

HealthSpring, Inc.
Form 10-Q
August 05, 2011
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended June 30, 2011

Commission File Number: 001-32739

HealthSpring, Inc.

(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction of

20-1821898
(I.R.S. Employer

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Incorporation or Organization)

Identification No.)

9009 Carothers Parkway

Suite 501

Franklin, Tennessee
(Address of Principal Executive Offices)

(615) 291-7000

37067
(Zip Code)

(Registrant's Telephone Number, Including Area Code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated Filer Accelerated Filer
Non-accelerated Filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common Stock, Par Value \$0.01 Per Share

Outstanding at August 1, 2011
67,900,492 Shares

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Table of Contents**Part I FINANCIAL INFORMATION****Item 1. Financial Statements.**

HEALTHSPRING, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands, except share data)

(unaudited)

	June 30, 2011	December 31, 2010
Assets		
Current assets:		
Cash and cash equivalents	\$ 260,977	\$ 191,459
Accounts receivable, net	356,260	168,893
Funds due for the benefit of members		83,429
Deferred income taxes	18,757	15,459
Prepaid expenses and other assets	13,510	17,481
Total current assets	649,504	476,721
Investment securities available for sale	572,656	551,207
Property and equipment, net	66,504	60,017
Goodwill	839,001	839,001
Intangible assets, net	345,980	365,884
Restricted investments	28,698	29,136
Risk corridor receivable from CMS	51,174	
Other assets	54,756	26,637
Total assets	\$ 2,608,273	\$ 2,348,603
Liabilities and Stockholders Equity		
Current liabilities:		
Medical claims liability	\$ 447,118	\$ 350,217
Accounts payable, accrued expenses and other	68,970	101,915
Book overdraft		19,629
Risk corridor payable to CMS	6,570	7,780
Funds held for the benefit of members	30,458	
Current portion of long-term debt	37,350	61,226
Total current liabilities	590,466	540,767
Deferred income taxes	104,621	104,301
Long-term debt, less current portion	307,436	565,649
Other long-term liabilities	6,951	5,755
Total liabilities	1,009,474	1,216,472
Stockholders equity:		
	720	619

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Common stock, \$.01 par value, 180,000,000 shares authorized, 71,995,822 issued and 67,901,158 outstanding at June 30, 2011, and 61,905,457 issued and 57,850,709 outstanding at December 31, 2010		
Additional paid-in capital	904,946	569,024
Retained earnings	751,130	622,988
Accumulated other comprehensive income, net	5,363	1,495
Treasury stock, at cost, 4,094,664 shares at June 30, 2011, and 4,054,748 shares at December 31, 2010	(63,360)	(61,995)
Total stockholders' equity	1,598,799	1,132,131
Total liabilities and stockholders' equity	\$ 2,608,273	\$ 2,348,603

See accompanying notes to condensed consolidated financial statements.

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED STATEMENTS OF INCOME**

(in thousands, except share data)

(unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Revenue:				
Premium revenue	\$ 1,362,733	\$ 756,342	\$ 2,748,869	\$ 1,505,720
Management and other fees	15,236	10,590	27,665	20,778
Investment income	3,382	1,547	6,706	2,423
Total revenue	1,381,351	768,479	2,783,240	1,528,921
Operating expenses:				
Medical expense	1,106,962	604,933	2,277,375	1,217,452
Selling, general and administrative	120,765	66,216	256,950	142,746
Depreciation and amortization	15,854	7,510	30,616	15,297
Interest expense	5,978	2,254	16,254	12,225
Total operating expenses	1,249,559	680,913	2,581,195	1,387,720
Income before income taxes	131,792	87,566	202,045	141,201
Income tax expense	(47,870)	(31,791)	(73,903)	(51,625)
Net income	\$ 83,922	\$ 55,775	\$ 128,142	\$ 89,576
Net income per common share:				
Basic	\$ 1.25	\$ 0.98	\$ 2.05	\$ 1.57
Diluted	\$ 1.23	\$ 0.98	\$ 2.01	\$ 1.56
Weighted average common shares outstanding:				
Basic	66,993,009	56,917,219	62,420,033	57,069,994
Diluted	68,157,850	57,049,980	63,637,734	57,302,567

See accompanying notes to condensed consolidated financial statements.

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****(in thousands)****(unaudited)**

	Six Months Ended June 30,	
	2011	2010
Cash flows from operating activities:		
Net income	\$ 128,142	\$ 89,576
Adjustments to reconcile net income to net cash used in operating activities:		
Depreciation and amortization	30,616	15,297
Share-based compensation	4,974	4,777
Amortization of deferred financing cost	4,469	958
Amortization on bond investments	4,724	1,088
Equity in earnings of unconsolidated affiliate	(206)	(228)
Deferred tax benefit	(5,255)	(5,501)
Write-off of deferred financing fees		5,079
Increase (decrease) in cash due to:		
Accounts receivable	(219,715)	(121,229)
Prepaid expenses and other assets	3,894	(13,850)
Medical claims liability	96,901	14,222
Accounts payable, accrued expenses, and other current liabilities	(33,890)	(7,042)
Risk corridor payable to/receivable from CMS	(52,384)	(25,539)
Other	1,349	1,598
Net cash used in operating activities	(36,381)	(40,794)
Cash flows from investing activities:		
Additional consideration paid on acquisition		(610)
Purchases of property and equipment	(17,774)	(5,544)
Purchases of investment securities	(91,299)	(327,257)
Maturities of investment securities	45,436	50,075
Sales of investment securities	25,863	51,666
Purchases of restricted investments	(11,572)	(32,522)
Maturities of restricted investments	11,982	28,025
Other	85	87
Net cash used in investing activities	(37,279)	(236,080)
Cash flows from financing activities:		
Funds received for the benefit of the members	1,027,785	416,917
Funds withdrawn for the benefit of members	(913,898)	(388,385)
Proceeds from the issuance of common stock, net	301,464	
Proceeds received on issuance of debt		200,000
Payments on long-term debt	(282,089)	(266,347)
Excess tax benefit from stock options exercised	6,660	124
Proceeds from stock options exercised	22,926	477
Change in book overdraft	(19,629)	
Purchase of treasury stock		(14,304)

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Payment of debt issue costs	(41)	(7,334)
Net cash provided by (used in) financing activities	143,178	(58,852)
Net increase (decrease) in cash and cash equivalents	69,518	(335,726)
Cash and cash equivalents at beginning of period	191,459	439,423
Cash and cash equivalents at end of period	\$ 260,977	\$ 103,697
Supplemental disclosures:		
Cash paid for interest	\$ 13,085	\$ 6,050
Cash paid for taxes	\$ 86,905	\$ 55,628

See accompanying notes to condensed consolidated financial statements.

