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November 2003

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Investor Presentation

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SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This presentation contains certain forward-looking information about Anthem, Inc. (Anthem), WellPoint Health Networks Inc. (WellPoint) and the combined company after completion of the transactions that are intended to be covered by the safe harbor for "forward-looking statements" provided by the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that are not historical facts. Words such as "expect(s)", "feel(s)", "believe(s)", "will", "may", "anticipate(s)" and similar expressions are intended to identify forward-looking statements. These statements include, but are not limited to, financial projections and estimates and their underlying assumptions; statements regarding plans, objectives and expectations with respect to future operations, products and services; and statements regarding future performance. Such statements are subject to certain risks and uncertainties, many of which are difficult to predict and generally beyond the control of Anthem and WellPoint, that could cause actual results to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include: those discussed and identified in public filings with the U.S. Securities and Exchange Commission (SEC) made by Anthem and WellPoint; trends in health care costs and utilization rates; our ability to secure sufficient premium rate increases; competitor pricing below market trends of increasing costs; increased government regulation of health benefits and managed care; significant acquisitions or divestitures by major competitors; introduction and utilization of new prescription drugs and technology; a downgrade in our financial strength ratings; litigation targeted at health benefits companies; our ability to contract with providers consistent with past practice; our ability to consummate Anthem s merger with WellPoint, to achieve expected synergies and operating efficiencies in the merger within the expected timeframes or at all and to successfully integrate our operations; such integration may be more difficult, timeconsuming or costly than expected; revenues following the transaction may be lower than expected; operating costs, customer loss and business disruption, including, without limitation, difficulties in maintaining relationships with employees, customers, clients or suppliers, may be greater than expected following the transaction; the regulatory approvals required for the transaction may not be obtained on the terms expected or on the anticipated schedule; our ability to meet expectations regarding the timing, completion and accounting and tax treatments of the transaction and the value of the transaction consideration; future bioterrorist activity or other potential public health epidemics; and general economic downturns. Readers are cautioned not to place undue reliance on these forward-looking statements that speak only as of the date hereof. Neither Anthem nor WellPoint undertakes any obligation to republish revised forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. Readers are also urged to carefully review and consider the various disclosures in Anthem s and WellPoint s various SEC reports, including but not limited to Annual Reports on Form 10-K for the year ended December 31, 2002 and Quarterly Reports on Form 10-Q for the reporting periods of 2003.

ADDITIONAL INFORMATION AND WHERE TO FIND IT

This presentation may be deemed to be solicitation material in respect of the proposed merger of Anthem and WellPoint. In connection with the proposed transaction, a registration statement on Form S-4 will be filed with the SEC. SHAREHOLDERS OF ANTHEM AND STOCKHOLDERS OF WELLPOINT ARE ENCOURAGED TO READ THE REGISTRATION STATEMENT AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, INCLUDING THE JOINT PROXY STATEMENT/PROSPECTUS THAT WILL BE PART OF THE REGISTRATION STATEMENT, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED MERGER. The final joint proxy statement / prospectus will be mailed to shareholders of Anthem and stockholders of WellPoint. Investors and security holders will be able to obtain the documents free of charge at the SEC s web site, www.sec.gov, from Anthem Investor Relations at 120 Monument Circle, Indianapolis, IN 46204-4903, or from WellPoint Investor Relations at 1 WellPoint Way, Thousand Oaks, CA 91362.

