


Coventry Health Care

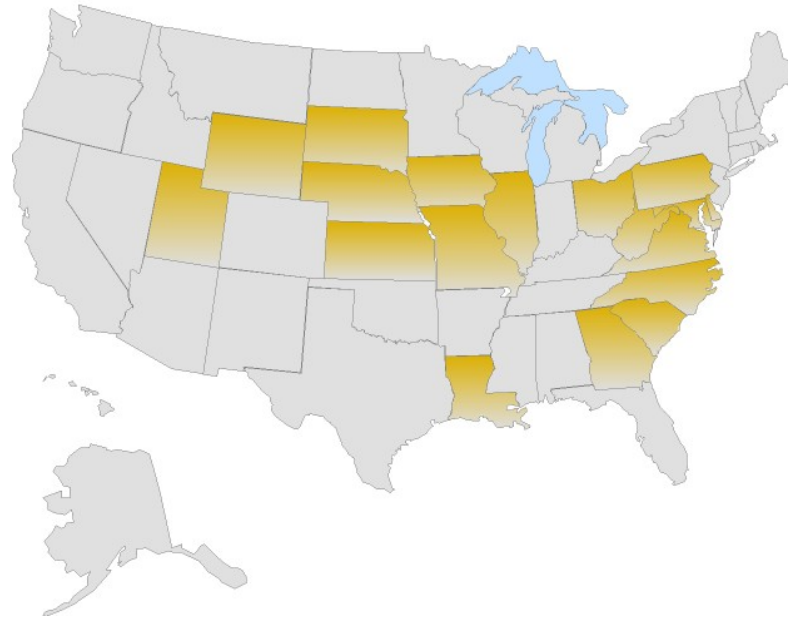




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Companies profiled to date include Aetna, Assurant, Blue Cross Blue Shield of Florida, Blue Cross Blue Shield of Massachusetts, CareFirst BlueCross BlueShield, CIGNA, Coventry Health Care, Health Care Service Corporation (HCSC), Health Net, Humana, Kaiser Permanente, UnitedHealth Group, WellCare and WellPoint.

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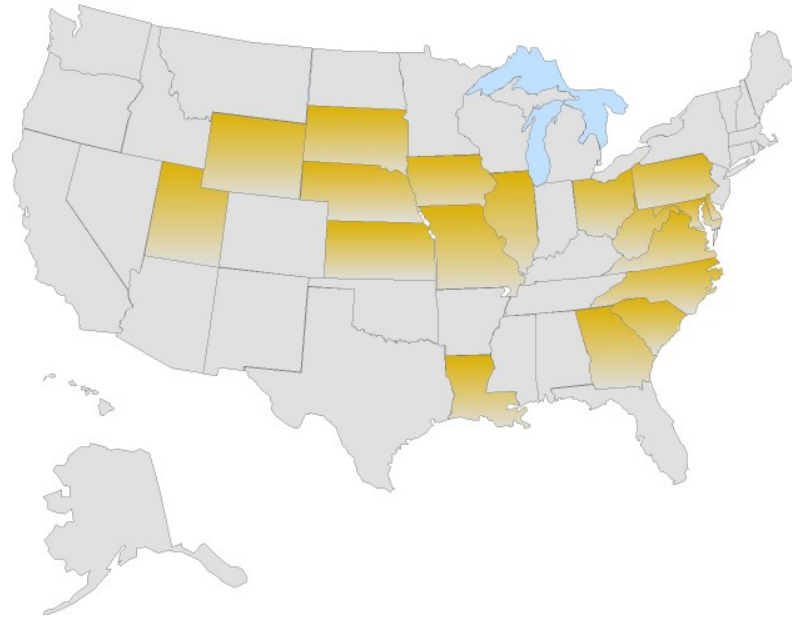
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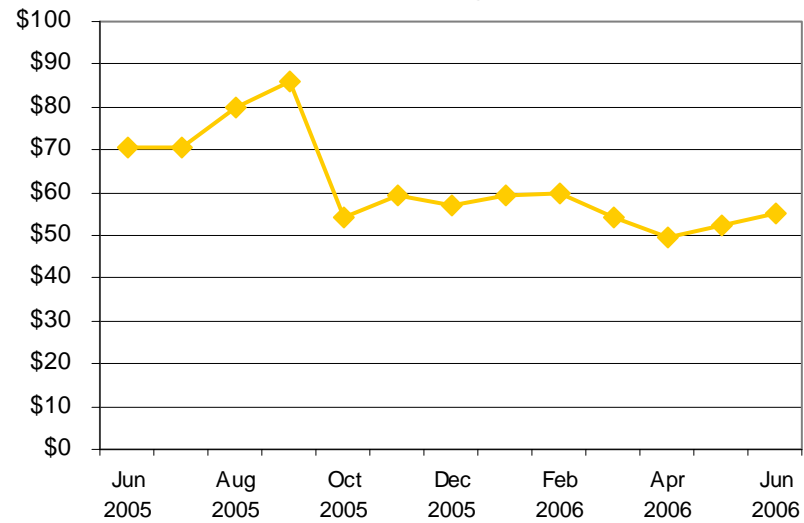
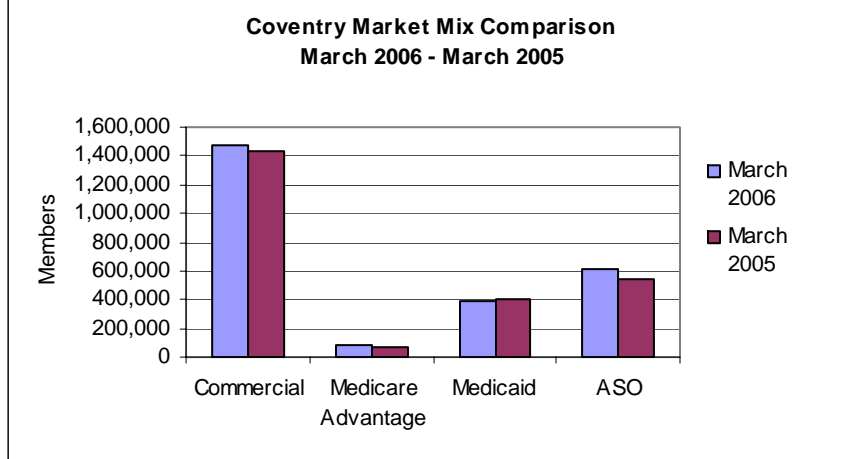
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Company Blueprint