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HEALTHSPRING, INC. AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

(1) Organization and Basis of Presentation

HealthSpring, Inc., a Delaware corporation (the "Company"), was organized in October 2004 and began operations in March 2005 in connection with a recapitalization transaction accounted for as a purchase. The Company is a managed care organization whose primary focus is on Medicare, the federal government sponsored health insurance program primarily for persons aged 65 and older, qualifying disabled persons, and persons suffering from end-stage renal disease. Through its health maintenance organization ("HMO") and regulated insurance subsidiaries, the Company operates Medicare Advantage health plans in the states of Alabama, Delaware, Florida, Georgia, Illinois, Maryland, Mississippi, New Jersey, Pennsylvania, Tennessee, Texas, and the District of Columbia and also offers both national and regional stand-alone Medicare Part D prescription drug plans ("PDPs"). The Company also provides management services to physician practices.

The accompanying condensed consolidated financial statements are unaudited and should be read in conjunction with the consolidated financial statements and notes thereto of HealthSpring, Inc. as of and for the year ended December 31, 2010, included in the Company's Annual Report on Form 10-K for the year ended December 31, 2010 as filed with the Securities and Exchange Commission (the "SEC") on February 25, 2011 (the "2010 Form 10-K").

The accompanying unaudited condensed consolidated financial statements reflect the Company's financial position as of June 30, 2011 and the Company's results of operations for the three and six months ended June 30, 2011 and 2010, and cash flows for the six months ended June 30, 2011 and 2010.

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Accordingly, certain information and footnote disclosures normally included in complete financial statements prepared in accordance with GAAP have been condensed or omitted pursuant to the rules and regulations applicable to interim financial statements. In the opinion of management, the accompanying unaudited condensed consolidated financial statements reflect all adjustments (including normally recurring accruals) necessary to present fairly the Company's financial position at June 30, 2011, its results of operations for the three and six months ended June 30, 2011 and 2010, and its cash flows for the six months ended June 30, 2011 and 2010.

The results of operations for the 2011 interim periods are not necessarily indicative of the operating results that may be expected for the full year ending December 31, 2011.

The preparation of the condensed consolidated financial statements requires management of the Company to make a number of estimates and assumptions relating to the reported amount of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the period. The most significant item subject to estimates and assumptions is the actuarial calculation for obligations related to medical claims. Other significant items subject to estimates and assumptions include the Company's estimated risk adjustment payments receivable from the Centers for Medicare & Medicaid Services ("CMS"), the valuation of goodwill and intangible assets, the useful life of definite-lived intangible assets, the valuation of debt securities carried at fair value, and certain amounts recorded related to the Company's Part D operations, including risk corridor adjustments and rebates. Actual results could differ significantly from those estimates and assumptions.

The accompanying unaudited condensed consolidated financial statements also include the accounts of variable interest entities ("VIEs") of which the Company is the primary beneficiary. As of November 30, 2010, in connection with the acquisition of Bravo Health, Inc. ("Bravo Health"), the Company holds interest in certain physician practices that are considered VIEs because the physician practices may not have sufficient capital to finance their activities separate from the revenue received from the Company. The Company is deemed to be the primary beneficiary and, under the VIE accounting rules, is deemed to control the physician entities, which have been

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HEALTHSPRING, INC. AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

consolidated. Revenues and net loss from VIEs were \$4.3 million and \$128,000, respectively, for the three months ended June 30, 2011 and \$8.5 million and \$362,000, respectively, for the six months ended June 30, 2011. Total assets of VIEs were \$3.3 million as of June 30, 2011. The Company held no variable interests requiring consolidation prior to November 30, 2010.

The Company's regulated insurance subsidiaries are restricted from making distributions without appropriate regulatory notifications and approvals or to the extent such distributions would cause non-compliance with statutory capital requirements. At June 30, 2011, \$690.8 million of the Company's \$862.3 million of cash, cash equivalents, investment securities, and restricted investments were held by the Company's regulated insurance subsidiaries and subject to these restrictions.

(2) Recently Adopted Accounting Pronouncements

Effective January 1, 2010, the Company adopted the Financial Accounting Standards Board's (FASB's) updated guidance related to fair value measurements and disclosures, which requires a reporting entity to disclose separately the amounts of significant transfers in and out of Level 1 and Level 2 fair value measurements and to describe the reasons for the transfers. In addition, effective January 1, 2011, the Company adopted FASB's updated guidance requiring a reporting entity to disclose separately Level 3 information about purchases, sales, issuances, and settlements in the reconciliation for fair value measurements using significant unobservable inputs. The updated guidance also requires an entity to should provide fair value measurement disclosures for each class of assets and liabilities and disclosures about the valuation techniques and inputs used to measure fair value for both recurring and non-recurring fair value measurements for Level 2 and Level 3 fair value measurements. The guidance was effective for interim or annual financial reporting periods beginning after December 15, 2009, except for the disclosures about purchases, sales, issuances, and settlements in the roll forward activity in Level 3 fair value measurements, which were effective for fiscal years beginning after December 15, 2010 and for interim periods within those fiscal years. The adoption of the updated guidance for fair value measurements did not have an impact on the Company's consolidated results of operations or financial condition.

In December 2010, FASB provided additional guidance on disclosure of supplementary pro forma information for business combinations. The guidance provided by FASB resolves uncertainty related to pro forma disclosures by indicating that revenue and earnings of the combined entity should be presented as though the business combination that occurred during the current year had occurred as of the beginning of the comparable prior annual reporting period only. These rules are effective on or after the beginning of the first annual reporting period beginning on or after December 15, 2010; with early adoption permitted. As these rules pertain to disclosure items only, the adoption of such rules will not have an impact on the Company's consolidated results of operations or financial condition.

(3) Acquisition of Bravo Health, Inc.

On November 30, 2010, the Company acquired all the of the outstanding stock of Bravo Health, Inc., an operator of Medicare Advantage coordinated care plans in Pennsylvania, the Mid-Atlantic region, and Texas, and a Medicare Part D stand-alone prescription drug plan in 43 states and the District of Columbia. The Company acquired Bravo Health for approximately \$545.0 million in cash, subject to a post-closing positive or negative adjustment (not to exceed \$10.0 million). The estimated fair value of the contingent consideration resulting from such post-closing adjustment was \$10.0 million as of December 31, 2010. As a result of finalizing the post-closing adjustment for \$7.0 million, the Company recorded income of \$3.0 million during the three months ended June 30, 2011. Such amount is included in management and other fee revenue on the Company's condensed consolidated statements of income. The Company expects the final post-closing adjustment of \$7.0 million to be paid to sellers during the three months ended September 30, 2011.