PARTICIPANTS IN SOLICITATION

Anthem, WellPoint and their directors and executive officers and other members of their management and employees may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Anthem s Current Report on Form 8-K, which was filed with the SEC on October 27, 2003, contains information regarding Anthem s participants and their interests in the solicitation. Information concerning WellPoint s participants is set forth in the proxy statement, dated March 31, 2003, for Wellpoint s 2003 annual meeting of stockholders as filed with the SEC on Schedule 14A. Additional information regarding the interests of Anthem s and WellPoint s participants in the solicitation of proxies in respect of the proposed transaction will be included in the registration statement and joint proxy statement/prospectus filed with the SEC.

| Anthem l | Profile |
|----------|---------|
|----------|---------|

WellPoint Profile

Merger Summary

Agenda

| Nevada |
|---|
| Colorado |
| Ohio |
| Indiana |
| Connecticut |
| New Hampshire |
| Maine |
| Anthem Profile |
| Full range of healthcare and specialty products |
| Fastest growing public healthcare company |
| 11.8 million medical members |
| Regional business model |
| National capabilities |
| BCBS licenses in 9 states |
| #1 market share in 8 of 9 states |
| Anthem |
| BCBS Coverage |

| Executing | 9 | Simr | ماد | Strategy |
|------------------|---|------|-----|----------|
| Execumi | а | эши | ne | Strategy |

Customers Are First

Regional Model

Disciplined Focus

Drivers to Success

Grow Profitable Enrollment

Reduce Administrative Costs

Optimize the Cost of Healthcare, While Improving the Health of Our Members

Provide Distinctive Service

Strong Cash Management

Profitable Enrollment Growth Medical Membership 8 7 11 2000 2001 2002 2003(E) (millions) +7-8% 3Q03 = 11.8 million3Q03 vs 3Q02 Growth by **Customer Segment** 6% 1% 17% Sm. Group Gov t Indiv. Nat 1 2% 12% Lg.

Group

National Accounts

Gaining Strength in the Market Place

Strong retention of existing accounts

24 new account wins for 2004

Value Proposition

Blue Cross Blue Shield Brand

Access to BlueCard networks nationwide

Demonstrated evidence of provider discounts (ClaimsQuest)

Interactive Realtime Information System (IRIS)

Dedicated Business Unit Model

| Specialty Product Opportunities |
|---|
| Cross Selling to Existing Customers |
| Membership (mm) |
| Pharmacy |
| 5.3 |
| Dental |
| 2.4 |
| Life |
| 0.9 |
| Behavioral Health |
| 3.2 |
| Vision |
| 0.4 |
| New Specialty Products |
| Specialty membership as of September 30, 2003 |
| Total Benefit Solutions for Customers |

| 24.2% |
|-----------------------------------|
| 21.2% |
| 19.6% |
| 19.3% |
| 1999 |
| 2000 |
| 2001 |
| 2002 |
| Systems consolidation |
| Shared service platform |
| Investments in technology |
| Process improvements |
| Administrative Expense Discipline |
| Strategies For Improvement |
| 1998 |
| 26.3% |
| 3Q03 = 18.7% |
| |

| Asthma |
|---|
| Diabetes |
| Coronary disease |
| Heart failure |
| High risk pregnancy |
| Renal disease |
| Quality Care Through Physician Collaboration |
| Diabetes |
| Coronary Disease |
| General Population |
| Program Members |
| PMPM Cost Savings |
| Optimize the Cost of Care |
| Disease Management Programs |

Priorities for Cash Flow

| 1. Invest in businesses |
|----------------------------|
| 2. Acquisitions |
| 3. Share repurchase |
| 4. Debt reduction |
| Net Income |
| Cash Flow |
| Operating Cash Flow |
| (\$ in millions) |
| 2000 |
| 2001 |
| 2002 |
| \$226 |
| \$685 |
| \$342 |
| \$655 |
| \$549 |
| \$991 |
| Strong Cash Management |

