| EXPPESSSCRI | TST. Iop:sask |  | 23.9) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| meates |  |  | ${ }^{\text {max }}$ | \% ${ }^{\text {w }}$ |  |  |  | ${ }^{\text {anden }}$ |
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|  |  |  |  |  | + |  |  |  |
| \% \%it |  | \% | 4, |  |  |  |  |  |
|  |  | N | $\cdots$ | $\cdots$ | $\cdots$ |  |  |  |


| 1997 | 1998 | 1999 | 2000 | 2001 |
| :---: | :---: | :---: | :---: | :---: |
| 2.30 | 5.33 | 6.87 | 10.86 | 14.94 |
| . 08 | . 13 | . 22 | . 28 | . 33 |
| . 06 | . 08 | . 11 | . 15 | . 20 |
| -- | -- | -- | - |  |
| . 02 | . 05 | . 06 | . 13 | . 09 |
| . 38 | . 47 | 1.12 | 1.13 | 1.33 |
| 535.94 | 530.48 | 624.02 | 624.70 | 624.25 |
| 22.7 | 32.0 | 38.7 | 25.1 | 30.5 |
| 1.31 | 1.66 | 2.21 | 1.63 | 1.56 |
|  |  |  |  |  |
| CAPITAL STRUCTURE as of 6/30/13 |  |  |  |  |

Total Debt $\$ 14280.1$ mill. Due in 5 Yrs $\$ 8376.7$ mill.
LT Debt $\$ 13648.5$ mill. LT Interest $\$ 510.4$ mill.
(36\% of Cap')
Total Interest Coverage: 6.7x,
Leases, Uncapitalized Annual rentals $\$ 77.7$ mill. Pension Assets-12/12 \$207.5 mill Oblig. \$269.1 mill.
Common Stock 814,198,000 shs
MARKET CAP: $\$ 53.4$ billion (Large Cap)

| CURRENT POSITION | 2011 | 2012 | $6 / 30 / 13$ |
| :--- | ---: | ---: | ---: |
| (\$MILL.) |  |  |  |


| Cash Assets | 5620.1 | 2793.9 | 1342.2 |
| :---: | :---: | :---: | :---: |
| Receivables | 1915.7 | 5480.6 | 4552.8 |
| Inventory (FIFO) | 374.4 | 1661.9 | 1672.9 |
| Other | 147.8 | 820.5 | 735.0 |
| Current Assets | 8058.0 | 10756.9 | 8302.9 |
| Accts Payable | 3802.2 | 10349.1 | 8462.7 |
| Debt Due | 999.9 | 934.9 | 631.6 |
| Other | 656.0 | 1773.4 | 1524.0 |
| Current Liab. | 5458.1 | 13057.4 | 10618.3 |
| ANNUAL RATES | Past | Past Est | tt'd '10-'12 |
| of change (per sh) | $10 \mathrm{Yrs}$. | 5 Yrs. | 0'16-'18 |
| Revenues | 21.5\% | 22.0\% | 10.0\% |
| "Cash Flow" | 25.0\% | 25.5\% | 18.0\% |
| Earnings | 30.0\% | 26.5\% | 15.0\% |
| Dividends |  |  | Nil |
| Book Value | 18.0\% | 23.5\% | 22.0\% |


| Calendar | QUARTERLY REVENUES (\$ mill.) ${ }^{\text {D }}$ |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2010 | 11138 | 11289 | 11252 | 11294 | 44973 |
| 2011 | 11094 | 11361 | 11571 | 12101 | 46128 |
| 2012 | 12133 | 27504 | 26810 | 27411 | 93858 |
| 2013 | 26063 | 26425 | 25000 | 25262 | 102750 |
| 2014 | 25000 | 25375 | 26500 | 27700 | 104575 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
| 2010 | . 47 | . 56 | . 57 | . 61 | 2.21 |
| 2011 | . 61 | . 66 | . 66 | . 60 | 2.53 |
| 2012 | . 55 | . 18 | . 49 | . 62 | 1.79 |
| 2013 | . 45 | . 67 | . 68 | . 70 | 2.50 |
| 2014 | . 70 | . 75 | . 75 | . 80 | 3.00 |
| Calendar | QUARTERLY DIVIDENDS PAID |  |  |  | Full Year |
| $\begin{aligned} & \hline 2009 \\ & 2010 \\ & 2011 \\ & 2012 \end{aligned}$ |  | $\begin{aligned} & \text { CASH DI } \\ & \text { BEING } \end{aligned}$ | $\begin{aligned} & \text { IVIDEN } \\ & \text { PAID } \end{aligned}$ |  |  |

