# Humana Inc. Segment Realignment Supplementary Information 2/1/23

## **Recast of 2022 Quarters in Current Segment Format**

Consolidating Statements of Income—For the quarter ended March 31, 2022 (Unaudited) In millions

	In	surance	 CenterWell	nations/ porate	Cor	nsolidated
Revenues—external customers Premiums:						
Individual Medicare Advantage	\$	17,052	\$ _	\$ _	\$	17,052
Group Medicare Advantage		1,875	_	_		1,875
Medicare stand-alone PDP		639	 _	 		639
Total Medicare		19,566	 _	 		19,566
Fully-insured		1,154	_	_		1,154
Specialty		429	_	_		429
Medicaid and other		1,554	 _	 		1,554
Total premiums		22,703	 	 		22,703
Services revenue:						
Home solutions		_	726			726
Pharmacy solutions		_	221	_		221
Provider services		_	113	_		113
ASO and other		204		 		204
Total services revenue		204	1,060	 		1,264
Total revenues—external customers		22,907	1,060	 		23,967
Intersegment revenues		14	3,303	(3,317)		_
Investment income		46	2	 (45)		3
Total revenues		22,967	4,365	 (3,362)		23,970
Operating expenses:						
Benefits		19,734	_	(109)		19,625
Operating costs		2,087	3,948	(3,149)		2,886
Depreciation and amortization		150	47	 (27)		170
Total operating expenses		21,971	 3,995	 (3,285)		22,681
Income (loss) from operations		996	370	(77)		1,289
Interest expense		_	_	90		90
Other income, net				 (21)		(21)
Income (losses) before income taxes and equity in net earnings		996	370	(146)		1,220
Equity in net losses			(4)	 		(4)
Segment earnings (losses)	\$	996	\$ 366	\$ (146)	\$	1,216
Benefit ratio		86.9 %	 			86.4 %
Operating cost ratio		9.1 %	90.5 %			12.0 %

## **Recast of 2022 Quarters in Current Segment Format**

Consolidating Statements of Income—For the quarter ended June 30, 2022 (Unaudited)

In millions

	In	surance		CenterWell	ations/ orate	Con	solidated
Revenues—external customers Premiums:							
Individual Medicare Advantage	\$	16,692	\$	_	\$ _	\$	16,692
Group Medicare Advantage		1,857		_	_		1,857
Medicare stand-alone PDP		606					606
Total Medicare		19,155	_				19,155
Fully-insured		1,128		_	_		1,128
Specialty		427		_	_		427
Medicaid and other		1,556					1,556
Total premiums		22,266					22,266
Services revenue:							
Home solutions		_		752			752
Pharmacy solutions		_		254	_		254
Provider services		_		137	_		137
ASO and other		206					206
Total services revenue		206		1,143			1,349
Total revenues—external customers		22,472		1,143			23,615
Intersegment revenues		14		3,383	(3,397)		_
Investment income		46		1	 		47
Total revenues		22,532		4,527	(3,397)		23,662
Operating expenses:							
Benefits		19,164		_	(65)		19,099
Operating costs		2,105		4,125	(3,057)		3,173
Depreciation and amortization		156	_	44	(25)		175
Total operating expenses		21,425	_	4,169	(3,147)		22,447
Income (loss) from operations		1,107		358	(250)		1,215
Interest expense		_		_	101		101
Other income, net		_	_		(8)		(8)
Income (loss) before income taxes and equity in net earnings		1,107		358	(343)		1,122
Equity in net earnings (losses)		8	_	(6)			2
Segment earnings (losses)		1,115		352	(343)		1,124
Net income attributable to non-controlling interests		_		(1)			(1)
Segment earnings (loss) attributable to Humana	\$	1,115	\$	351	\$ (343)	\$	1,123
Benefit ratio		86.1 %			 	-	85.8 %
Operating cost ratio		9.4 %		91.1 %			13.4 %

## **Recast of 2022 Quarters in Current Segment Format**

Consolidating Statements of Income—For the quarter ended September 30, 2022 (Unaudited) In millions