Long Term Earnings Growth

Profitable Membership Growth

Continuous Administrative Expense Ratio Improvement

Stable Benefit Expense Ratio

Enrollment growth in every region

Expand market share

Specialty penetration

Systems consolidation

Contain costs in non-customer touch point areas

Disciplined underwriting and pricing

Medical management initiatives

15% + Earnings Growth Model

| Operating Revenue |
|---------------------------|
| <u>Diluted EPS</u> |
| Strong Financial Momentum |
| \$5.30-\$5.35 |
| \$4.51 |
| \$3.30 |
| \$2.18 |
| 2001 |
| 2002 |
| 2003(E) |
| 2000 |
| 3Q03 = \$1.38 |
| \$10.1 |
| \$13.0 |
| ~\$16.5 |
| \$8.5 |
| 2001 |
| 2002 |
| 2003(E) |
| 2000 |
| 3Q03 = \$4.2 billion |
| |

(\$ in billions)

| Anthem | Profile |
|--------|----------------|
|--------|----------------|

WellPoint Profile

Merger Summary

Agenda

This presentation contains non-GAAP financial measures, as defined in the rules of the Securities and Exchange Commission. As required by the rules, a reconciliation of those measures to the most directly comparable GAAP measures is available at the WellPoint website, which can be found at www.wellpoint.com

| Non-Blue |
|--|
| Brands |
| Second largest health plan in U.S. |
| Broad range of medical and specialty products |
| Organized by customer segment with a diverse customer base |

WellPoint Profile

| CHOICE = VALUE |
|---------------------|
| Pharmacy |
| Dental |
| Behavioral Health |
| Life/Long Term Care |
| Disability |
| Medical Management |
| Network Access |

Broad Product Choice

Market Segment

| Size |
|--|
| Individual |
| 1 |
| Senior |
| 1 |
| Small Group |
| 2 50 |
| Key Accounts |
| 51 250 |
| Major Accounts |
| 251 2,000 |
| Special Accounts |
| 2,001+ |
| Public Entities* |
| varies |
| State Sponsored Programs** |
| varies |
| Organized by Customer Segment |
| * Employees of schools, municipalities, Federal Employees Program |
| ** Beneficiaries of Medicaid, State Children Health Insurance Program and similar programs |
| to better understand and meet the unique needs of these customers |

Diverse Customer Base

September 30, 2003 Enrollment

461,000 Seniors

1,471,000

Individual

1,396,000 Small Group

4,132,000 Large Group Insured

5,020,000 Large Group ASO*

713,000 Other State Sponsored Programs

840,000

Medi-Cal

^{*} Includes 1.4 million network access members

Regional Concentration

Health care is locally delivered

and locally consumed

Better network leverage

Greater actuarial precision

More efficient marketing/operations

UNICARE regions

HealthLink states (also includes Missouri, Indiana & Illinois)

Blue Cross license service areas

| Membership Growth |
|--------------------------|
| 10,528 |
| 2,797 |
| 4,485 |
| 6,638 |
| 6,892 |
| 7,515 |
| 8,201 |
| California |
| Membership |
| Growth: |
| 17% |
| 7% |
| 15% |
| 8% |
| 27% |
| 6% |
| 7% |
| Total Medical Membership |
| (in thousands) |
| 13,223 |
| 11% |
| 14,033 |
| 3%* |

*Reflects growth from September 30, 2002

Top Ten Health Plans*

<u>1995</u>

Source: Bear Stearns, Centers for Medicare & Medicaid Services, Office of Actuary, U.S. Census Bureau, and SEC filings of

publicly traded companies

Total Insured 223.7 Million

Top 10 = 61.1 Million

Top 10 = 100.4 Million

2003*

Total Insured 245.4 Million

Medical Members

Medical Members

* Top 10 Health Plans as of 6/30/03: UNH, WLP, AET,CI, ATH, Kaiser Foundation, Health Care Services Corp., HUM, HNT, WC

Big Plans Will Get Larger

Fragmented Industry Many smaller, regional players in key geographies Georgia Missouri Texas Illinois **Alameda Alliance for Health** Care 1st Health Plan **Chinese Community Health Plan Community Health Group Community Health Plan** Contra Costa Health Plan Health Plan of San Joaquin **Inland Empire Health Plan Interplan Corp** One Health Plan of CA **Primecare Medical Network ProMed Health Care Administrators Safeguard Health Plans** San Francisco Health Plan Santa Clara Family Health Plan **Scripps Clinic Health Plan Sharp Health Plan Sistemas Medicos Nacionales**

