

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; 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

ANNUAL RATES Past Past Est'd '10-'12 to '16-'18 of change (per sh) 5 Yrs. 21.5% 25.0% 22.0% 25.5% Revenues "Cash Flow" 10.0% Earnings 30.0% 26.5% 15.0% Nil 22.0% Dividends Book Value 18.0% 23.5%

3802.2 999.9

656.0

5458.1 13057.4

10349.1

934 9

8462.7

10618.3

631.6

Accts Payable Debt Due

Current Liab.

QUARTERLY REVENUES (\$ mill.)D Cal-Mar.31 Jun.30 Sep.30 Dec.31 2010 11138 11289 11252 11294 44973 46128 2011 11094 11361 11571 12101 26810 27411 93858 2012 12133 27504 2013 26063 26425 25000 25262 102750 2014 25000 25375 26500 27700 104575 EARNINGS PER SHARE A Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar Year 2010 .47 .56 .61 2.21 .66 .66 2.53 2011 .61 .60 .18 .49 .55 2012 .62 1.79 45 .68 2.50 2013 .70 .67 .70 2014 .75 .75 .80 3.00 QUARTERLY DIVIDENDS PAID Calendar Mar.31 Jun.30 Sep.30 Dec.31 Year 2009 NO CASH DIVIDENDS 2010 2011 BEING PAID 2012 2013

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 iroñed 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. Management's earnings guidance seems to support our call.

Momentum will probably remain strong next year. Costs associated with

the Medco transaction should be a distant memory, while the top line is expected to be the beneficiary of more-favorable legis-lation 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 pros-pects. 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.

Andre J. Costanza September 20, 2013

(A) Diluted earnings. Excludes nonrecurring gains/(losses): '98, \$0.01; '99, (\$0.05); '00, (\$0.66); '03, (\$0.01); '04, (\$0.07); '05, \$0.04; 06, \$0.02; '07, (\$0.10). Qtl'y. egs. do not sum (C) In millions, adjusted for stock splits.

to total due to rounding. Next egs. report due late Oct. **(B)** Includes intangibles: in '12, \$45,398 million, \$55.49/share. **(D)** Beginning in 2004, revenues and COGS do not include retail copays.

Company's Financial Strength Stock's Price Stability Price Growth Persistence **Earnings Predictability**

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