The Company's acquisition of Bravo Health was funded by borrowings of approximately \$480.0 million under a new credit facility and the use of cash on hand. The Company's new credit facility is described in Note 14 Debt. The results of operations for Bravo Health are included in the Company's consolidated financial statements beginning December 1, 2010.

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The total preliminary purchase price and the fair value of contingent consideration were allocated to the net tangible and intangible assets based upon their fair values as of November 30, 2010. The excess of the preliminary purchase price over the net tangible and intangible assets was recorded as goodwill. The areas of the preliminary purchase price allocation that are not yet finalized relate to both current and non-current deferred taxes which are subject to change, pending the finalization of certain tax returns.

Unaudited Pro Forma Information

The following summary of unaudited pro forma financial information presents revenue, net income and per share data of the Company, as if the acquisition of Bravo Health had occurred at the beginning of the period presented:

(dollars in thousands, except per share data)	Three Months ended June 30, 2010	Six Months ended June 30, 2010
Revenue	\$ 1,192,518	\$ 2,363,273
Net income available to common stockholders	63,259	95,069
Pro forma earnings per share:		
Basic	\$ 1.11	\$ 1.67
Diluted	\$ 1.11	\$ 1.66

The unaudited pro forma information includes the results of operations for Bravo Health for the period prior to the acquisition, with adjustments to give effect to pro forma events that are directly attributable to the acquisition and have a continuing impact, but excludes the impact of pro forma events that are directly attributable to the acquisition and are one-time occurrences. The pro forma information includes adjustments for interest expense on long-term debt and reduced investment income related to the cash used to fund the acquisition, additional depreciation and amortization associated with the purchase, and the related income tax effects. The unaudited pro forma information does not give effect to the potential impact of current financial conditions, regulatory matters or any anticipated synergies, operating efficiencies or cost savings that may be associated with the acquisition. The unaudited pro forma financial information is presented for informational purposes only and may not be indicative of the results of operations had Bravo Health been owned by the Company for the period presented, nor is it necessarily indicative of future results of operations.

(4) Accounts Receivable

Accounts receivable at June 30, 2011 and December 31, 2010 consisted of the following (in thousands):

	June 30, 2011	December 31, 2010
Medicare premium receivables	\$ 180,350	\$ 59,030
Rebates	140,383	90,148
Due from providers	35,414	19,126
Other	9,736	5,106
	365,883	173,410
Allowance for doubtful accounts	(9,623)	(4,517)

\$ 356,260 \$ 168,893

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)**

Medicare premium receivables at June 30, 2011 and December 31, 2010 include \$171.5 million and \$52.2 million, respectively, of receivables from CMS related to the accrual of retroactive risk adjustment payments. Such balance at June 30, 2011 will be collected from CMS in the 2011 third quarter. Additionally, as of June 30, 2011 \$32.3 million of receivables from CMS related to the accrual of retroactive risk adjustment payments is classified as non-current and included in other assets on the Company's condensed consolidated balance sheet. Accounts receivable relating to unpaid health plan enrollee premiums are recorded during the period the Company is obligated to provide services to enrollees and do not bear interest. The Company does not have any off-balance sheet credit exposure related to its health plan enrollees.

Rebates for drug costs represent estimated rebates owed to the Company from prescription drug companies. The Company has entered into contracts with certain drug manufacturers which provide for rebates to the Company based on the utilization of specific prescription drugs by the Company's members. Due from providers primarily includes management fees receivable as well as amounts owed to the Company for the refund of certain medical expenses paid by the Company under risk sharing agreements.

(5) Investment Securities

Investment securities, which consist primarily of debt securities, have been categorized as available for sale. The Company holds no held to maturity or trading securities. Investment securities are classified as non-current assets based on the Company's intention to reinvest such assets upon sale or maturity and to not use such assets in current operations.

Available for sale securities are recorded at fair value. Unrealized gains and losses (net of applicable deferred taxes) on available for sale securities are included as a component of stockholders' equity and comprehensive income until realized from a sale or other than temporary impairment. Realized gains and losses from the sale of securities are determined on a specific identification basis. Purchases and sales of investments are recorded on their trade dates. Dividend and interest income are recognized when earned.

Available for sale securities at June 30, 2011 and December 31, 2010 were as follows (in thousands):

	June 30, 2011			
	Amortized Cost	Gross Unrealized Holding Gains	Gross Unrealized Holding Losses	Estimated Fair Value
Government obligations	\$ 32,772	319		33,091
Agency obligations	19,972	106	(40)	20,038
Corporate debt securities	201,482	3,187	(144)	204,525
Mortgage-backed securities (Residential)	178,039	2,651	(489)	180,201
Mortgage-backed securities (Commercial)	1,513		(4)	1,509
Other structured securities	14,023	395		14,418
Municipal bonds	116,448	2,430	(4)	118,874
	\$ 564,249	9,088	(681)	572,656

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(unaudited)

	December 31, 2010			
	Amortized Cost	Gross Unrealized Holding Gains	Gross Unrealized Holding Losses	Estimated Fair Value
Government obligations	\$ 28,228	123	(53)	28,298
Agency obligations	33,712	77	(251)	33,538
Corporate debt securities	196,109	1,726	(741)	197,094
Mortgage-backed securities (Residential)	154,612	1,243	(653)	155,202
Mortgage-backed securities (Commercial)	6,374	76	(150)	6,300
Other structured securities	14,138	228	(38)	14,328
Municipal bonds	115,758	1,158	(469)	116,447
	\$ 548,931	4,631	(2,355)	551,207

Realized gains or losses related to investment securities for the three and six months ended June 30, 2011 and 2010 were immaterial.