Universal Care

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| Western Health Advantage |
|---|
| Athens Area Health Plan |
| Columbus Physician Organization |
| Healthcare, Inc. |
| HealthOne |
| Medical Resource Network |
| One Health Plan of GA |
| Phoebe Health Partners, Inc. |
| Represents more than 18 million lives in these states |
| California |
| Harmony Health Plan of Ill. |
| Health Alliance Medical Plans, Inc. |
| Health Marketing, Inc. |
| Healthcare s Finest Network |
| One Health Plan of Ill., Inc. |
| OSF HealthPlans, Inc. |
| Quincy Health Care Management |
| RCare PPO |
| Rockford Health Plans |
| The Preferred Plan, Inc. |
| Trinity PHO, Ltd. |
| Union Health Service, Inc. |
| Community Care Plus |
| Community Health Plan |
| Cox Health System, Inc. |
| Family Health Partners |

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FirstGuard Health Plan

Group Health Plan

Health Care USA, Missouri, LLC

Mercy Health Plans of Mo. Inc.

One Health Plan of Kansas/Missouri, Inc.

Access Direct-A preferred Provider Network

Advantage Care Network, Inc.

Alliance Regional Health Network

Brazos Valley Health Network

Galaxy Health Network

IntegraHome

Preferred Care

ProAmerica

SETON Healthcare Network

TexCare Partnership

The MEGS Life & Health Ins. Co.

USA Managed Care Organization

Sources: InterStudy PPO Directory and Performance Report 3.0;

The InterStudy Competitive Edge, Part I: HMO Directory, July 1, 2002

Source: NIHCM Foundation, 2002, RWJF-sponsored project. Based on 2001 data.

Uninsured Opportunity

14 million

9 million

18 million

Eligible for public programs but not enrolled

Earn < 100% FPL

Low income, not eligible for public programs

Earn 100-199% FPL

Moderate to high income

11.4 million earn >300% FPL

6.4 million earn 200 299% FPL

Uninsured

Existing Medicaid and SCHIP Programs

Expanded government programs?

Existing commercial programs

Potential Solutions

Enrollment programs

Education

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| Community outreach | |
|---------------------------|--|
| Demonstrate value | |
| Potential tax subsidies | |
| Increased State funding ? | |

Federal assistance?

| Agent support |
|--|
| Community |
| programs |
| Media relations |
| Partnership |
| activities |
| Example: HealthyCheck Program in California |
| Experience higher incidence of preventable and manageable chronic diseases |
| Limited access to health care services |
| Affordable and convenient preventive health screenings |
| Partner with hospitals |
| Ethnic Outreach Programs |

| WellPoint |
|---------------------|
| Membership |
| Asthma |
| Congestive |
| Heart Failure |
| ESRD |
| Diabetes |
| Depression |
| Oncology |
| High risk pregnancy |
| Etc. |
| 20% |
| 80% |
| Members with |
| chronic conditions |
| WellPoint |
| Membership |
| WellPoint |
| Medical Costs |
| 8% |
| 24% |
| 68% |
| 7% |
| 23% |

70%

Targeted Medical Management

Cost Variations

September 19, 2000

on where you live.

