operational processes, and operate in a similar regulatory environment, typically within the same legal entity.

The following table presents segment financial information as of and for the years ended December 31, 2003, 2002 and 2001 (in millions):

	Health Care Services	Uniprise	Specialized Care Services	Ingenix	Corporate and Eliminations	Consolidated
<b>2003</b>						
Revenues — External Customers	\$ 24,592	\$ 2,496	\$ 1,077	\$ 401	\$ —	\$ 28,566
Revenues — Intersegment	—	583	787	173	(1,543)	—
Investment and Other Income	215	28	14	—	—	257
<b>Total Revenues</b>	<b>\$ 24,807</b>	<b>\$ 3,107</b>	<b>\$ 1,878</b>	<b>\$ 574</b>	<b>\$ (1,543)</b>	<b>\$ 28,823</b>
Earnings From Operations	\$ 1,865	\$ 610	\$ 385	\$ 75	\$ —	\$ 2,935
Total Assets <sup>1</sup>	\$ 13,597	\$ 2,024	\$ 1,191	\$ 919	\$ (366)	\$ 17,365
Net Assets <sup>1</sup>	\$ 5,008	\$ 1,116	\$ 710	\$ 766	\$ (347)	\$ 7,253
Purchases of Property, Equipment and Capitalized Software	\$ 122	\$ 130	\$ 48	\$ 52	\$ —	\$ 352
Depreciation and Amortization	\$ 116	\$ 86	\$ 40	\$ 57	\$ —	\$ 299
<b>2002</b>						
Revenues — External Customers	\$ 21,373	\$ 2,175	\$ 897	\$ 355	\$ —	\$ 24,800
Revenues — Intersegment	—	523	598	136	(1,257)	—
Investment and Other Income	179	27	14	—	—	220
<b>Total Revenues</b>	<b>\$ 21,552</b>	<b>\$ 2,725</b>	<b>\$ 1,509</b>	<b>\$ 491</b>	<b>\$ (1,257)</b>	<b>\$ 25,020</b>
Earnings From Operations	\$ 1,328	\$ 517	\$ 286	\$ 55	\$ —	\$ 2,186
Total Assets <sup>1</sup>	\$ 10,522	\$ 1,914	\$ 974	\$ 902	\$ (537)	\$ 13,775
Net Assets <sup>1</sup>	\$ 4,379	\$ 1,097	\$ 602	\$ 763	\$ (517)	\$ 6,324
Purchases of Property, Equipment and Capitalized Software	\$ 129	\$ 159	\$ 59	\$ 72	\$ —	\$ 419
Depreciation and Amortization	\$ 102	\$ 69	\$ 36	\$ 48	\$ —	\$ 255
<b>2001</b>						
Revenues — External Customers	\$ 20,168	\$ 1,932	\$ 734	\$ 339	\$ —	\$ 23,173
Revenues — Intersegment	—	508	504	108	(1,120)	—
Investment and Other Income	235	34	16	—	(4)	281
<b>Total Revenues</b>	<b>\$ 20,403</b>	<b>\$ 2,474</b>	<b>\$ 1,254</b>	<b>\$ 447</b>	<b>\$ (1,124)</b>	<b>\$ 23,454</b>
Earnings From Operations	\$ 936	\$ 382	\$ 214	\$ 48	\$ (14)	\$ 1,566
Total Assets <sup>1</sup>	\$ 9,014	\$ 1,737	\$ 848	\$ 771	\$ (200)	\$ 12,170
Net Assets <sup>1</sup>	\$ 3,408	\$ 1,020	\$ 514	\$ 646	\$ (158)	\$ 5,430
Purchases of Property, Equipment and Capitalized Software	\$ 152	\$ 171	\$ 33	\$ 69	\$ —	\$ 425
Depreciation and Amortization	\$ 101	\$ 81	\$ 33	\$ 50	\$ —	\$ 265

<sup>1</sup> Total Assets and Net Assets exclude, where applicable, debt and accrued interest of \$1,993 million, \$1,775 million and \$1,603 million, income tax-related assets of \$269 million, \$389 million and \$316 million, and income tax-related liabilities of \$401 million, \$510 million and \$252 million as of December 31, 2003, 2002 and 2001, respectively.