Stock Overview	Product Insights																																											
<p>NYSE: CVH</p> <p>Coventry: Closing Stock Price</p>  <table border="1"> <caption>Coventry: Closing Stock Price</caption> <thead> <tr> <th>Month</th> <th>Price (\$)</th> </tr> </thead> <tbody> <tr><td>Jun 2005</td><td>70</td></tr> <tr><td>Jul 2005</td><td>70</td></tr> <tr><td>Aug 2005</td><td>80</td></tr> <tr><td>Sep 2005</td><td>85</td></tr> <tr><td>Oct 2005</td><td>55</td></tr> <tr><td>Nov 2005</td><td>60</td></tr> <tr><td>Dec 2005</td><td>58</td></tr> <tr><td>Jan 2006</td><td>60</td></tr> <tr><td>Feb 2006</td><td>60</td></tr> <tr><td>Mar 2006</td><td>55</td></tr> <tr><td>Apr 2006</td><td>50</td></tr> <tr><td>May 2006</td><td>52</td></tr> <tr><td>Jun 2006</td><td>55</td></tr> </tbody> </table>	Month	Price (\$)	Jun 2005	70	Jul 2005	70	Aug 2005	80	Sep 2005	85	Oct 2005	55	Nov 2005	60	Dec 2005	58	Jan 2006	60	Feb 2006	60	Mar 2006	55	Apr 2006	50	May 2006	52	Jun 2006	55	<p>Coventry</p> <p>Coventry Market Mix Comparison March 2006 - March 2005</p>  <table border="1"> <caption>Coventry Market Mix Comparison</caption> <thead> <tr> <th>Market Mix</th> <th>March 2006</th> <th>March 2005</th> </tr> </thead> <tbody> <tr><td>Commercial</td><td>1,474,000</td><td>1,486,000</td></tr> <tr><td>Medicare Advantage</td><td>80,000</td><td>75,000</td></tr> <tr><td>Medicaid</td><td>385,000</td><td>393,000</td></tr> <tr><td>ASO</td><td>612,000</td><td>592,000</td></tr> </tbody> </table> <p>Source: 2006 Form 10-Q</p>	Market Mix	March 2006	March 2005	Commercial	1,474,000	1,486,000	Medicare Advantage	80,000	75,000	Medicaid	385,000	393,000	ASO	612,000	592,000
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<p>Latest Developments</p> <p>Coventry</p> <ul style="list-style-type: none"> Coventry reported earnings of \$135.5 million or 84 cents per share in the three-month period ending June 2006. In July 2006, Coventry announced that Mike Burke joined the Company as Vice President & National Sales Manager, Medicare Distribution. In January 2006, Coventry completed its acquisition of Providers Synergies, LLC, a company that manages Preferred Drug Lists and negotiates rebates on behalf of state government and commercial clients. 	<p>Membership Trend</p> <p>Coventry</p> <table border="1"> <thead> <tr> <th>Membership Mix</th> <th>1Q06</th> <th>2005</th> <th>1Q05</th> </tr> </thead> <tbody> <tr><td>Commercial</td><td>1,474,000</td><td>1,486,000</td><td>1,429,000</td></tr> <tr><td>Medicare</td><td>80,000</td><td>75,000</td><td>73,000</td></tr> <tr><td>Medicaid</td><td>385,000</td><td>393,000</td><td>403,000</td></tr> <tr><td>Total Risk members</td><td>1,939,000</td><td>1,954,000</td><td>1,905,000</td></tr> <tr><td>Non-risk (ASO)</td><td>612,000</td><td>592,000</td><td>544,000</td></tr> <tr><td>Total membership</td><td>2,551,000</td><td>2,546,000</td><td>2,449,000</td></tr> </tbody> </table> <p>Source: 2005 Form 10-K and 2006 Form 10-Q</p>	Membership Mix	1Q06	2005	1Q05	Commercial	1,474,000	1,486,000	1,429,000	Medicare	80,000	75,000	73,000	Medicaid	385,000	393,000	403,000	Total Risk members	1,939,000	1,954,000	1,905,000	Non-risk (ASO)	612,000	592,000	544,000	Total membership	2,551,000	2,546,000	2,449,000															
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Coventry's health plans served more than 2.5 million medical members as of March 31, 2006. The majority (76%) are covered by risk-based plans.