Total Abdominal

Hysterectomy

The operation you get often depends

Cholecystectomy Total Knee Replacement **CA Hospital A** \$25,100 \$27,000 \$ 28,700 **CA Hospital B** \$ 2,200 \$ 1,700 \$ 3,000 **GA Hospital A** \$11,400 \$12,500 \$ 21,100 **GA Hospital B** \$ 2,800 \$ 2,800

| 8,700 |
|---------------|
| MO Hospital A |
| \$26,200 |
| \$18,200 |
| \$119,400 |
| MO Hospital B |
| \$ 3,100 |
| \$ 9,600 |
| \$ 24,900 |
| TX Hospital A |
| \$37,700 |
| \$18,600 |
| \$ 41,000 |
| TX Hospital B |
| \$14,700 |
| \$ 2,100 |
| |

\$

\$ 24,700

Constraints on physician time and resources do not allow for the in-depth counseling and assistance necessary for the effective treatment of chronic illnesses

RN Directed

RN gives didactic telephonic education without assessing member motivation or underlying barriers to change

Multi Disciplinary

Health Coaching

Health Coaching is a multidisciplinary, facilitative approach to enhance members ability to selfmanage conditions

Physician Centric

Health Coaching Model

Fourth largest PBM with approximately 31 million members Offers full spectrum of PBM services **WellPoint Pharmacy Management** Provide innovative programs to manage drug trend Clinical programs are outcomes-focused and patient-centric Clinical / Medical Management **Clinical Business Plan Intervention Programs Therapy Management Disease Management Patients-At-Risk Formulary Management Treatment Guidelines P&T Committees Manufacturer Discounts Preferred Rx Programs Prior Auth Center ReViewPoint® Online Reporting Claims Processing Claims Keying Online DUR Network Management National Network Customized Local Networks**

MAC Programs

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| Incentive Programs |
|----------------------------------|
| Benefit Designs |
| Interventions |
| Account Management |
| Sales Support |
| Business Strategies |
| |
| Pharmacy Care Management |
| <u>PrecisionRx</u> |
| Integrated Mail Service Pharmacy |
| Specialty Pharmacy |

Consultative

Services

Dental

PPO, DHMO & FFS

Life

Basic & supplemental group term, dependent coverage, AD&D

Disability

Group STD & LTD

Behavioral

Full range of Behavioral Health

Health

services, including EAP plans

WC MCS

Network management, bill review, medical management and case management, all on non-risk basis

Other Specialty Products

| Health Care Segment |
|---|
| Specialty Segment |
| 87% |
| 13% |
| Total WellPoint Profitability* |
| **Represents growth in segment net income for the 9 months ended September 30, 2003 versus the comparable prior-year period |
| *Excluding corporate and other segment |
| Specialty Products Contribute to WellPoint s Profitability |
| Nine months ended |
| <u>September 30, 2003</u> |
| Health Care Segment |
| Specialty Segment |
| 88% |
| 12% |
| Nine months ended |
| <u>September 30, 2002</u> |
| Health Care Segment |
| 35% |
| Specialty Segment |
| 56% |
| Growth** |

G & A Expense Ratio Trends*

(%)

* General and administrative expense ratio is calculated as a percentage of premium revenue and management services

and other revenue combined

Leveraging Technology to Improve Margins

330 bp improvement

WLP Financial Highlights \$9.2 Total Revenue (in billions) \$7.5 \$4.0 \$5.6 \$6.5 \$17.3 \$12.4 \$14.8 \$ \$ CAGR = 28%* *As of December 31, 2002. CAGR = (FV/PV)^{1/n} 1, where FV is the future value, PV is the present value, and n is the number of years.

WLP Financial Highlights \$297.2 \$198.5 \$224.9 \$263.0 (a) Before extraordinary items and cumulative effect of accounting change, if applicable **(b)** 1997 income from continuing operations of \$229.4 million excludes: i) \$9.0 million of nonrecurring costs, net of tax, related to write-down of the Company s dental practice management operations, discontinuance of certain medical practice management operations, and severance and retention payments associated with the GBO acquisition, ii) \$4.5 million charge, net of tax, associated with prior investments in certain distribution channels outside of California, and iii) \$18 million of investment gains in HPI, net of tax (c) 1998 income from continuing operations of \$319.5 million excludes a charge of \$29.0 million, net of tax, related WellPoint s previous holdings in FPA Medical Management, Inc. and the impact of favorable IRS tax ruling of \$85.5 million (d) 2002 income from continuing operations before extraordinary item of \$694.1 million excludes \$33.2 million of net realized investment gains, net of tax As of December 31, 2002. CAGR = $(FV/PV)^{1/n}$ 1, where FV is the future value, PV is the present value, and n is the number of years. **Income from Continuing Operations** (in millions) \$342.3

