UNI	TEC)HE/	ALTH	G R	P. NYS	SE-UNH	R	ecent /	57.5	9 P/E Rati	o 18.	3 (Traili Medi	ing: 21.9) ian: 12.0)	RELATIV P/E RATI		5 DIV'D YLD	1.6	6%	/ALUI LINE	=		
		4	d 10/28/16	High: Low:	64.6 42.6	62.9 41.4	59.5 45.8	57.9 14.5	33.3 16.2	38.1 27.1	53.5 36.4	60.8 49.8	75.9 51.4	104.0 69.6	126.2 95.0	158.1 107.5					Range 2021	
SAFETY TECHNI		Raised 3 Lowere	d 10/14/16	11 Re	.0 x "Cash elative Pric	n Flow" p s e Strength	sh														320	
BETA .8		= Market) ROJECTI	ONE	2-for-1 sp 2-for-1 sp Options:	olit 5/05 Yes		. –														200	
	9-21 Pr Price		Ann'l Total Return	Shaded	area indic	ates recess	sion									10,000					120	
High 1		(+10%) (-10%)	5% Nil											,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	<u> </u>						100 80	
Inside	J F M		JAS		مو ^{ر را ر} ار ر			1				հեղես	10 ^{101 11}	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,							60	
	0 0 0 9 4 1 4 1 3 2	9 0 1 5			******		•••••••			որդոր	1 1 1					********					40	
		Decisio	ns							• <u> </u>			•••••	••••				% 10	T. RETUR THIS \ STOCK	N 10/16 /L Arith.* Index	_18	
to Buy to Sell	522 599	548 577	551 581	Percent shares traded	t 30 - 20 - 10 -		llulu						Julia d		La Inte			1 yr. 3 yr.	22.1 117.5	6.4 15.7	E	
Hid's(000) 2000	832977 2001			2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	5 yr. © VAL	218.8 UE LINE P	76.0 U B. LLC	19-21	
16.65 .75	19.00 .95			28.94 2.30	33.41 2.76	53.19 3.59	60.20 4.35	67.60 3.86	75.97 4.20	86.70 5.25	95.20 5.86	108.56	123.98 7.09	136.77	164.86 7.88	193.80 10.15	207.95 11.60		es per sh low" per :	sh	273.50 16.30	
.53	.70	1.06	1.48	1.97	2.48	2.97	3.42	2.95	3.24	4.10	4.73	5.28	5.50	5.70	6.01	8.00	9.15	Earning	spersh ^	۱.	12.90	
.01 .19	.01 .34			.02	.03 .37	.03 .54	.03 .70	.03	.03 .64	.41 .81	.61 1.00	.80 1.05	1.05 1.32	1.41 1.60	1.88 1.63	2.38 1.70	2.60 1.80		Decl'd per Dending p		3.60 2.10	
2.91 1268.9	3.15 1234.5			8.33 1286.0	13.06 1358.0	15.47 1345.0	16.01 1253.0	17.30	20.58	23.78 1086.0	26.44	30.60 1019.0	32.54 988.00	34.02 954.00	35.39 953.00	40.85 950.00	45.40 945.00		alue per si n Shs Out		60.85 925.00	
19.6	22.5	19.9	16.4	17.1	20.7	17.2	15.3	10.9	8.1	8.0	9.8	10.4	11.9	14.7	19.4	Bold fig	ures are	Avg An	n'I P/E Rat	io	12.5	
1.27 .0%	1.15 .0%			.90 .0%	1.10 .1%	.93 .1%	.81 .1%	.66 .1%	.54 .1%	.51 1.2%	.61 1.3%	.66 1.5%	.67 1.6%	.77 1.7%	.98 1.6%		e Line nates		P/E Ratio n'I Div'd Y		.78. 2.3%	
CAPITAL STRUCTURE as of 9/30/16 Total Debt \$33224 mill. Due in 5 Yrs \$16000 mill.							75431	81186	87138	94155	101862	110618	122489	130474	157107	184100	196500		es (\$mill)		253000	
LT Debt				erest \$14		10.7% 670.0	11.5% 796.0	9.0% 981.0	8.4% 991.0	9.5% 1064.0	9.4% 1124.0	9.5% 1309.0	9.0% 1375.0	9.0%	8.1% 1693.0	8.7% 2050	9.5% 2300		ng Margin ation (\$mi		<u>11.3%</u> 3150	
(40% 01 Cap 1)						4159.0 36.3%	4654.0 36.3%	3660.0 35.9%	3822.0 34.2%	4634.0 37.2%	5142.0 35.4%	5526.0 35.9%	5625.0 36.4%	5619.0 41.8%	5813.0 42.6%	7600 41.0%	8650 41.0%		fit (\$mill) Tax Rate		11935 40.0%	
5.8% 6.2							6.2%	4.5%	4.4%	4.9%	5.0%	5.0%	4.6%	4.3%	3.7%	4.1%	4.4%	Net Pro	iit Margin		4.7%	
No Defined Benefit Pension Plan 5973.0 9063. Pfd Stock None 20810 20060							d2948 9063.0	d4771 11338	d3963 9009.0	d5307 8662.0	d3572 10656	d6064 14041	d7501 14891	d7067 16007	d11259 25460	d15300 26000	d14200 25500		g Cap'l (\$n erm Debt (10000 23500	
							20063	20780	23606	25825	28292 13.9%	31178 12.9%	32149 12.6%	32454 12.1%	33725 10.4%	38800	42900 13.5%	00 Shr. Equity (\$mill)			56300	
Commo	on Stoci	k 951,816	5,220 shs.			20.0%	16.9% 23.2%	17.6%	16.2%	14.1% 17.9%	18.2%	17.7%	17.5%	17.3%	17.2%	13.0% 19.5%	20.0%	Return	on Shr. Eq	uity	16.0% 21.0%	
MARKE	T CAP:	\$150 bil	lion (Larg	ge Cap)		19.8% 1%	23.0% 1%	17.4%	16.0% 1%	16.2% 10%	15.9% 13%	15.1%	14.2% 19%	13.1% 24%	11.9% 31%	14.0% 30%	14.5% 28%		d to Com I Is to Net F		15.5% 28%	