Coventry Health Care (Coventry) is a national managed health care company based in Bethesda, Maryland operating health plans, insurance companies, network rental/managed care and workers' compensation services companies. Coventry provides a full range of risk and fee-based managed care products and services, including HMO, PPO, POS, Medicare Advantage, Medicare Prescription Drug Plans, Medicaid, Workers' Compensation services and Network Rental to a broad cross section of individuals, employer and government-funded groups, government agencies, and other insurance carriers and administrators in all 50 states as well as the District of Columbia and Puerto Rico.

- Coventry has two operating segments: Health Plans and First Health. Coventry's Health Plans segment serves 17 markets in 20 states. Coventry's health plans operate under the names Altius Health Plans, Carelink Health Plans, Coventry Health Care, Coventry Health and Life, Group Health Plan, HealthAmerica, HealthAssurance, HealthCare USA, OmniCare, PersonalCare, Southern Health and WellPath. Coventry's health plans generally are located in small to mid-sized metropolitan areas.
- Coventry's Health Plan segment offers a range of managed care products to employer groups and government agencies. In addition, in selected markets, it participates in Medicaid and Medicare Advantage programs.
- During 2005, Coventry completed the acquisition of First Health Group Corp. and began to strategically position the newly combined company for profitable growth. Coventry provides access to health care through a nationwide network of more than 700,000 health care professionals, including over 418,000 primary care and specialist doctors and 4,231 hospitals.

Source: Coventry Health Care

Coventry has recently been focused on continuing cost containment efforts and expanding provider networks to support national accounts growth in 2007.

Coventry Health's cost control focus in 2005 yielded high operating margins and a favorable response from Wall Street. Some analysts have suggested that Coventry, with competitive cost advantage, will experience enrollment growth over the next few years. Analysts also expect to see a revitalization of national accounts enrollment in 2007. Coventry Health may selectively pursue additional acquisitions in 2006.

- HealthAmerica partnered with Valley Preferred in Pennsylvania to create a lower-cost, regional health plan. Starting July 1, 2006, Harrisburg-based HealthAmerica will start offering Lehigh Select with 900 doctors and three Lehigh Valley Hospitals in the network. Lehigh Select is a three-tiered plan that offers subscribers lower out-of-pocket costs when they visit one of the 900 Valley Preferred providers who participate with the Lehigh Select plan.
- Cost control measures yielded 12% operating margins for 2005, among the most favorable in the industry.
- In 2005, Coventry acquired First Health Group Corp. for \$1.8 billion. This purchase extended their reach to 50 states and added 4,500 hospitals and 450,000 doctors and clinics to their national provider network. The First Health acquisition also included a worker's compensation TPA.
- Coventry is banking on improved leverage with suppliers to contain costs while offering more options to members.

Coventry's growth strategy has been through acquisition. Since 1987, the Company successfully acquired 21 health plans. Coventry's goal is to be a major player in secondary markets.

- WellPath Select, a former Duke University Health System subsidiary now owned by Coventry, has experienced membership growth in the last year. Membership was reported in the first quarter of 2006 at 126,000, up nearly 7 percent over the same period last year. Revenue, at \$210 million, was up 1.3 percent in 2005 over 2004. Although ranked last among the state's four largest health insurers in size, WellPath has positioned its pricing to take on market leaders including Blue Cross and Blue Shield of North Carolina.
- WellPath Select announced its initial participating provider agreements with Charleston-area health systems. The providers, which will be serviced from the organization's local Charleston office, are East Cooper Regional Medical Center, Trident Health System, Colleton Medical Center, and the Medical University of South Carolina. Working with business leaders in the Charleston area in cooperation with United Physicians, an 800 member physician organization, WellPath is supporting a community health initiative to provide employers of all sizes more viable health coverage options.
- With offices in Charleston and North Carolina, WellPath provides health care coverage to a wide range of small and large employers, and to individuals. WellPath now serves approximately 130,000 people in the Carolinas, with affiliated companies providing coverage to almost 50,000 more.

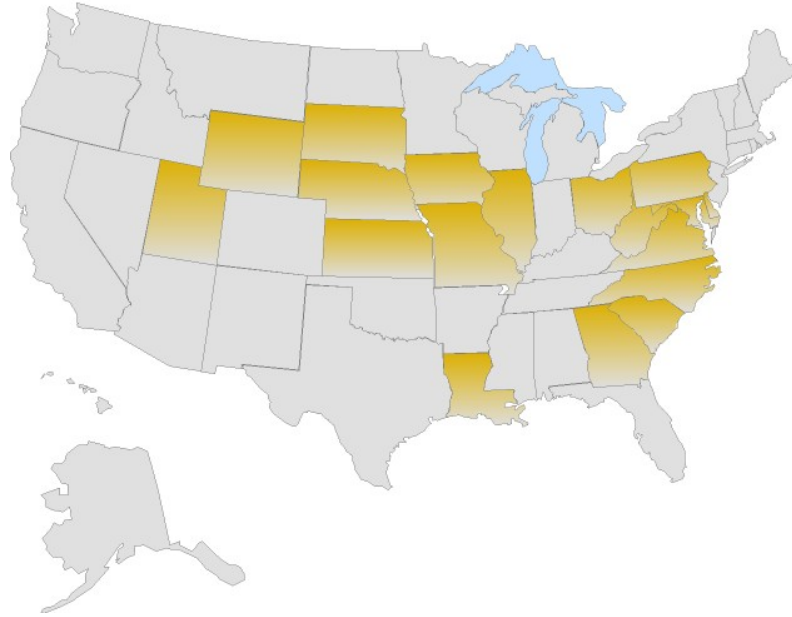
Coventry's objective is to look for viable opportunities in markets in which it currently operates or that are in contiguous geographies.