## 14 QUARTERLY FINANCIAL DATA (UNAUDITED)

(in millions, except per share data)	For the Quarter Ended			
	March 31	June 30	September 30	December 31
<b>2003</b>				
<b>Revenues</b>	<b>\$ 6,975</b>	<b>\$ 7,087</b>	<b>\$ 7,238</b>	<b>\$ 7,523</b>
<b>Medical and Operating Expenses</b>	<b>\$ 6,322</b>	<b>\$ 6,378</b>	<b>\$ 6,475</b>	<b>\$ 6,713</b>
<b>Earnings From Operations</b>	<b>\$ 653</b>	<b>\$ 709</b>	<b>\$ 763</b>	<b>\$ 810</b>
<b>Net Earnings</b>	<b>\$ 403</b>	<b>\$ 439</b>	<b>\$ 476</b>	<b>\$ 507</b>
<b>Basic Net Earnings per Common Share</b>	<b>\$ 0.68</b>	<b>\$ 0.74</b>	<b>\$ 0.81</b>	<b>\$ 0.87</b>
<b>Diluted Net Earnings per Common Share</b>	<b>\$ 0.65</b>	<b>\$ 0.71</b>	<b>\$ 0.77</b>	<b>\$ 0.83</b>
<b>2002</b>				
Revenues	\$ 6,013	\$ 6,078	\$ 6,247	\$ 6,682
Medical and Operating Expenses	\$ 5,531	\$ 5,555	\$ 5,675	\$ 6,073
Earnings From Operations	\$ 482	\$ 523	\$ 572	\$ 609
Net Earnings	\$ 295	\$ 325	\$ 353	\$ 379
Basic Net Earnings per Common Share	\$ 0.48	\$ 0.53	\$ 0.59	\$ 0.63
Diluted Net Earnings per Common Share	\$ 0.46	\$ 0.51	\$ 0.56	\$ 0.60

## Report of Management

The management of UnitedHealth Group is responsible for the integrity and objectivity of the consolidated financial information contained in this annual report. The consolidated financial statements and related information were prepared according to accounting principles generally accepted in the United States of America and include some amounts that are based on management's best estimates and judgments.

To meet its responsibility, management depends on its accounting systems and related internal accounting controls. These systems are designed to provide reasonable assurance, at an appropriate cost, that financial records are reliable for use in preparing financial statements and that assets are safeguarded. Qualified personnel throughout the organization maintain and monitor these internal accounting controls on an ongoing basis.

The Audit Committee of the board of directors, composed entirely of directors who are not employees of the company, meets periodically and privately with the company's independent auditors and management to review accounting, auditing, internal control, financial reporting and other matters.

**William W. McGuire, MD**  
Chairman and Chief Executive Officer

**Stephen J. Hemsley**  
President and Chief Operating Officer

**Patrick J. Erlandson**  
Chief Financial Officer

## Independent Auditors' Report

To the Board of Directors and Shareholders of UnitedHealth Group Incorporated and Subsidiaries:

We have audited the accompanying consolidated balance sheets of UnitedHealth Group Incorporated and Subsidiaries (the "Company") as of December 31, 2003 and 2002 and the related statements of operations, changes in shareholders' equity, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. The consolidated financial statements of UnitedHealth Group Incorporated and Subsidiaries for the year ended December 31, 2001 were audited by other auditors who have ceased operations. Those auditors expressed an unqualified opinion on those consolidated financial statements in their report dated January 24, 2002.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2003 and 2002 and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 6 to the consolidated financial statements, effective January 1, 2002, the Company changed its methods of accounting for goodwill and other intangible assets.