BUSINESS: Express Scripts Holding Co., is one of the largest pharmacy benefit managers in North America. It provides retail drug card programs, specialty disease management, and prescription drugs through its retail network. It also provides biopharmaceutical products directly to patients and physicians. The company had 1395.7 million adjusted claims in 2012. Acquired CuraScript 1/04;

Express Scripts' integration of Medco Health Solutions seems to be progressing. The company posted earnings of $\$ 0.67$ a share in the second quarter, nearly four times the year-earlier tally, despite a 4\% top-line slip. Margins almost doubled in the period, as it seems that many of the kinks associated with the April, 2012 deal, which made it the nation's largest pharmacy benefits manager (PBM), have been ironed out.

## In that vein, we believe that healthy

 earnings growth is in the cards for the second half of the year. Although the top line is likely to remain under pressure in the months ahead due to difficult comparisons, ongoing generic penetration, and the rolloff of claims from United Healthcare Group, which has decided to bring its PBM business in house, the operating margin ought to pick up the slack as operations are further streamlined and additional synergies are realized. In all, we look for a 35\%-40\% bottom-line advance for 2013. M anagement's earnings guidance seems to support our call.Momentum will probably remain strong next year. Costs associated with

Priority 10/05. Joint venture with AdvancePCS and Medco on RxHub, 2/01. Merged with Medco on 4/12. Off. \& dir. own less than $1 \%$ of common shares; BlackRock, about 6.3\%. (4/13 Proxy). Had about 30,215 employees in '12. Chair., CEO, and Pres.: George Paz. Inc.: DE. Add.: One Express Way, St. Louis, MO 63121. Telephone: 314-996-0900. Internet: www.express-scripts.com
the Medco transaction should be a distant memory, while the top line is expected to be the beneficiary of more-favorable legisIation and the likelihood that many uninsured parties will be receiving coverage. A double-digit earnings advance is highly likely.
Patient investors are likely to be well
rewarded. Express is an industry leader whose PBM business ought to benefit from Corporate America's ongoing efforts to temper costs. Indeed, its size and scale augur well for its 3- to 5-year growth prospects. A 2 (Above Average) Safety rank adds appeal on a risk-adjusted basis.
Still, investors need not be in a rush to hop on board this offering. ESRX stock is an Average (3) selection for Timeliness, with the loss of United Healthcare business likely to remain a concern for many in the investment community. Also, we would like to see management further address the balance sheet. Express took on a lot of debt and new equity in order to fund the Medco acquisition and is highly leveraged by historical measures.
AndreJ. Costanza
September 20, 2013
(A) Diluted earnings. Excludes nonrecurring
to total due to rounding. Next egs. report due
(D) Beginning in 2004, rever gains/(losses): '98, $\$ 0.01 ; \quad$ '99, (\$0.05); '00,
(\$0.66); '03, $\$ 0.01$ ); '04, $(\$ 0.07) ;{ }^{\prime} 05, \$ 0.04 ;$
$\$ 45,398$ million, $\$ 55.49 /$ share.

| $(\$ 0.66) ; ~ ' 03, ~(\$ 0.01) ; ~ ' 04, ~(\$ 0.07) ; ~ ' 05, ~ \$ 0.04 ; ~$ | $\$ 45,398$ million, $\$ 55.49 /$ share. |
| :--- | :--- | :--- |
| '06, \$0.02; '07, (\$0.10). Qtl'y. egs. do not sum | (C) In millions, adjusted for stock splits |

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Company's Financial Strength
Stock's Price Stability
Price Growth Persistence