- Coventry announced that U.S. District Judge Federico A. Moreno ruled in favor of Coventry and dismissed all remaining claims filed against the company as a part of the Charles B. Shane litigation, a national class action lawsuit initiated by a group of physicians.
- Coventry's strategic effort is to grow its market share in Maryland, particularly in the small group market, businesses with two and 50 employees. Reportedly, Coventry is making in-roads with insurance brokers in the Baltimore area.
- Temple University Health System's four Philadelphia hospitals have joined the provider network of HealthAmerica and HealthAssurance.
- HealthAmerica and HealthAssurance were awarded Excellent Accreditation by the National Committee for Quality Assurance (NCQA), the highest accreditation status possible.
- Lower Bucks Hospital and HealthAmerica signed a two-year agreement making the hospital a part of the insurers' growing network. The agreement enhances the provider network of HealthAmerica, HealthAssurance, and affiliated companies in southeastern Pennsylvania and offers their members access to one of the premier hospitals in the region.
- Carelink will move a majority of the administration jobs West Virginians hold to Virginia by April. Company leaders do not yet know how many jobs will go south, but expect the total to be less than half of the roughly 75 people Carelink employs. MinuteClinic, which supports 73 health care centers in retail and office locations in nine states, announced that it has become a participating provider with Coventry. Coventry members who visit MinuteClinics at certain locations will pay the office visit co-pay indicated by their plans. Coventry has had a relationship with MinuteClinic since 2005 through a pilot in the Greater Baltimore area.

Coventry HealthAmerica and HealthAssurance have made a number of recent management changes to strengthen their market position.

- Vance Sible, RHU, HIA has been appointed to the position of Vice President of Sales for the National Accounts Division of First Health Group Corp., a subsidiary of Coventry Health Care, Inc. In this capacity, Mr. Sible will be responsible for achieving sales and marketing objectives among self-funded (Administrative Services Only) employer groups with at least 300 enrolling employees in the states of New York and New Jersey. Mr. Sible has 23 years of extensive experience in the group insurance industry and has worked as a Regional Manager for Great- West Healthcare and most recently as a Director of Strategic Accounts for UnitedHealthcare.
- HealthAmerica and HealthAssurance announced that Michael A. Kasper has joined the companies as executive vice president. In this role, Mr. Kasper oversees all areas of operation in central and eastern Pennsylvania, including marketing, sales, account management, medical management, government programs, and provider contracting and servicing. In addition, Mr. Kasper will oversee the company's growth in southeastern Pennsylvania and the Lehigh Valley. Most recently, Mr. Kasper served as the president and chief executive officer of Coventry Health Care of Louisiana.
- Douglas Callenberger has been appointed to the position of director of sales for HealthAmerica's southeastern Pennsylvania operations. In this position, Mr. Callenberger will be responsible for the growth and development of the company's southeastern market. He will also be responsible for developing and implementing a comprehensive sales plan, leading a team of sales and account management staff to achieve specific marketing objectives, as well as collaborating with broker and consultant partners and customers. Prior to this role, Mr. Callenberger served as regional sales manager of the company's eastern Pennsylvania region.

Performance Tables



Public health insurance companies are required to report performance to the U.S. Securities and Exchange Commission (SEC) as well as state insurance regulators. Private and/or mutual insurance companies report to insurance regulators only. Performance measures will vary slightly, dependent upon the reporting source.

Enrollment and financial data included in the following tables was compiled using company financial reports filed with the U.S. Securities and Exchange Commission (SEC) and the National Association of Insurance Commissioners (NAIC).

Performance exhibits were developed to present accurate accounts of company health insurance business. However, reporting requirements vary based on the type of insurance company as well as the type of products or services offered.

Important Observations about Health Insurer Financial Reporting:

Public companies submit annual 10-K and quarterly 10-Q reports to the SEC. SEC financial reporting standards are generally set by the American Institute of Certified Public Accountants using Generally Accepted Accounting Principles (GAAP).

Public, private and/or mutual insurers file annual and quarterly reports with state insurance regulators. Most states require insurers to use Statutory Accounting Principles (SAP) set forth by the NAIC.

NAIC reporting requirements for Health Companies differ from those for Life, Accident and Health Companies. Many companies sell health insurance through both Health and Life entities. Availability of comparative performance measures will vary dependent on the type of insurance entity.

California-based managed care organizations do not file NAIC reports; they are under the authority of the California Department of Managed Care. Reporting standards are similar to SAP but availability of comparative performance measures will vary for California managed care organizations.