	In	surance	 CenterWell	nations/ porate	Con	solidated
Revenues—external customers Premiums:			_			
Individual Medicare Advantage	\$	16,007	\$ _	\$ _	\$	16,007
Group Medicare Advantage		1,792	_	_		1,792
Medicare stand-alone PDP		534				534
Total Medicare		18,333				18,333
Fully-insured		1,100	_	_		1,100
Specialty		425	_	_		425
Medicaid and other		1,610				1,610
Total premiums		21,468				21,468
Services revenue:						
Home solutions		_	519			519
Pharmacy solutions		_	271	_		271
Provider services		_	159	_		159
ASO and other		210		 		210
Total services revenue		210	949			1,159
Total revenues—external customers		21,678	949	_		22,627
Intersegment revenues		14	3,322	(3,336)		_
Investment income		51	3	118		172
Total revenues		21,743	4,274	(3,218)		22,799
Operating expenses:						
Benefits		18,413	_	(29)		18,384
Operating costs		2,294	3,929	(3,162)		3,061
Depreciation and amortization		163	 45	 (26)		182
Total operating expenses		20,870	 3,974	 (3,217)		21,627
Income (loss) from operations		873	300	(1)		1,172
Gain on sale of KAH Hospice		_	(240)	_		(240)
Interest expense		_	_	102		102
Other expense, net		_	 	 13		13
Income (loss) before income taxes and equity in net earnings		873	540	(116)		1,297
Equity in net earnings (losses)		8	(5)			3
Segment earnings (losses)		881	535	(116)		1,300
Net loss attributable to non-controlling interests		2	 	 		2
Segment earnings (losses) attributable to Humana	\$	883	\$ 535	\$ (116)	\$	1,302
Benefit ratio		85.8 %		 	_	85.6 %
Operating cost ratio		10.6 %	92.0 %			13.5 %

# Non-GAAP Presentation of Segment Information - Prior Segment Format Summary of Results - 4Q22, 4Q21, FY 2022, and FY 2021 (Unaudited)

Footnotes follow on page S-28

Humana Inc. Summary of Results				
(dollars in millions, except per share amounts)	4Q22	4Q21	FY 2022	FY 2021
Non-GAAP RETAIL SEGMENT				
Revenues	\$20,030	\$18,411	\$82,516	\$74,044
Benefits expense ratio	88.4 %	89.0 %	87.5 %	87.9 %
Operating cost ratio	11.8 %	11.5 %	9.3 %	9.2 %
(Loss) income from operations	(\$93)	(\$149)	\$2,341	\$1,937
(Loss) income from operations - Adjusted (a)	(\$87)	(\$145)	\$2,366	\$1,953
Non-GAAP GROUP AND SPECIALTY SEGMENT				
Revenues	\$1,566	\$1,722	\$6,314	\$6,872
Benefits expense ratio	78.5 %	86.6 %	77.0 %	82.5 %
Operating cost ratio	27.8 %	26.8 %	26.8 %	24.6 %
Income (loss) from operations	\$66	(\$37)	\$348	\$149
Income (loss) from operations - Adjusted (b)	\$67	(\$36)	\$353	\$154
Non-GAAP HEALTHCARE SERVICES SEGMENT				
Revenues	\$8,747	\$8,482	\$35,277	\$31,242
Operating cost ratio	95.6 %	94.9 %	94.8 %	95.4 %
Income from operations	\$336	\$380	\$1,624	\$1,264
Adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA) (c)	\$405	\$425	\$1,845	\$1,557

Consolidating Statements of Income—For the quarter ended December 31, 2022 (Unaudited)

		Retail	up and cialty		Healthcare Services		nations/ porate	Coi	nsolidated
Revenues—external customers Premiums:									
Individual Medicare Advantage	\$	15,840	\$ _	\$	-	\$	_	\$	15,840
Group Medicare Advantage		1,773	_		_		_		1,773
Medicare stand-alone PDP		490	_						490
Total Medicare		18,103	_						18,103
Fully-insured		188	906		_		_		1,094
Specialty		_	422		_		_		422
Medicaid and other		1,656	_						1,656
Total premiums		19,947	1,328						21,275
Services revenue:									
Home Solutions		_	_		336		_		336
Pharmacy Solutions		_	_		282		_		282
Provider Services		_	_		159		_		159
ASO and other		9	 218						227
Total services revenue		9	218		777		_		1,004
Total revenues—external customers		19,956	1,546		777		_		22,279
Intersegment revenues	<u> </u>	_	14		7,968		(7,982)		_
Investment income		74	 6		2		78		160
Total revenues		20,030	1,566		8,747		(7,904)		22,439
Operating expenses:	<u> </u>								_
Benefits		17,633	1,043		_		(94)		18,582
Operating costs		2,354	434		8,359		(7,596)		3,551
Depreciation and amortization		136	 23		52		(29)		182
Total operating expenses		20,123	1,500		8,411		(7,719)		22,315
(Loss) income from operations	<u> </u>	(93)	66		336		(185)		124
Adjustment on sale of KAH Hospice		_	_		3		_		3
Interest expense		_	_		_		108		108
Other expense, net			 _				84		84
(Loss) income before income taxes and equity in net earnings	<u> </u>	(93)	66		333		(377)		(71)
Equity in net earnings (losses)		2	_		(7)		_		(5)
Segment (loss) earnings		(91)	66	-	326		(377)		(76)
Net loss attributable to non-controlling interests		3	_		_		_		3
Segment (loss) earnings attributable to Humana	\$	(88)	\$ 66	\$	326	\$	(377)	\$	(73)
Benefit ratio		88.4 %	78.5 %						87.3 %
Operating cost ratio		11.8 %	27.8 %		95.6 %				15.9 %