CURRE	_L.)	SITION	2014		9/30/16				th Group						,			al cost ra	atio: 81.79	% in 20 ⁻		
Cash A Receiva			4252	12911 6523	15667 14849 5252	ments:	UnitedH	ealthcare		based h	nealth car	e benefit	ts), Op-	LLC, 5.	9%; Van	guard, 5	.7%; We	llington M		%; offs.	& dirs.,	
Other 10068 12205 5252 Current Assets 23556 31639 35768 Accts Payable 21287 26324 29494					ments: UnitedHealthcare (network-based health care benefits), Op- tumHealth, OptumInsight, and OptumRx (information and technol- ogy based health services, consulting, and PBM). Acquired Oxford Wichmann. Inc.: MN. Address: 9900 Bren Road East, Minnetonka																	
Debt Du Other		4	1399 7937	6634	29494 7202 14400				12/05; Si										.unitedhe			
Current			30623	42898	51096				Grou has										pace, do mo			
of change	(per sh)	10 Yrs	s. 5 Yı		'19-'21										eavy lifting (more color below). Also, our arnings call out to late decade has been							
Revenues 17.0% 13.0% 12.0% "Cash Flow" 12.5% 11.0% 14.0% Earnings 11.0% 11.0% 15.0%																up a	up and now approaches the					
Dividen Book V	ds	55.0 14.3	0% 56.	.5% 1	5.0% 7.0% 0.0%	swee	pon	electi	on day	pron	npted	a flig	ht to	It ap	pear	s the	sky		e limi			
Cal-	RTERLY R	EVENUES ((\$ mill.)	 quality among healthcare stocks. Optum branches. Demand for these UnitedHealth is the cream of the crop in services is skyrocketing. The pharmacy 																		
endar 2013			Sep.30 30624		Year 122489				vident investo					bene	fits a	rm h	as b	een g	rowin	g raj	pidly	
2014 31708 32574 32759 33433 130474 droves. In that vein, much of the											ne tur	rmoil	consu	ılting	and	healt	th se	rvices	divis	sions		
2016 44527 46485 46293 46795 184100 1 2017 47675 48425 49650 50750 196500						rega	regarding what the new regime will do to								are no slouches. The name of the game due to all the uncertainty in the healthcare							
Cal- EARNINGS PER SHAREA Full ha															ield has been cost cutting. Using UNH's lifferent branches, particularly from an							
endar	endar Mar.31 Jun.30 Sep.30 Dec.31 Year for						for next year, with three states (Nevada, o								outsourcing perspective, helps companies							
2014 1.10 1.42 1.63 1.55 5.70 fore					fore,	ore, the overhang of this dilemma is hard-th								reach this goal. Changes brought about by the ACA has catapulted Optum's lineup to								
2016 1.81 1.96 2.17 2.06 8.00																	rel, and regardless of how it is he coming months, we do not					
Z017 Z.15 Z.25 Z.45 Z.50 9.15 t Cal- QUARTERLY DIVIDENDS PAID ^B Full Ful						tradi	trading at unprecedented heights. see the gain										s here slowing down.					
endar Mar.31 Jun.30 Sep.30 Dec.31 Year							timate by a dime, to \$9.15. Losses from gest invest										s recent strength, we sug- cors pass on this top-quality nese price levels. The strong					
2012 .1625 .2125 .2125 .2125 .80 2013 .2125 .28 .28 .28 1.05 .2044 .29 .275 .275 .275 .275									s had l ning b										els. T quota			
2014 2015	.28 .375		.50	.50	1.41 1.88	will	likely	not	be the re bus	case	next	year.	The	our c	omfor M. M.	t leve	l .		Deceml		•	
			xcludes r	nonrecurri	 ng histo	0	0		June, Se							Co	mpany's	Financia	al Strengt		A++	
gains/(los Next earr	ses): '(nings re	00, 4¢; ' port due	07, (8¢); mid-Janua	'08, (55) ary.	¢). ber, (C)	and Dece	ember. intangibl		5, \$52.8 k					- F		Sto	ck's Pric	ce Stabil	ity –		85 85	
(B) Quar	terly div	idend init	tiated 6/10). Dividen	ds \$55.	63/share.			believed to		blo and ir	provided	without	variantias	of ony kin	Ear	rnings Pi	redictabi	lity		100	

 gains/(losses):
 00, 4¢; 07, (8¢); 08, (50¢).
 Def, and December.

 Next earnings report due mid-January.
 (C) Includes intangibles. In '15, \$52.8 billion,

 (B) Quarterly dividend initiated 6/10. Dividends
 \$55.63/share.

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