Insurance companies offer insured health plans as well as administrative services only (ASO). Insured health plans are underwritten by insurers and the insurers are responsible for covering the healthcare costs of all participating members. For self-insured plans, sponsoring employers cover the healthcare costs and insurers are paid by employers to handle administration. Under federal law called ERISA (Employee Retirement Income Security Act), self-insured plans are exempt from state insurance laws.

Coventry's consolidated business reported net income of \$501 million on total revenues of \$6.6 billion for 2005.

Health Care Financials	2005 (\$000)	2004 (\$000)	2003 (\$000)
Operating Revenues	\$6,611,241	\$5,311,969	\$4,535,143
Earnings / Net Income	\$501,639	\$337,117	\$250,145
Profit Margin	7.6%	6.3%	5.5%

Membership Mix	2005	2004	2003
Commercial	1,486,000	1,483,000	1,510,000
Medicare	75,000	69,000	65,000
Medicaid	393,000	397,000	324,000
Total Risk members	1,954,000	1,949,000	1,899,000
Non-risk (ASO)	592,000	560,000	484,000
Total membership	2,546,000	2,509,000	2,383,000

Source: 2005 and 2004 Form 10-K

Annual 2005 Health Plan Business	Managed Care Premium PMPM	Medical Costs PMPM	Medical Loss Ratio
Commercial	\$246.46	\$193.37	78.55%
Medicare	\$765.58	\$614.55	80.3%
Medicaid	\$157.52	\$133.22	84.6%

Other Business Insights

- Coventry lost 11,000 commercial members as the result of Hurricane Katrina. Most of the losses sustained were in the Greater New Orleans area. Losses are expected to continue this year.
- Coventry realized increases in Medicare membership, primarily in the West Virginia market.
- ASO business accounted for 17.9% of operating revenues.
- As of February 2006, Coventry employed 9,830 people.

Source: 2005 Form 10-K filed with the U.S. Securities and Exchange Commission.

Notes:

Profit Margin = Net income divided by total revenues

Expenses to Revenue = Total expenses divided by total revenues

PMPM = Per Member Per Month

Coventry's profit margin was at 8% in the first quarter 2006 with net income of \$138 million on total revenues of \$1.72 billion.

Health Care Financials	1Q06 (\$000)	2005 (\$000)	1Q05 (\$000)
Operating Revenues	\$1,727,072	\$6,611,241	\$1,423,331
Earnings / Net Income	\$138,000	\$501,639	\$146,000
Profit Margin	8.0%	7.6%	10.3%

Source: 2005 Form 10-K and 2006 10-Q

Note: The table above does not include First Health data.

Membership Mix	1Q06	2005	1Q05
Commercial	1,474,000	1,486,000	1,429,000
Medicare	80,000	75,000	73,000
Medicaid	385,000	393,000	403,000
Total Risk members	1,939,000	1,954,000	1,905,000
Non-risk (ASO)	612,000	592,000	544,000
Total membership	2,551,000	2,546,000	2,449,000

Source: 2005 Form 10-K and 2006 10-Q

1Q06 Health Plan Business	Revenues (\$000)	Medical Costs (\$000)	Medical Loss Ratio
Commercial	\$1,127,278	\$888,886	78.9%
Medicare Advantage	\$199,431	\$163,241	81.9%
Medicaid	\$189,173	\$158,628	83.9%
Medicare Part D	\$180,614	\$177,059	98.0%

Other Business Insights

- In the first quarter, Coventry lost an additional 14,000 commercial members as the result of Hurricane Katrina. However, with gains in both the Medicare and ASO lines, total membership increased when compared to year-end 2005.
- ASO business accounted for 23.9% of enrollment.
- The majority of Medicaid membership losses were due to eligibility changes in the state of MO. Membership gains in West Virginia helped offset these losses in the first quarter 2006.

Source: 2005 Form 10-K and 2006 10Q filed with the U.S. Securities and Exchange Commission.

Notes:

Profit Margin = Net income divided by total revenues

Expenses to Revenue = Total expenses divided by total revenues

Medical Loss Ratio = Medical costs divided by revenues

Insured Health Plans: Member Mix (Annual)

Coventry plans reported a total of 1.95 million members enrolled in risk-based health plans as of December 2005.