Consolidating Statements of Income—For the quarter ended December 31, 2021 (Unaudited)

		Retail	Group and Specialty	ealthcare Services	Eliminations/ Corporate	Consolidated		
Revenues—external customers Premiums:	'						_	
Individual Medicare Advantage	\$	14,612	\$ _	\$ -	\$ -	\$	14,612	
Group Medicare Advantage		1,688	_	-	_		1,688	
Medicare stand-alone PDP		504	 	_			504	
Total Medicare		16,804					16,804	
Fully-insured		186	1,042	-	_		1,228	
Specialty		_	433	-	_		433	
Medicaid and other		1,370	 	 			1,370	
Total premiums		18,360	 1,475	 			19,835	
Services revenue:								
Home Solutions		_	_	743	_		743	
Pharmacy Solutions		_	_	155	_		155	
Provider Services		_	_	115	_		115	
ASO and other		6	 234	 			240	
Total services revenue		6	 234	 1,013			1,253	
Total revenues—external customers		18,366	 1,709	 1,013			21,088	
Intersegment revenues		_	10	7,468	(7,478)		_	
Investment income (loss)		45	 3	 1	(83)		(34)	
Total revenues		18,411	 1,722	 8,482	(7,561)		21,054	
Operating expenses:								
Benefits		16,333	1,277	_	(172)		17,438	
Operating costs		2,111	460	8,052	(7,228)		3,395	
Depreciation and amortization		116	 22	 50	(28)		160	
Total operating expenses		18,560	 1,759	 8,102	(7,428)		20,993	
(Loss) income from operations		(149)	(37)	380	(133)		61	
Interest expense		_	_	-	91		91	
Other expense, net			 	 	30		30	
(Loss) income before income taxes and equity in net earnings		(149)	(37)	380	(254)		(60)	
Equity in net losses			 	 (4)			(4)	
Segment (loss) earnings		(149)	(37)	376	(254)		(64)	
Net income attributable to non-controlling interests		_	 	(1)			(1)	
Segment (loss) earnings attributable to Humana	\$	(149)	\$ (37)	\$ 375	\$ (254)	\$	(65)	
Benefit ratio		89.0 %	86.6 %				87.9 %	
Operating cost ratio		11.5 %	26.8 %	94.9 %			16.1 %	

Consolidating Statements of Income—For the year ended December 31, 2022 (Unaudited)

		Retail	Group and Specialty	lthcare rvices	Eliminations/ Corporate		Consolidated		
Revenues—external customers Premiums:			 						
Individual Medicare Advantage	\$	65,591	\$ _	\$ _	\$	_	\$	65,591	
Group Medicare Advantage		7,297	_	_		_		7,297	
Medicare stand-alone PDP		2,269	 	 		_		2,269	
Total Medicare		75,157	_	_		-		75,157	
Fully-insured		743	3,733	_		-		4,476	
Specialty		_	1,703	_		-		1,703	
Medicaid and other		6,376	 	 		_		6,376	
Total premiums		82,276	 5,436	 		_		87,712	
Services revenue:									
Home Solutions		_	_	2,333		_		2,333	
Pharmacy Solutions		_	_	1,036		_		1,036	
Provider Services		_	_	568		_		568	
ASO and other		33	806	_		_		839	
Total services revenue		33	806	3,937		_		4,776	
Total revenues—external customers		82,309	6,242	3,937		_		92,488	
Intersegment revenues	<u></u>	_	56	31,332	(31,3	388)			
Investment income		207	 16	 8	1	l51		382	
Total revenues		82,516	6,314	35,277	(31,2	237)		92,870	
Operating expenses:			_						
Benefits		71,985	4,186	_	(4	181)		75,690	
Operating costs		7,663	1,689	33,448	(30,1	L29)		12,671	
Depreciation and amortization		527	 91	205	(1	L14)		709	
Total operating expenses		80,175	5,966	33,653	(30,7	724)		89,070	
Income (loss) from operations		2,341	348	1,624	(5	513)		3,800	
Gain on sale of KAH Hospice		_	_	(237)		_		(237)	
Interest expense		_	_	_	4	101		401	
Other expense, net		_	 	_		68		68	
Income (loss) before income taxes and equity in net earnings		2,341	348	1,861	(9	982)		3,568	
Equity in net earnings (losses)		18	 	 (22)		_		(4)	
Segment earnings (loss)	<u></u>	2,359	348	1,839	\$ (9	982)		3,564	
Net loss (income) attributable to non-controlling interests		5		(1)		_		4	
Segment earnings (loss) attributable to Humana	\$	2,364	\$ 348	\$ 1,838	\$ (9	982)	\$	3,568	
Benefit ratio		87.5 %	77.0 %					86.3 %	
Operating cost ratio		9.3 %	26.8 %	94.8 %				13.7 %	