As discussed above, the consolidated financial statements of UnitedHealth Group Incorporated and Subsidiaries for the year ended December 31, 2001 were audited by other auditors who have ceased operations. As described in Note 6, Note 7 and Note 9, these consolidated financial statements have been revised to (i) include the transitional disclosures required by Statement of Financial Accounting Standards ("Statement") No. 142, *Goodwill and Other Intangible Assets*, which, as described in Note 6, was adopted by the Company as of January 1, 2002, (ii) include disclosure of the components of the change in medical costs payable consistent with Statement of Position 94-5, *Disclosure of Certain Matters in the Financial Statements of Insurance Enterprises*, and (iii) give effect to the June 2003 stock split. Our audit procedures with respect to the disclosures in Note 6 with respect to 2001 included (i) agreeing the previously reported net income to the previously issued consolidated financial statements and the adjustments to reported net income representing amortization expense (including any related tax effects) recognized in those periods related to goodwill, intangible assets that are no longer being amortized, deferred credits related to an excess over cost, equity method goodwill, and changes in amortization periods for intangible assets that will continue to be amortized as a result of initially applying Statement No. 142 (including any related tax effects) to the Company's underlying records obtained from management, and (ii) testing the mathematical accuracy of the reconciliation of adjusted net income to reported net income, and the related earnings-per-share amounts. Our audit procedures with respect to the disclosures in Note 7 with respect to 2001 included (i) agreeing the previously reported beginning and end of year medical costs payable to the previously issued consolidated financial statements, (ii) agreeing the previously reported medical costs to the previously issued consolidated financial statements, (iii) agreeing paid claims payments and prior years' medical costs change in medical costs payable to supporting documentation of claims payment detail, and (iv) testing the mathematical accuracy of the components of the change in medical costs payable. Additionally, as described in Note 9, the 2001 consolidated financial statements have been revised to give effect to the stock split June 18, 2003. We audited the adjustments described in Note 9 that were applied to revise the 2001 consolidated financial statements for such stock split. Our audit procedures included (1) comparing the amounts shown in the earnings per share disclosure for 2001 to the Company's underlying accounting analysis obtained from management, (2) comparing the previously reported shares outstanding and income statement amounts per the Company's accounting analysis to the previously issued consolidated financial statements, and (3) recalculating the additional shares to give effect to the stock split and testing the mathematical accuracy of the underlying analysis. In our opinion, the disclosures for 2001 in Notes 6 and 7 are appropriate, and the adjustments for the stock split described in Note 9 have been appropriately applied. However, we were not engaged to audit, review, or apply any procedures to the 2001 consolidated financial statements of the Company other than with respect to such adjustments and accordingly, we do not express an opinion or any other form of assurance on the 2001 consolidated financial statements taken as a whole.

DELOITTE & TOUCHE LLP  
Minneapolis, Minnesota  
February 10, 2004

## Independent Auditors' Report

*The following audit report of Arthur Andersen LLP, our former independent auditors, is a copy of the original report dated January 24, 2002, rendered by Arthur Andersen LLP on our consolidated financial statements included in our Annual Report on Form 10-K filed on April 1, 2002, and has not been reissued by Arthur Andersen LLP since that date.*

To the Shareholders and  
Directors of UnitedHealth Group Incorporated:

We have audited the accompanying consolidated balance sheets of UnitedHealth Group Incorporated (a Minnesota Corporation) and Subsidiaries as of December 31, 2001 and 2000, and the related consolidated statements of operations, changes in shareholders' equity and cash flows for each of the three years in the period ended December 31, 2001. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of UnitedHealth Group Incorporated and its Subsidiaries as of December 31, 2001 and 2000, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2001, in conformity with accounting principles generally accepted in the United States.

ARTHUR ANDERSEN LLP  
Minneapolis, Minnesota  
January 24, 2002