Insured Health Plans - Member Mix by Plan - December 2005								
Source: NAIC Annual Statements filed with state insurance regulators.	Total Members		Commercial Insured Private Risk		Medicare		Medicaid	
	N	%	N	%	N	%	N	%
Coventry Total	1,952,299	100%	1,484,938	100%	74,555	100%	392,806	100%
Altius Health Plans Inc	132,608	7%	132,608	9%	0	0%	0	0%
Carelink Health Plans Inc	55,220	3%	26,792	2%	0	0%	28,428	7%
Coventry Health & Life Ins Co	152,163	8%	144,116	10%	8,047	11%	0	0%
Coventry Health Care Of DE Inc	70,683	4%	65,691	4%	0	0%	4,992	1%
Coventry Health Care Of GA Inc	38,248	2%	38,248	3%	0	0%	0	0%
Coventry Health Care of IA Inc	53,594	3%	48,246	3%	134	0%	5,214	1%
Coventry Health Care of KS Inc	139,558	7%	126,821	9%	12,737	17%	0	0%
Coventry Health Care of LA Inc	60,827	3%	60,827	4%	0	0%	0	0%
Coventry Health Care of NE Inc	49,531	3%	49,531	3%	0	0%	0	0%
Group Health Plan Inc	139,677	7%	120,927	8%	18,750	25%	0	0%
Health Amer PA Inc	174,433	9%	139,636	9%	34,797	47%	0	0%
HealthAssurance PA Inc	398,225	20%	292,254	20%	90	0%	105,881	27%
Healthcare USA Of MO LLC	162,470	8%	0	0%	0	0%	162,470	41%
OmniCare Health Plan Inc	60,965	3%	0	0%	0	0%	60,965	16%
Personalcare Ins Of IL Inc	75,960	4%	75,960	5%	0	0%	0	0%
Southern Health Services Inc	112,185	6%	95,812	6%	0	0%	16,373	4%
Wellpath Select Inc	75,952	4%	67,469	5%	0	0%	8,483	2%

Insured Health Plans: Member Mix (Quarter)

Enrollment reported by Coventry plans through March 2006 varied slightly with gains and losses. Medicare enrollment appeared to increase slightly with KS being the exception.

Insured Health Plans - Member Mix by Plan - March 2006								
Source: NAIC Annual Statements filed with state insurance regulators.	Total Members		Commercial Insured Private Risk		Medicare		Medicaid	
	Dec 2005	Mar 2006	Dec 2005	Mar 2006	Dec 2005	Mar 2006	Dec 2005	Mar 2006
Altius Health Plans Inc	132,608	135,460	132,608	135,460	0	0	0	0
Carelink Health Plans Inc	55,220	53,882	26,792	25,277	0	0	28,428	28,605
Coventry Health & Life Ins Co	152,163	168,251	144,116	156,877	8,047	11,374	0	0
Coventry Health Care Of DE Inc	70,683	84,455	65,691	79,028	0	0	4,992	5,427
Coventry Health Care Of GA Inc	38,248	41,097	38,248	41,097	0	0	0	0
Coventry Health Care of IA Inc	53,594	55,065	48,246	49,501	134	334	5,214	5,230
Coventry Health Care of KS Inc	139,558	140,130	126,821	128,882	12,737	11,248	0	0
Coventry Health Care of LA Inc	60,827	49,372	60,827	49,372	0	0	0	0
Coventry Health Care of NE Inc	49,531	50,316	49,531	50,316	0	0	0	0
Group Health Plan Inc	139,677	136,602	120,927	117,395	18,750	19,207	0	0
Health Amer PA Inc	174,433	152,387	139,636	117,183	34,797	35,204	0	0
HealthAssurance PA Inc	398,225	387,478	292,254	277,437	90	2,836	105,881	107,205
Healthcare USA Of MO LLC	162,470	153,457	0	0	0	0	162,470	153,457
OmniCare Health Plan Inc	60,965	59,912	0	0	0	0	60,965	59,912
Personalcare Ins Of IL Inc	75,960	80,178	75,960	80,178	0	0	0	0
Southern Health Services Inc	112,185	112,736	95,812	96,275	0	0	16,373	16,461
Wellpath Select Inc	75,952	73,920	67,469	65,334	0	0	8,483	8,586

Insured Health Plans: Commercial Mix (Annual)

Coventry plans reported 1.48 million members enrolled in commercial plans as of December 2005.

Insured Health Plans - Commercial Mix by Plan - December 2005										
Source: NAIC Annual Statements filed with state insurance regulators.	Commercial Members		Group Members		FEHBP Members		Individual Non-Group		Medicare Supplement	
	N	%	N	%	N	%	N	%	N	%
Coventry Total	1,484,938	100%	1,398,185	100%	75,182	100%	11,430	100%	141	100%
Altius Health Plans Inc	132,608	9%	128,195	9%	0	0%	4,413	39%	0	0%
Carelink Health Plans Inc	26,792	2%	26,792	2%	0	0%	0	0%	0	0%
Coventry Health & Life Ins Co	144,116	10%	139,796	10%	36	0%	4,284	37%	0	0%
Coventry Health Care Of DE Inc	65,691	4%	65,691	5%	0	0%	0	0%	0	0%
Coventry Health Care Of GA Inc	38,248	3%	38,217	3%	31	0%	0	0%	0	0%
Coventry Health Care of IA Inc	48,246	3%	41,868	3%	6,378	8%	0	0%	0	0%
Coventry Health Care of KS Inc	126,821	9%	112,252	8%	14,569	19%	0	0%	0	0%
Coventry Health Care of LA Inc	60,827	4%	54,001	4%	6,750	9%	76	1%	0	0%
Coventry Health Care of NE Inc	49,531	3%	49,380	4%	151	0%	0	0%	0	0%
Group Health Plan Inc	120,927	8%	111,728	8%	9,064	12%	135	1%	0	0%
Health Amer PA Inc	139,636	9%	104,540	7%	34,449	46%	647	6%	0	0%
HealthAssurance PA Inc	292,254	20%	292,254	21%	0	0%	0	0%	0	0%
Healthcare USA Of MO LLC	0	0%	0	0%	0	0%	0	0%	0	0%
OmniCare Health Plan Inc	0	0%	0	0%	0	0%	0	0%	0	0%
Personalcare Ins Of IL Inc	75,960	5%	70,198	5%	3,754	5%	1,867	16%	141	100%
Southern Health Services Inc	95,812	6%	95,804	7%	0	0%	8	0%	0	0%
Wellpath Select Inc	67,469	5%	67,469	5%	0	0%	0	0%	0	0%

Insured Health Plans: Commercial Mix (Quarter)

Nine Coventry plans reported gains in commercial enrollment as of March 2006.