Maturities of investments at June 30, 2011 were as follows (in thousands):

	Amortized Cost	Estimated Fair Value
Due within one year	\$ 37,631	37,826
Due after one year through five years	301,314	306,196
Due after five years through ten years	30,890	31,664
Due after ten years	839	842
Mortgage and asset-backed securities	193,575	196,128
	\$ 564,249	572,656

Gross unrealized losses on investment securities and the fair value of the related securities, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at June 30, 2011, were as follows (in thousands):

	Less Than 12 Months		More Than 12 Months		Total	
	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value
Agency obligations	\$ (40)	2,987			(40)	2,987
Corporate debt securities	(144)	29,643			(144)	29,643
Mortgage-backed securities (Residential)	(489)	47,155			(489)	47,155
Mortgage-backed securities (Commercial)	(4)	1,355			(4)	1,355
Municipal bonds	(4)	1,371			(4)	1,371

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\$ (681) 82,511 (681) 82,511

Gross unrealized losses on investment securities and the fair value of the related securities, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at December 31, 2010, were as follows (in thousands):

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(unaudited)

	Less Than 12 Months		More Than 12 Months		Total	
	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value
Government obligations	\$ (53)	12,924			(53)	12,924
Agency obligations	(251)	25,930			(251)	25,930
Corporate debt securities	(741)	91,908			(741)	91,908
Mortgage-backed securities (Residential)	(653)	78,537			(653)	78,537
Mortgage-backed securities (Commercial)	(150)	5,840			(150)	5,840
Other structured securities	(38)	1,922			(38)	1,922
Municipal bonds	(469)	40,746			(469)	40,746
	\$ (2,355)	257,807			(2,355)	257,807

The Company reviews fixed maturities and equity securities with a decline in fair value from cost for impairment based on criteria that include duration and severity of decline; financial viability and outlook of the issuer; and changes in the regulatory, economic, and market environment of the issuer's industry or geographic region.

All issuers of securities the Company owned in an unrealized loss as of June 30, 2011 remain current on all contractual payments. The unrealized losses on investments were caused by an increase in investment yields as a result of a widening of credit spreads. The contractual terms of these investments do not permit the issuer to settle the securities at a price less than the amortized cost of the investment. The Company determined that it did not intend to sell these investments and that it was not more-likely-than-not to be required to sell these investments prior to their recovery, thus these investments are not considered other-than-temporarily impaired.

(6) Fair Value Measurements

The Company's 2011 second quarter condensed consolidated balance sheet includes the following financial instruments: cash and cash equivalents; accounts receivable; investment securities; restricted investments; accounts payable; medical claims liabilities; funds due (held) from CMS for the benefit of members; and long-term debt. The carrying amounts of accounts receivable, funds due (held) from CMS for the benefit of members, accounts payable, and medical claims liabilities approximate their fair value because of the relatively short period of time between the origination of these instruments and their expected realization. The fair value of the Company's long-term debt (including the current portion) was \$342.9 million at June 30, 2011 and consisted solely of non-tradable bank debt. The Company obtains the fair value of its debt from a third party that uses market observations to determine fair value.

Cash and cash equivalents consist of such items as certificates of deposit, money market funds, and certain U.S. Government securities with an original maturity of three months or less. The original cost of these assets approximates fair value due to their short-term maturity. In February 2010, the Company terminated its interest rate swap agreements in connection with the termination of the related credit agreement. See Note 9 Derivatives and Note 14 Debt. The fair values of investment securities is determined by quoted market prices or pricing models developed using market data provided by a third party vendor.

The following are the levels of the hierarchy and a brief description of the type of valuation information (inputs) that qualifies a financial asset for each level:

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)**

Level Input	Input Definition
Level I	Inputs are unadjusted quoted prices for identical assets or liabilities in active markets at the measurement date.
Level II	Inputs other than quoted prices included in Level I that are observable for the asset or liability through corroboration with market data at the measurement date.
Level III	Unobservable inputs that reflect management's best estimate of what market participants would use in pricing the asset or liability at the measurement date.

When quoted prices in active markets for identical debt securities are available, the Company uses these quoted market prices to determine the fair value of debt securities and classifies these assets as Level I. In other cases where a quoted market price for identical debt securities in an active market is either not available or not observable, the Company obtains the fair value from a third party vendor that bases the fair value on quoted market prices of identical or similar securities or uses pricing models, such as matrix pricing, to determine fair value. These debt securities would then be classified as Level II. In the event quoted market prices were not available, the Company would determine fair value using broker quotes or an internal analysis of each investment's financial statements and cash flow projections. In these instances, financial assets would be classified based upon the lowest level of input that is significant to the valuation. Thus, financial assets might be classified in Level III even though there could be some significant inputs that may be readily available.

There were no transfers to or from Levels I and II during the six months ended June 30, 2011. The following tables summarize fair value measurements by level at June 30, 2011 and December 31, 2010 for assets and liabilities measured at fair value on a recurring basis (in thousands):

	June 30, 2011			
	Level I	Level II	Level III	Total
Assets				
Cash and cash equivalents	\$ 260,977	\$	\$	\$ 260,977
Investments: available for sale securities:				
Government obligations	\$ 25,585	\$ 7,506	\$	\$ 33,091
Agency obligations		20,038		20,038
Corporate debt securities	1,706	202,819		204,525
Mortgage-backed securities (Residential)		180,201		180,201
Mortgage-backed securities (Commercial)		1,509		1,509
Other structured securities		14,418		14,418
Municipal securities		118,874		118,874
	\$ 27,291	\$ 545,365	\$	\$ 572,656

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

(unaudited)

	December 31, 2010			Total
	Level I	Level II	Level III	
Assets				
Cash and cash equivalents	\$ 191,459	\$	\$	\$ 191,459
Investments: available for sale securities:				
Government obligations	\$ 21,943	\$ 6,355	\$	\$ 28,298
Agency obligations		33,538		33,538
Corporate debt securities		197,094		197,094
Mortgage-backed securities (Residential)		155,202		155,202
Mortgage-backed securities (Commercial)		6,300		6,300
Collateralized mortgage obligations		2,252		2,252
Other structured securities		12,076		12,076
Municipal securities		116,447		116,447
	\$ 21,943	\$ 529,264	\$	\$ 551,207

(7) Medical Liabilities

The Company's medical liabilities at June 30, 2011 and December 31, 2010 consisted of the following (in thousands):

	June 30, 2011	December 31, 2010
Fee-for-service medical liabilities	\$ 288,034	\$ 258,832
Pharmacy liabilities	80,335	45,785
Provider incentives and other medical payments	69,267	38,065
Other medical liabilities	9,482	7,535
	\$ 447,118	\$ 350,217

(8) Medicare Part D

Total Part D related net assets (excluding medical claims payable) of \$75.6 million at December 31, 2010 all relate to the 2010 CMS plan year. The Company's Part D related assets and liabilities (excluding medical claims payable) at June 30, 2011 were as follows (in thousands):

	Related to the 2010 plan year	Related to the 2011 plan year	Total
Current assets (liabilities):			
Funds due for the benefit of members	\$ 97,240	\$ (127,698)	\$ (30,458)
Risk corridor payable to CMS	\$ (6,570)	\$	\$ (6,570)

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Non-current assets:

Risk corridor receivable from CMS	\$	\$	51,174	\$	51,174
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Balances associated with Part D related assets and liabilities are expected to be settled in the second half of the year following the year to which they relate. Current year Part D amounts are routinely updated in subsequent periods as a result of retroactivity.