Consolidating Statements of Income—For the year ended December 31, 2021 (Unaudited)

	 Retail	Grou Spe	up and ecialty	 Healthcare Services		inations/ rporate	Co	nsolidated
Revenues—external customers Premiums:								
Individual Medicare Advantage	\$ 58,654	\$	_	\$ _	\$	_	\$	58,654
Group Medicare Advantage	6,955		_	_		_		6,955
Medicare stand-alone PDP	 2,371		_	 				2,371
Total Medicare	 67,980		_	 				67,980
Fully-insured	731		4,271	_		_		5,002
Specialty	_		1,731	_		_		1,731
Medicaid and other	 5,109		_	 				5,109
Total premiums	 73,820		6,002	 				79,822
Services revenue:								
Home Solutions	_		_	1,166		_		1,166
Pharmacy Solutions	_		_	637		_		637
Provider Services	_		_	413		_		413
ASO and other	 23		816	 				839
Total services revenue	 23		816	 2,216				3,055
Total revenues—external customers	 73,843		6,818	 2,216		_		82,877
Intersegment revenues	1		40	29,022		(29,063)		_
Investment income	 200		14	 4		(31)		187
Total revenues	 74,044		6,872	 31,242		(29,094)		83,064
Operating expenses:								
Benefits	64,907		4,951	_		(659)		69,199
Operating costs	6,764		1,687	29,801		(28,131)		10,121
Depreciation and amortization	 436		85	 177		(102)		596
Total operating expenses	 72,107		6,723	 29,978		(28,892)		79,916
Income (loss) from operations	1,937		149	1,264		(202)		3,148
Interest expense	_		_	_		326		326
Other income, net	 _		_	 		(532)		(532)
Income before income taxes and equity in net earnings	1,937		149	1,264		4		3,354
Equity in net earnings	 _		_	65		_		65
Segment earnings	1,937		149	1,329		4		3,419
Net income attributable to non-controlling interests	 _		_	 (1)		_		(1)
Segment earnings attributable to Humana	\$ 1,937	\$	149	\$ 1,328	\$	4	\$	3,418
Benefit ratio	 87.9 %		82.5 %					86.7 %
Operating cost ratio	9.2 %		24.6 %	95.4 %				12.2 %

### **Footnotes**

(a) Reconciliation of Retail segment (loss) income from operations:

Non-GAAP Retail (loss) income from operations (in millions)	4Q22	4Q21	FY 2022	FY 2021
(Loss) income from operations	(\$93)	(\$149)	\$2,341	\$1,937
Amortization associated with identifiable intangibles	6	4	25	16
(Loss) income from operations - Adjusted	(\$87)	(\$145)	\$2,366	\$1,953

(b) Reconciliation of Group and Specialty income (loss) from operations:

Non-GAAP Group and Specialty income (loss) from operations (in millions)	4Q22	4Q21	FY 2022	FY 2021
Income (loss) from operations	\$66	(\$37)	\$348	\$149
Amortization associated with identifiable intangibles	1	1	5	5
Income (loss) from operations - Adjusted	\$67	(\$36)	\$353	\$154

(c) The Healthcare Services segment Adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA) includes GAAP segment earnings attributable to Humana with adjustments to add back depreciation and amortization expense, interest expense, and income taxes. Adjusted EBITDA includes results from all lines of business within the segment. Adjusted EBITDA also includes the impact of Humana's minority interest related to the strategic partnership with Welsh, Carson, Anderson & Stowe (WCAS) to develop and operate senior-focused, payor-agnostic, primary care centers, as well as Humana's minority interest ownership of KAH operations based on the timing of previously disclosed transactions..

Non-GAAP Healthcare Services Adjusted EBITDA (in millions)	4Q22	4Q21	FY 2022	FY 2021
Income from operations	\$336	\$380	\$1,624	\$1,264
Equity in net (losses) earnings	(7)	(4)	(22)	65
Non-controlling interest income	_	(1)	(1)	(1)
Depreciation and amortization expense	54	50	210	190
Interest and taxes	22	_	34	39
Adjusted EBITDA 4Q and FY 2022 Adjusted EBITDA excludes impact of KAH Hospice gain/adjustment	\$405	\$425	\$1,845	\$1,557