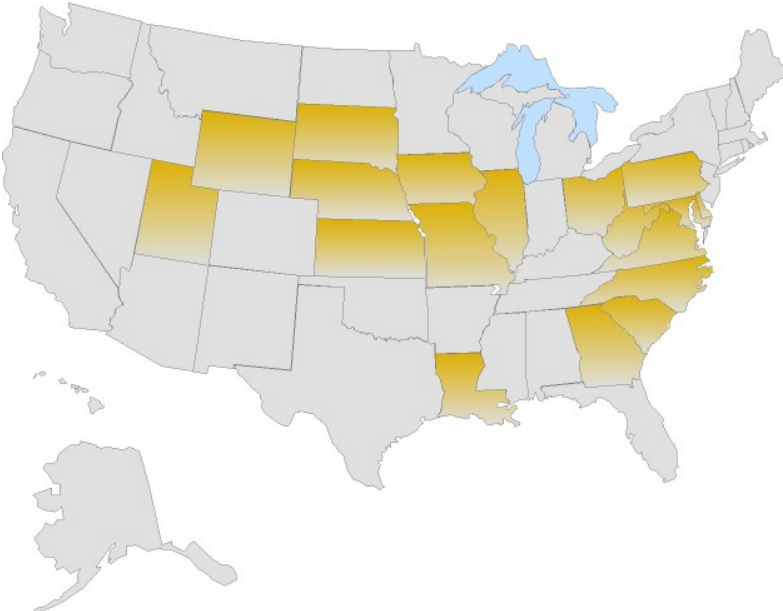
Insured Health Plans - Commercial Mix by Plan - March 2006										
Source: NAIC Annual Statements filed with state insurance regulators.	Commercial Members		Group Members		FEHBP Members		Individual Non-Group		Medicare Supplement	
	Dec 2005	Mar 2006	Dec 2005	Mar 2006	Dec 2005	Mar 2006	Dec 2005	Mar 2006	Dec 2005	Mar 2006
	Altius Health Plans Inc	132,608	135,460	128,195	130,734	0	0	4,413	12,378	0
Carelink Health Plans Inc	26,792	25,277	26,792	25,277	0	0	0	4,726	0	0
Coventry Health & Life Ins Co	144,116	156,877	139,796	151,786	36	44	4,284	0	0	0
Coventry Health Care Of DE Inc	65,691	79,028	65,691	79,028	0	0	0	5,047	0	0
Coventry Health Care Of GA Inc	38,248	41,097	38,217	41,065	31	32	0	0	0	0
Coventry Health Care of IA Inc	48,246	49,501	41,868	43,082	6,378	6,419	0	0	0	0
Coventry Health Care of KS Inc	126,821	128,882	112,252	115,280	14,569	13,602	0	0	0	0
Coventry Health Care of LA Inc	60,827	49,372	54,001	43,377	6,750	5,413	76	0	0	0
Coventry Health Care of NE Inc	49,531	50,316	49,380	50,109	151	207	0	582	0	0
Group Health Plan Inc	120,927	117,395	111,728	109,581	9,064	7,638	135	0	0	0
Health Amer PA Inc	139,636	117,183	104,540	85,189	34,449	31,994	647	176	0	0
HealthAssurance PA Inc	292,254	277,437	292,254	277,437	0	0	0	0	0	0
Healthcare USA Of MO LLC	0	0	0	0	0	0	0	0	0	0
OmniCare Health Plan Inc	0	0	0	0	0	0	0	0	0	0
Personalcare Ins Of IL Inc	75,960	80,178	70,198	74,558	3,754	3,659	1,867	0	141	0
Southern Health Services Inc	95,812	96,275	95,804	96,267	0	0	8	1,839	0	122
Wellpath Select Inc	67,469	65,334	67,469	65,334	0	0	0	8	0	0

Insured Health Plans: Underwriting Snapshot (Annual)

Coventry insured health plans reported commercial premiums totaling \$4.2 billion and paid out related claims totaling \$3.4 billion for 2005.