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)****(9) Derivatives**

In October 2008, the Company entered into two interest rate swap agreements in a total notional amount of \$100.0 million, relating to the floating interest rate component of the term loan agreement under its 2007 credit agreement. In February 2010, the Company terminated its interest rate swap agreements in connection with the termination of the 2007 credit agreement. See Note 14 Debt. The interest rate swap agreements were classified as cash flow hedges.

All derivatives were recognized on the balance sheet at their fair value. To the extent that the cash flow hedges were effective, changes in their fair value were recorded in other comprehensive income until earnings were affected by the variability of cash flows of the hedged transaction (e.g. until periodic settlements of a variable asset or liability were recorded in earnings). Any hedge ineffectiveness (which represents the amount by which the changes in the fair value of the derivatives differ from changes in the fair value of the hedged instrument) was recorded in current-period earnings. As a result of terminating the interest rate swap agreements, the Company settled the swap obligations with the counterparties for approximately \$2.0 million and reclassified such amount from other comprehensive income to interest expense during the first quarter of 2010.

The Company had no derivative financial instruments outstanding at June 30, 2011 or December 31, 2010.

A summary of the effect of cash flow hedges on the Company's financial statements for the periods presented is as follows (in thousands):

Type of Cash Flow Hedge	Pretax Hedge Gain (Loss) Recognized in Other Comprehensive Income	Effective Portion		Ineffective Portion	
		Income Statement Location of Gain (Loss) Reclassified from Accumulated Other Comprehensive Income	Hedge Gain (Loss) Reclassified from Accumulated Other Comprehensive Income	Income Statement Location of Gain (Loss) Recognized	Hedge Gain (Loss) Recognized
For the three months ended June 30, 2011:					
Interest rate swaps	\$	Interest Expense	\$	None	\$
For the three months ended June 30, 2010:					
Interest rate swaps	\$	Interest Expense	\$	None	\$
For the six months ended June 30, 2011:					
Interest rate swaps	\$	Interest Expense	\$	None	\$
For the six months ended June 30, 2010:					
Interest rate swaps	\$ 38	Interest Expense	\$ (1,253)	None	\$

(10) Intangible Assets

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A breakdown of the identifiable intangible assets and their assigned value and accumulated amortization at June 30, 2011 is as follows (in thousands):

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(unaudited)

	Gross Carrying Amount	Accumulated Amortization	Net
Trade names (indefinite-lived)	\$ 39,497	\$	\$ 39,497
Trade names (definite-lived)	3,800	221	3,579
Non-compete agreements	800	800	
Provider networks	149,378	37,496	111,882
Medicare member networks	243,320	55,115	188,205
Licenses	2,000	116	1,884
Management contract right	1,555	622	933
	\$ 440,350	\$ 94,370	\$ 345,980

Amortization expense on identifiable intangible assets for the three months ended June 30, 2011 and 2010 was approximately \$10.0 million and \$4.5 million, respectively. Amortization expense on identifiable intangible assets for the six months ended June 30, 2011 and 2010 was approximately \$19.9 million and \$8.9 million, respectively.

(11) Stockholders' Equity*March 2011 Equity Offering*

On March 29, 2011, the Company completed an underwritten public offering of 8,625,000 shares of its common stock. The shares were resold by the underwriters at a price of \$35.95 per share. The net proceeds to the Company from the offering, after offering expenses and underwriting discounts, were \$301.5 million. The Company used \$263.4 million of the net proceeds for the repayment of indebtedness. See Note 14 Debt.

Stock Repurchase Program

In May 2010, the Company's Board of Directors authorized a stock repurchase program to buy back up to \$100.0 million of the Company's common stock through June 30, 2011. The program expired on June 30, 2011. During the six months ended June 30, 2011, the Company did not repurchase any shares pursuant to the repurchase program. As of June 30, 2011, the Company had repurchased 837,634 shares of its common stock under the program in open market transactions for approximately \$14.3 million, or at an average cost of \$17.10 per share.

(12) Share-Based Compensation*Performance Based Equity Awards*

Prior to 2011, vesting restrictions with respect to equity awards to the Company's executive officers were based on time and continued service, not performance measures. Beginning with annual equity awards made to certain executive officers in 2011, the Company has committed that at least 50% of such awards (in terms of number of shares) made pursuant to the Company's Amended and Restated 2006 Equity Incentive Plan (the 2006 Plan) will be in the form of performance-based equity awards that are earned or paid out based on the achievement of performance targets, rather than purely time-based vesting.

Pricing of performance-based awards and the term of such awards are similar to the Company's other equity awards; however, vesting of the performance grants over a four-year period is contingent upon the achievement of performance targets. Performance targets are set at the date of grant with threshold and maximum levels. A diluted earnings per share target cumulated over a two-year period was used for performance-based awards granted in 2011. The number of awards that ultimately vests, if any, is dependent on the cumulative earnings per share actually attained. The fair values of the performance awards are estimated on the date of the grant using the Black-Scholes method option-pricing model and

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related valuation assumptions for stock awards. The amount of compensation expense for performance-based stock awards will be recognized by the Company based on the probable achievement

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)**

of the established performance targets, which are assessed each quarter. Based on such assessment, as of June 30, 2011 no compensation expense had been recorded for performance-based awards.

Stock Options

During the six months ended June 30, 2011, the Company granted options to purchase 146,558 shares of common stock pursuant to the 2006 Plan, of which 72,697 were in the form of performance-based option awards. Options to purchase 5,102 shares of common stock either were forfeited or expired during the six months ended June 30, 2011. Options to purchase approximately 1.2 million shares of common stock were exercised during the six months ended June 30, 2011. Options to purchase approximately 2.5 million shares of common stock were unexercised and outstanding at June 30, 2011. Options, including performance-based options, vest and become exercisable generally over a four-year period and expire 10 years from their grant dates.