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\$660.9

\$414.7

\$663.7

CAGR = 22%

(b)

(a)

(c)

(d)

(e)

(e)

| Anthem l | Profile |
|----------|---------|
|----------|---------|

WellPoint Profile

Merger Summary

Agenda

| Transaction Summary |
|---|
| Consideration Per WLP Share: |
| Transaction Price ¹ : |
| Form of Consideration: |
| Pro Forma Fully-Diluted |
| Ownership: |
| Expected Closing: |
| Required Approvals: |
| ¹ Based on Anthem closing price as of October 24, 2003 |
| \$23.80 cash and |
| 1 ATH share |
| \$101.06 per WLP share |
| 76% stock, 24% cash |
| Mid-2004 |
| ATH and WLP shareholders |
| DOIs, CA Dept. of Managed Health Care and other regulators |
| BCBSA |
| Hart-Scott-Rodino |
| 47% Anthem, 53% WellPoint |

| Name: |
|------------------------------|
| WellPoint, Inc. |
| Headquarters: |
| Indiana |
| Board Representation: |
| 60% Anthem, 40% WellPoint |
| Chairman: |
| Leonard Schaeffer |
| President and CEO: |
| Larry Glasscock |
| Chief Financial Officer: |
| David Colby |
| Co-Heads of Integration: |
| Mike Smith, Alice Rosenblatt |
| Transaction Summary |

| Geographi | c Concentration | | | |
|-----------|----------------------|-----------|--|--|
| Anthem | | | | |
| WellPoint | | | | |
| UNICARE | and HealthLink >100F | K members | | |
| CO | | | | |
| CT | | | | |
| NH | | | | |
| MA | | | | |
| GA | | | | |
| MO | | | | |
| CA | | | | |
| WI | | | | |
| TX | | | | |
| IL | | | | |
| ME | | | | |
| KY | | | | |
| IN | | | | |
| ОН | | | | |
| NV | | | | |
| VA | | | | |

| Combined Membership at 9/30/2003 = 26 million |
|--|
| (Excludes BlueCard Host Members for WellPoint) |
| Colorado 3% |
| Wisconsin 2% |
| New Hampshire 2% |
| Maine 2% |
| Nevada 1% |
| California 26% |
| Virginia 10% |
| Ohio 10% |
| Georgia 8% |
| Indiana 7% |
| Missouri 6% |
| Connecticut 6% |
| Kentucky 5% |
| Non-Blue |
| Branded |
| 12% |
| Geographic Diversification |

Frequently Asked Questions

Why now?

Why not structure as merger of equals vs. paying a premium to WLP shareholders?

What are the returns for Anthem shareholders?

Is this a defensive move because you are worried about something?

What are the benefits of this merger?

| Why Now? |
|--|
| Many expected the merger in the future, why NOT now? |
| Blue conversions may slow down in short term, but will likely continue over time |
| With effective integration, combined company will be ready for further consolidation |
| 2000 |
| 2001 |
| 2002 |
| 2003 |
| Demutualization and IPO |
| Trigon |
| Acquisition |
| ATH/WLP |
| Merger |
| announcement |
| BCBSGA acquisition |
| CBZ |
| Acquisition |
| 2000 |
| 2001 |
| 2002 |
| 2003 |
| RIT Acquisition |
| CareFirst acquisition activities |

BCBSME

Acquisition

BCBS Kansas acquisition activities

Why Not Structure As Merger of Equals vs. Paying a Premium to WLP Shareholders?