Insured Health Plans - Underwriting Snapshot - December 2005									
Source: NAIC Annual Statements filed with state insurance regulators.	Commercial Insured Private Risk			Medicare			Medicaid		
Claims ratios approximate the percent of health premiums spent on healthcare claims.	Premium (\$000)	Claims (\$000)	Claims Ratio	Premium (\$000)	Claims (\$000)	Claims Ratio	Premium (\$000)	Claims (\$000)	Claims Ratio
Coventry Total	\$4,247,543	\$3,414,403	80%	\$676,350	\$550,552	81%	\$756,599	\$627,525	83%
Altius Health Plans Inc	\$287,090	\$238,394	83%	\$0	\$0	-	\$0	\$0	-
Carelink Health Plans Inc	\$89,568	\$78,609	88%	\$0	\$49	-	\$39,017	\$27,107	69%
Coventry Health & Life Ins Co	\$364,522	\$294,650	81%	\$74,571	\$65,449	88%	\$0	\$0	-
Coventry Health Care Of DE Inc	\$178,626	\$142,487	80%	\$0	\$0	-	\$15,616	\$13,067	84%
Coventry Health Care Of GA Inc	\$90,899	\$65,620	72%	\$0	\$0	-	\$0	\$0	-
Coventry Health Care of IA Inc	\$134,936	\$110,797	82%	\$235	\$243	103%	\$9,680	\$8,411	87%
Coventry Health Care of KS Inc	\$344,319	\$259,723	75%	\$113,706	\$82,301	72%	\$0	\$0	-
Coventry Health Care of LA Inc	\$225,435	\$211,654	94%	\$0	\$0	-	\$0	\$0	-
Coventry Health Care of NE Inc	\$122,843	\$108,740	89%	\$0	\$0	-	\$0	\$0	-
Group Health Plan Inc	\$373,512	\$304,149	81%	\$158,873	\$128,630	81%	\$0	\$0	-
Health Amer PA Inc	\$469,424	\$372,964	79%	\$328,599	\$273,398	83%	\$0	\$0	-
HealthAssurance PA Inc	\$842,924	\$640,200	76%	\$366	\$481	131%	\$128,024	\$112,713	88%
Healthcare USA Of MO LLC	\$0	\$0	-	\$0	\$0	-	\$344,285	\$290,312	84%
OmniCare Health Plan Inc	\$0	\$0	-	\$0	\$0	-	\$156,502	\$121,967	78%
Personalcare Ins Of IL Inc	\$235,566	\$184,850	78%	\$0	\$0	-	\$0	\$0	-
Southern Health Services Inc	\$291,941	\$249,603	85%	\$0	\$0	-	\$46,087	\$38,051	83%
Wellpath Select Inc	\$195,938	\$151,963	78%	\$0	\$0	-	\$17,387	\$15,897	91%
Corporate Health Ins Co	\$128,523	\$52,377	41%	\$13,351	\$1,596	12%	\$0	\$0	-

Competitive Landscape



Competition at a Glance

	Medical Membership	Business Developments	Strategic Alliances	Medicare Part D As of July 2006	CDHC Initiatives
Aetna	15.4 million medical members 5.24 million risk-based 10.17 million self-insured	CFO Alan M. Bennett impending retirement in early 2007 Ronald Williams named Chairman, President and CEO	Broadspire acquisition for disability Minute Clinics	409,040 enrolled	Consumerism pioneer 614,000 in HRA & HSA plans
CIGNA	9 million medical members 2 million risk-based 7 million self-insured	ChoiceLinx acquisition MCC acquisition (NV)	HealthPartners network alliance NationsHealth Medicare alliance Kmart Medicare alliance	212,637 enrolled	ChoiceFund Reportedly 250,000 CDHP members
Coventry	2.55 medical members 1.94 million risk-based .61 million self-insured	First Health Group Corp acquisition. Acquired Providers Synergies, LLC, a company that manages preferred Drug Lists	HealthAmerica aligned with Valley Preferred to create a new regional health coverage plan in central PA	742,533 enrolled	Slowly introducing consumer-driven plans in key markets (KS, MO and PA)
UnitedHealth	25.9 million medical members (Includes @ 5.4 mil Medicare Supplement members from Ovations) 21.3 million risk-based 4.6 million self-insured	Acquired PacifiCare Health Systems	American Diabetes Association African American academic health centers and business leaders	5.7 million enrolled	Reportedly, more than 1.6 million CDHP members
WellPoint	34 million medical members 17.6 million risk-based 16.3 million self-insured	Acquired WellChoice, and its subsidiary Empire BlueCross BlueShield Acquired Medicaid plan from QualChoice Health Plan	Resolution Health for medical data analysis	1.25 million enrolled	Power Suite FlexScape

SWOT Analysis

Coventry's Strengths ↑	Coventry's Weaknesses ↓
<p>Strong secondary market position supported by local market growth</p> <p>Low cost structure with centralized operations</p> <p>Conservative, disciplined pricing with tight medical cost controls</p> <p>Consistent membership growth</p> <p>National PPO network through First Health</p> <p>Acquisition target</p>	<p>First Health workers compensation revenue challenges</p> <p>Integration of First Health</p> <p>Acquisition target</p> <p>Slow to develop CDHC products</p>
Market Opportunities ↗	Market Threats ↘
<p>Individual products</p> <p>National accounts</p> <p>Medicare expansion</p> <p>Medicaid RFP's</p>	<p>National competitors</p> <p>Unpredictable government reimbursement rates</p> <p>More diverse health insurance competition</p> <p>Difficult pricing environment</p>

SWOT Guide	
Strengths ↑	A company's core competencies and advantages.
Weaknesses ↓	A company's drawbacks and disadvantages.
Opportunities ↗	Market developments and trends that may afford the company a competitive advantage.
Threats ↘	Market developments and trends that may pose obstacles and block a company's opportunities.

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