Restricted Stock

During the six months ended June 30, 2011, the Company granted 252,558 shares of restricted stock to employees pursuant to the 2006 Plan, of which 30,142 shares were in the form of performance-based restricted stock awards, the vesting provisions for which are discussed above. The restrictions on restricted stock awards, including performance-based awards, generally lapse over a four-year period. Additionally, 21,437 shares were purchased by certain executives pursuant to the Management Stock Purchase Plan (the MSPP). The restrictions on shares purchased under the MSPP generally lapse on the second anniversary of the grant date. Unvested restricted stock at June 30, 2011 totaled 823,857 shares.

During the six months ended June 30, 2011, the Company awarded 20,716 shares of restricted stock to certain of its directors pursuant to the 2006 Plan, all of which were outstanding at June 30, 2011. The restrictions relating to the restricted stock awarded to non-employee directors in 2011 generally lapse one year from the grant date. In the event a director resigns or is removed prior to the lapsing of the restriction, or if the director fails to attend 75% of the board and applicable committee meetings during the one-year period, shares will be forfeited unless resignation or failure to attend is caused by death or disability.

(13) Net Income Per Common Share

The following table presents the calculation of the Company's net income per common share - basic and diluted (in thousands, except share data):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Numerator:				
Net income	\$ 83,922	\$ 55,775	\$ 128,142	\$ 89,576
Denominator:				
Weighted average common shares outstanding basic	66,993,009	56,917,219	62,420,033	57,069,994
Dilutive effect of stock options	863,974	44,949	924,993	88,500
Dilutive effect of unvested restricted shares	300,867	87,812	292,708	144,073
Weighted average common shares outstanding diluted	68,157,850	57,049,980	63,637,734	57,302,567

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Net income per common share:

Basic	\$	1.25	\$	0.98	\$	2.05	\$	1.57
Diluted	\$	1.23	\$	0.98	\$	2.01	\$	1.56

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)**

Diluted earnings per share (EPS) reflects the potential dilution that could occur from outstanding equity plan awards, including unexercised stock options and unvested restricted shares. The dilutive effect is computed using the treasury stock method, which assumes all share-based awards are exercised and the hypothetical proceeds from exercise are used by the Company to purchase common stock at the average market price during the period. The incremental shares (difference between shares assumed to be issued versus purchased), to the extent they would have been dilutive, are included in the denominator of the diluted EPS calculation. Restricted stock awards and options to purchase common stock with respect to 2.1 million shares and 4.8 million shares were antidilutive and therefore excluded from the computation of diluted earnings per share for the three months ended June 30, 2011 and 2010, respectively. Restricted stock awards and options to purchase common stock with respect to 2.1 million shares and 4.7 million shares were antidilutive and therefore excluded from the computation of diluted earnings per share for the six months ended June 30, 2011 and 2010, respectively.

(14) Debt

Long-term debt at June 30, 2011 and December 31, 2010 consisted of the following (in thousands):

	June 30, 2011	December 31, 2010
Credit agreement	\$ 344,786	\$ 626,875
Less: current portion of long-term debt	(37,350)	(61,226)
Long-term debt less current portion	\$ 307,436	\$ 565,649

February 2010 Credit Facility

On February 11, 2010, the Company entered into a \$350.0 million credit agreement (the *Prior Credit Agreement*), which, subject to the terms and conditions set forth therein, provided for a five-year, \$175.0 million term loan credit facility and a four-year, \$175.0 million revolving credit facility (the *Prior Credit Facilities*). Proceeds from the *Prior Credit Facilities*, together with cash on hand, were used to fund the repayment of \$237.0 million in term loans outstanding under the Company's 2007 credit agreement and transaction expenses related thereto.

Borrowings under the *Prior Credit Agreement* accrued interest on the basis of either a base rate or a LIBOR rate plus, in each case, an applicable margin depending on the Company's debt-to-EBITDA leverage ratio. The Company also paid a commitment fee of 0.375% on the actual daily unused portions of the *Prior Credit Facilities*.

In connection with entering into the *Prior Credit Agreement*, the Company wrote-off unamortized deferred financing costs of approximately \$5.1 million incurred in connection with the 2007 credit agreement. The Company also terminated its interest rate swap agreements, which resulted in a payment of approximately \$2.0 million to the swap counterparties. Such amounts are classified as interest expense and are reflected in the financial results of the Company for the quarter ended March 31, 2010.

Bravo Health Acquisition Indebtedness

In connection with the acquisition of Bravo Health, the Company and its existing lenders and certain additional lenders amended and restated the *Prior Credit Agreement* in the form of the Amended and Restated Credit Agreement (*Restated Credit Agreement*) on November 30, 2010 to provide for, among other things, the acquisition financing. As amended, the *Restated Credit Agreement* provides for the following:

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\$355.0 million in term loan A indebtedness maturing in February 2015 comprised of:

\$175.0 million of term loan A indebtedness as Existing Term Loan A (\$166.3 million of which was outstanding prior to the acquisition); and

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HEALTHSPRING, INC. AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

\$180.0 million of new term loan A indebtedness as New Term Loan A (funded at the closing of the acquisition);

\$175.0 million revolving credit facility maturing in February 2014 (the Revolving Credit Facility, \$100.0 million of which was drawn at the closing); and

\$200.0 million of new term loan B indebtedness maturing in November 2016 (New Term Loan B which was funded at the closing). The Revolving Credit Facility, Existing Term Loan A, New Term Loan A, and New Term Loan B are sometimes referred to herein as the Credit Facilities.

Borrowings under the Restated Credit Agreement accrue interest on the basis of either a base rate or LIBOR plus, in each case, an applicable margin depending on the Company's total debt to adjusted EBITDA leverage ratio (450 basis points for LIBOR borrowings under New Term Loan B and 325 basis points for LIBOR borrowings under the other Credit Facilities at June 30, 2011). With respect to New Term Loan B indebtedness, the Restated Credit Agreement includes a minimum LIBOR of 1.5%. The Company also is required to pay a commitment fee of 0.375% per annum on the daily unused portions of the Revolving Credit Facility. The effective interest rate on borrowings under the Credit Facilities was 4.4% as of June 30, 2011. The Revolving Credit Facility matures, the commitments thereunder terminate, and all amounts then outstanding thereunder are payable on February 11, 2014. The \$175.0 million Revolving Credit Facility, which is available for working capital and general corporate purposes including capital expenditures and permitted acquisitions, was undrawn as of June 30, 2011.

Under the Restated Credit Agreement, Existing Term Loan A and New Term Loan A are payable in quarterly principal installments. Prior to June 30, 2013, each quarterly principal installment payable in respect of each of Existing Term Loan A and New Term Loan A will be in an amount equal to 2.5% of the aggregate initial principal amount of Existing Term Loan A or New Term Loan A, as the case may be, and for principal installments payable on June 30, 2013 and thereafter, that percentage increases to 3.75%. The entire outstanding principal balance of each of Existing Term Loan A and New Term Loan A is due and payable at maturity on February 11, 2015.