Indiana is an attractive state of domicile

Mergers of equals have challenging track records

Clear leadership and governance is necessary for successful execution

Valuation is reasonable relative to comparable transactions

Why Not Structure As Merger of Equals vs. Paying a Premium to WLP Shareholders? Acquiror **Target** Tribune Co. Times Mirror Co. Starwood Hotels & Resorts ITT Corp. Valero Energy Ultramar Diamond Dominion Resources Consolidated Natural Gas First Energy **GPU** Walt Disney Capital Cities **Undisturbed Premium**¹ 98.2%

87.4%

34.1%

30.7%

30.1%

27.4%

51

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1. Represents the premium calculated using transaction price at announcement and target closing price prior to equity market trading or media

indication of a potential transaction. Source: Publicly available data

Other Cash and Stock Deals

Occurred since 1995

Greater than \$5 billion

North American acquiror and target

CEO and HQ to acquiror

Acquiror <65% of pre-deal combined market cap

What Are the Returns for ATH Shareholders?

Accretive in 2004 excluding refinancing costs

4-6% accretion in 2005

15% EPS Growth

15% EPS Growth

Is This a Defensive Move Because
You Are Worried About Something?

The underwriting cycle is becoming a myth

Generally self-inflicted cycles in the past

Track records of underwriting discipline

Industry consolidation since mid-90 s mitigates risk

Fewer, more disciplined Blues

Same Store Membership Growth

(Since 12/31/99)

Organic growth is strong for both companies

ATH

2,700,000

WLP

1,238,000

Total

3,938,000

| * Operating income less investment income divided by premium revenue |
|--|
| -10.0% |
| -8.0% |
| -6.0% |
| -4.0% |
| -2.0% |
| 0.0% |
| 2.0% |
| 4.0% |
| 6.0% |
| 8.0% |
| 10.0% |
| 1966 |
| 1968 |
| 1970 |
| 1972 |
| 1974 |
| 1976 |
| 1978 |
| 1980 |
| 1982 |
| 1984 |
| 1986 |
| 1988 |
| 1990 |

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| 1992 |
|---|
| 1994 |
| 1996 |
| 1998 |
| 2000 |
| 2002 |
| WellPoint (1) |
| Underwriting Results as % of Revenue* |
| 66 02 |
| All Blue Plans |
| 66 02 |
| WLP |
| Blue Plans |
| Disappearance of the Underwriting Cycle ? |
| Source: BCBSA, 2002 |
| Is This a Defensive Move Because You Are Worried About Something? |

Target individual products in ATH markets

Young invincibles

Early retirees

Other uninsured

Utilize ATH experience with national accounts

ATH national accounts same store growth

14% in 2002

16% YTD 9/2003

Multi-state employers focusing more on medical costs in addition to administration expenses

Enhanced e-commerce capabilities provide higher service levels

What Are the Benefits of This Merger?

Growth Opportunities

Increase penetration of PBM services

Increased size enhances value proposition

WLP PBM experienced with carve-out and external sales

Cross-sell other specialty product sales to existing members

Dental, Life, Disability, Behavioral Health, Vision

Utilize best practices in medical management and contracting to better manage medical cost trends

Information-based decision making

Health improvement programs

National contracting (labs, DME, etc.)

What Are the Benefits of This Merger?

Growth Opportunities

What Are the Benefits of This Merger?

Operating Synergies

Recognize at least \$250 million in pre-tax synergies
Information technology

\$75 million +
Specialty businesses

\$75 million +
Operations

\$50 million +
Corporate & Shared Services

\$50 million +
Positioned to implement over 18 - 24 months:

\$50 million in 2004, \$175 million in 2005, and

Synergies represent approximately 4% to 5% of combined administrative expenses - consistent with prior transactions

\$250 million in 2006

Merger Summary

$$1 + 1 = 3$$