Under the Restated Credit Agreement, New Term Loan B is payable in quarterly principal installments, each in an amount equal to 0.25% of the aggregate initial principal amount (as adjusted for certain prepayments) of New Term Loan B. The entire outstanding principal balance of New Term Loan B is due and payable at maturity on November 30, 2016.

The net proceeds from certain asset sales, casualty and condemnation events, and certain incurrences of indebtedness (subject, in the cases of asset sales and casualty and condemnation events, to certain reinvestment rights), a portion of the net proceeds from equity issuances and, under certain circumstances, the Company's excess cash flow, are required to be used to make prepayments in respect of loans outstanding under the Credit Facilities. The Company used \$263.4 million of the net proceeds from the underwritten public offering of its common stock for the repayment of indebtedness in March 2011.

In connection with entering into the Prior Credit Agreement, the Company incurred financing costs of approximately \$7.3 million, which were capitalized in February 2010. In connection with entering into the Restated Credit Agreement, the Company incurred financing costs of approximately \$19.5 million, which were capitalized in November 2010. These capitalized cost amounts have been accounted for as deferred financing fees and are being amortized over the term of the Restated Credit Agreement using the interest method. During the three months ended March 31, 2011, the Company recorded \$1.1 million of related amortization expense which amortization was accelerated as a result of the \$263.4 million repayment of debt discussed above. Such amortization expense is classified as interest expense in the financial results of the Company for the six months ended June 30, 2011. The unamortized balance of such deferred financing costs at June 30, 2011 totaled \$20.4 million and is included in other assets on the accompanying consolidated balance sheet.

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)****(15) Comprehensive Income**

The following table presents details supporting the determination of comprehensive income for the three and six months ended June 30, 2011 and 2010 (in thousands):

	Three Months Ended		Six Months Ended	
	June 30, 2011	June 30, 2010	June 30, 2011	June 30, 2010
Net income	\$ 83,922	\$ 55,775	\$ 128,142	\$ 89,576
Net unrealized gain on available for sale investment securities, net of tax	3,966	2,223	3,868	1,992
Net gain on interest rate swaps, net of tax				23
Reclass of accumulated other comprehensive income on interest rate swap termination ⁽¹⁾				1,253
Comprehensive income, net of tax	\$ 87,888	\$ 57,998	\$ 132,010	\$ 92,844

(1) Accumulated other comprehensive income balances related to interest rate swap derivatives that were reclassified to interest expense and recognized in the three months ended March 31, 2010. See Note 9, Derivatives .

(16) Segment Information

The Company reports its business in four segments: Medicare Advantage, stand-alone PDP, other, and Corporate. Medicare Advantage (MA-PD) consists of Medicare-eligible beneficiaries receiving healthcare benefits, including prescription drugs, through a coordinated care plan qualifying under Part C and Part D of the Medicare Program. Stand-alone PDP (PDP) consists of Medicare-eligible beneficiaries receiving prescription drug benefits on a stand-alone basis in accordance with Medicare Part D. The Company s other segment is insignificant and includes the Company s Medicaid and commercial insurance lines of business. The Company commenced its Medicaid operations in 2011 while its commercial insurance operations have been insignificant since 2008. The Corporate segment consists of corporate expenses not allocated to the other reportable segments. These segment groupings are also consistent with information used by the Company s chief executive officer in making operating decisions.

The accounting policies of each segment are the same and are described in Note 1 to the 2010 Form 10-K. The results of each segment are measured and evaluated by earnings before interest expense, depreciation and amortization expense, and income taxes (EBITDA). The Company does not allocate certain corporate overhead amounts (classified as selling, general and administrative expenses, or SG&A) or interest expense to the segments. The Company evaluates interest expense, income taxes, and asset and liability details on a consolidated basis as these items are managed in a corporate shared service environment and are not the responsibility of segment operating management.

Revenue includes premium revenue, management and other fee income, and investment income.

Asset and equity details by reportable segment have not been disclosed, as the Company does not internally report such information.

Financial data by reportable segment for the three and six months ended June 30 is as follows (in thousands):

Table of Contents**HEALTHSPRING, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****(unaudited)**

	MA-PD	PDP	Other	Corporate	Total
Three months ended June 30, 2011					
Revenue	\$ 1,136,651	\$ 243,453	\$ 1,232	\$ 15	\$ 1,381,351
EBITDA	157,363	10,466	(2,614)	(11,591)	153,624
Depreciation and amortization expense	12,983	674		2,197	15,854
Three months ended June 30, 2010					
Revenue	\$ 652,898	\$ 115,395	\$ 176	\$ 10	\$ 768,479
EBITDA	99,662	4,162	(291)	(6,203)	97,330
Depreciation and amortization expense	6,238			1,272	7,510
Six months ended June 30, 2011					
Revenue	\$ 2,253,178	\$ 528,459	\$ 1,574	\$ 29	\$ 2,783,240
EBITDA	281,163	(7,013)	(4,990)	(20,245)	248,915
Depreciation and amortization expense	25,521	1,353		3,742	30,616
Six months ended June 30, 2010					
Revenue	\$ 1,283,302	\$ 244,871	\$ 722	\$ 26	\$ 1,528,921
EBITDA	181,831	(601)	(9)	(12,498)	168,723
Depreciation and amortization expense	12,430	31		2,836	15,297

The Company uses segment EBITDA as an analytical indicator for purposes of assessing segment performance, as is common in the healthcare industry. Segment EBITDA should not be considered as a measure of financial performance under generally accepted accounting principles and segment EBITDA, as presented, may not be comparable to other companies.

A reconciliation of reportable segment EBITDA to net income included in the consolidated statements of income for the three and six months ended June 30 is as follows (in thousands):

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2011	2010	2011	2010
EBITDA	\$ 153,624	\$ 97,330	\$ 248,915	\$ 168,723
Income tax expense	(47,870)	(31,791)	(73,903)	(51,625)
Interest expense	(5,978)	(2,254)	(16,254)	(12,225)
Depreciation and amortization	(15,854)	(7,510)	(30,616)	(15,297)
Net Income	\$ 83,922	\$ 55,775	\$ 128,142	\$ 89,576

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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

You should read the following discussion and analysis in conjunction with our condensed consolidated financial statements and related notes included elsewhere in this report and our audited consolidated financial statements and the notes thereto for the year ended December 31, 2010, appearing in our Annual Report on Form 10-K that was filed with the Securities and Exchange Commission (SEC) on February 25, 2011 (the 2010 Form 10-K). Statements contained in this Quarterly Report on Form 10-Q that are not historical fact are forward-looking statements that the company intends to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Statements that are predictive in nature, that depend on or refer to future events or conditions, or that include words such as anticipates, believes, could, estimates, expects, intends, may, plans, potential, predicts, projects, should, will, would, forward-looking statements.

The Company cautions that forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements. Forward-looking statements reflect our current views with respect to future events and are based on assumptions and subject to risks and uncertainties. Given these uncertainties, you should not place undue reliance on these forward-looking statements.

In evaluating any forward-looking statement, you should specifically consider the information set forth under the captions Special Note Regarding Forward-Looking Statements and Item 1A. Risk Factors in the 2010 Form 10-K and the information set forth under Cautionary Statement Regarding Forward-Looking Statements in our earnings and other press releases, as well as other cautionary statements contained elsewhere in this report, including the matters discussed in Part II, Item 1A. Risk Factors below and Critical Accounting Policies and Estimates. We undertake no obligation beyond that required by law to update publicly any forward-looking statements for any reason, even if new information becomes available or other events occur in the future. You should read this report and the documents that we reference in this report and have filed as exhibits to this report completely and with the understanding that our actual future results may be materially different from what we expect.

Overview

General

HealthSpring, Inc. (the Company or HealthSpring) is one of the country's largest operators of coordinated care plans whose primary focus is Medicare, the federal government-sponsored health insurance program primarily for persons aged 65 and older, qualifying disabled persons, and persons suffering from end-stage renal disease. On November 30, 2010, HealthSpring acquired Bravo Health, Inc. (Bravo Health), an operator of Medicare Advantage coordinated care plans in Pennsylvania, the Mid-Atlantic region, and Texas, and a Medicare Part D stand-alone prescription drug plan in 43 states and the District of Columbia. We currently operate Medicare Advantage plans in Alabama, Delaware, Florida, Georgia, Illinois, Maryland, Mississippi, New Jersey, Pennsylvania, Tennessee, Texas, and the District of Columbia. We also offer national and regional stand-alone Medicare Part D prescription drug plans. The Company also provides management services to physician practices. We sometimes refer to our Medicare Advantage plans, including plans providing prescription drug benefits, or MA-PD, collectively as Medicare Advantage plans and our stand-alone prescription drug plans as our PDPs. For purposes of additional analysis, the Company provides membership and certain financial information, including premium revenue and medical expense, for our Medicare Advantage (including MA-PD) plans and PDPs.

We report our business in four segments: Medicare Advantage; PDP; other; and Corporate. The following discussion of our results of operations includes a discussion of revenue and certain expenses by reportable segment. See Segment Information below for additional information related thereto.

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Recently Issued Accounting Pronouncements

On June 16, 2011, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2011-05, *Presentation of Comprehensive Income*, which amends Topic 200, *Comprehensive Income*, to facilitate the convergence of US GAAP with International Financial Reporting Standards (IFRS). ASU No. 2011-05 amendments (1) eliminate the option to present components of other comprehensive income (OCI) in the statement of changes in shareholders' equity, and (2) permit presentation of total comprehensive income and components of net income in a single statement of comprehensive income, or in two separate, consecutive statements. The amendments do not change current treatment of items in OCI, transfer of items from OCI, or reporting items in OCI net of the related tax impact. ASU No. 2011-05 is effective for fiscal years and interim periods beginning after December 15, 2011, and December 15, 2012, for public entities and nonpublic entities, respectively. Early adoption is permitted since compliance with the amendments is already permitted. The adoption of this update is not expected to have a material impact on the company's financial statements.

On May 12, 2011, the FASB and the International Accounting Standards Board (IASB) issued guidance on fair value measurement and disclosure requirements outlined in IFRS 13, *Fair Value Measurement*, and ASU No. 2011-04, *Fair Value Measurement (Topic 820) Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRS*. The amendments do not require additional fair value measurements; they explain how to measure fair value, revise wording to ensure that fair value has the same meaning in U.S. GAAP and IFRS, and harmonize disclosure requirements. In addition, ASU No. 2011-04 expands disclosure requirements in FASB ASC Topic 820, particularly for Level 3 inputs. ASU No. 2011-04 supersedes most of the guidance in FASB ASC Topic 820. The amendments in ASU No. 2011-04 must be applied prospectively. For public entities, the amendments are effective during interim and annual periods beginning after December 15, 2011. Early application by public entities is not permitted. The adoption of this update is not expected to have a material impact on the company's financial statements.

In September 2010, the Emerging Issues Task Force issued EITF Issue 09-G, *Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts* (EITF Issue 09-G), which modifies the types of costs incurred by insurance entities that can be capitalized in the acquisition of new and renewal insurance contracts. The Task Force reached a final consensus that requires costs to be incremental or directly related to the successful acquisition of new or renewal contracts to be capitalized as a deferred acquisition cost. EITF Issue 09-G is effective for the Company beginning with its interim period ended March 31, 2012 with either prospective or retrospective application permitted. Early adoption is permitted. We are currently evaluating the impact that EITF Issue 09-G will have on our consolidated financial statements.

Results of Operations

The consolidated results of operations include the accounts of HealthSpring and its subsidiaries. The following table sets forth the consolidated statements of income data expressed in dollars (in thousands) and as a percentage of total revenue for each period indicated:

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	Three Months Ended June 30,			
	2011		2010	
Revenue:				
Premium revenue	\$ 1,362,733	98.6%	\$ 756,342	98.4%
Management and other fees	15,236	1.1	10,590	1.4
Investment income	3,382	0.3	1,547	0.2
Total revenue	1,381,351	100.0%	768,479	100.0%
Operating expenses:				
Medical expense	1,106,962	80.2	604,933	78.7
Selling, general and administrative	120,765	8.7	66,216	8.6
Depreciation and amortization	15,854	1.2	7,510	1.0
Interest expense	5,978	0.4	2,254	0.3
Total operating expenses	1,249,559	90.5	680,913	88.6
Income before income taxes	131,792	9.5	87,566	11.4
Income tax expense	(47,870)	(3.4)	(31,791)	(4.1)
Net income	\$ 83,922	6.1%	\$ 55,775	7.3%

	Six Months Ended June 30,			
	2011		2010	
Revenue:				
Premium revenue	\$			