

AETNA INC /PA/  
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Subject Company: Aetna Inc.

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The following was made available to employees of CVS Health Corporation:

### **Excitement and Curiosity Mark Town Halls at CVS Health and Aetna**

Throngs of people attended town hall meetings in Woonsocket, RI, and Hartford, CT, this week. They came eager to learn more about an acquisition that is being described by major media outlets as having the potential to remake the health care industry.

In Rhode Island, President and CEO Larry Merlo shared with CVS Health colleagues how the addition of Aetna is a logical next step in our journey to becoming an integrated health care company. He noted that product and service innovation has been the hallmark of that journey, which started with the 2007 merger of CVS Pharmacy and Caremark. Acquiring Aetna is another opportunity to think enterprise, leverage the combined strengths of all our business, and fill an unmet need in the health care system.

Aetna has been a partner and one of our largest PBM clients since 2010. Over the years, we have explored ways to deepen that relationship, and ultimately decided that we can do more together than as partners. We've learned from past acquisitions that we can do much more to improve the consumer health experience as an integrated

entity with aligned incentives that cannot be achieved through a partnership, Larry said.

Transforming care is at the heart of the acquisition strategy, and Larry emphasized how expanding our integrated health care platform will allow us to bend the cost curve, while getting people the care they need. He noted that the current health care system is designed to meet the needs of the health care industry, not consumers. We need to meet people where they are with services and products that help them manage their health, and become part of their daily lives and routines out in the community.

On Monday, Larry joined Aetna Chairman and CEO Mark Bertolini at a town hall for Aetna associates in Hartford, CT. Mark opened the meeting saying This is an historic day and proud moment for our 164-year old company.

Explaining the strategic rationale for combining the two companies, Mark said We re focused on making it better for the member. The most expensive household budget line item is health care and [the system] is a morass of confusion. Larry told the standing-room-only crowd, Mark and I have a common vision of how we can make health care better through a new platform that will be easier to use and less expensive. I have tremendous faith in the Aetna organization and what we can do together.

When asked about the future of the Aetna brand, both leaders offered reassurances. The Aetna name will survive. It s a great brand, and will become part of the CVS family, said Mark, with Larry adding that while contractually CVS Health is obligated to keep the Aetna brand for five years, I fully expect it will be around a lot longer than that.

#### Related Media Coverage

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## **Important Investor and Shareholder Information**

### **No Offer or Solicitation**

This communication is for informational purposes only and not intended to and does not constitute an offer to subscribe for, buy or sell, the solicitation of an offer to subscribe for, buy or sell or an invitation to subscribe for, buy or sell any securities or the solicitation of any vote or approval in any jurisdiction pursuant to or in connection with the proposed transaction or otherwise, nor shall there be any sale, issuance or transfer of securities in any jurisdiction in contravention of applicable law. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended, and otherwise in accordance with applicable law.

### **Additional Information and Where to Find It**

In connection with the proposed transaction between CVS Health Corporation ( *CVS Health* ) and Aetna Inc. ( *Aetna* ), *CVS Health* and *Aetna* will file relevant materials with the Securities and Exchange Commission (the *SEC* ), including a *CVS Health* registration statement on Form S-4 that will include a joint proxy statement of *CVS Health* and *Aetna* that also constitutes a prospectus of *CVS Health*, and a definitive joint proxy statement/prospectus will be mailed to stockholders of *CVS Health* and shareholders of *Aetna*. **INVESTORS AND SECURITY HOLDERS OF CVS HEALTH AND AETNA ARE URGED TO READ THE JOINT PROXY STATEMENT/PROSPECTUS AND OTHER DOCUMENTS THAT WILL BE FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.** Investors and security holders will be able to obtain free copies of the registration statement and the joint proxy statement/prospectus (when available) and other documents filed with the *SEC* by *CVS Health* or *Aetna* through the website maintained by the *SEC* at <http://www.sec.gov>. Copies of the documents filed with the *SEC* by *CVS Health* will be available free of charge within the Investors section of *CVS Health*'s Web site at <http://www.cvshealth.com/investors> or by contacting *CVS Health*'s Investor Relations Department at 800-201-0938. Copies of the documents filed with the *SEC* by *Aetna* will be available free of charge on *Aetna*'s internet website at <http://www.Aetna.com> or by contacting *Aetna*'s Investor Relations Department at 860-273-8204.

### **Participants in Solicitation**

*CVS Health*, *Aetna*, their respective directors and certain of their respective executive officers may be considered participants in the solicitation of proxies in connection with the proposed transaction. Information about the directors and executive officers of *CVS Health* is set forth in its Annual Report on Form 10-K for the year ended December 31, 2016 ( *CVS Health*'s Annual Report ), which was filed with the *SEC* on February 9, 2017, its proxy statement for its 2017 annual meeting of stockholders, which was filed with the *SEC* on March 31, 2017, and its Current Report on Form 8-K, which was filed with the *SEC* on May 12, 2017. Information about the directors and executive officers of *Aetna* is set forth in its Annual Report on Form 10-K for the year ended December 31, 2016 ( *Aetna*'s Annual Report ), which was filed with the *SEC* on February 17, 2017, its proxy statement for its 2017 annual meeting of shareholders, which was filed with the *SEC* on April 7, 2017, and its Current Reports on Form 8-K, which were filed with the *SEC* on May 24, 2017 and October 2, 2017. Other information regarding the participants in the proxy solicitations and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the joint proxy statement/prospectus and other relevant materials to be filed with the *SEC* when they become available.

### **Cautionary Statement Regarding Forward-Looking Statements**

The Private Securities Litigation Reform Act of 1995 (the *Reform Act* ) provides a safe harbor for forward-looking statements made by or on behalf of *CVS Health* or *Aetna*. This communication may contain forward-looking statements within the meaning of the *Reform Act*. You can generally identify forward-looking statements by the use

of forward-looking terminology such as anticipate, believe, can, continue, could, estimate, evaluate, expect, forecast, guidance, intend, likely, may, might, outlook, plan, potential, predict, probable, project, or will, or the negative thereof or other variations thereon or comparable terminology. These forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond CVS Health's and Aetna's control.

Statements in this communication regarding CVS Health and Aetna that are forward-looking, including CVS Health's and Aetna's projections as to the closing date for the pending acquisition of Aetna (the transaction), the extent of, and the time necessary to obtain, the regulatory approvals required for the transaction, the anticipated benefits of the transaction, the impact of the transaction on CVS Health's and Aetna's businesses, the expected terms and scope of the expected financing for the transaction, the ownership percentages of CVS Health's common stock of CVS Health stockholders and Aetna shareholders at closing, the aggregate amount of indebtedness of CVS Health following the closing of the transaction, CVS Health's expectations regarding debt repayment and its debt to capital ratio following the closing of the transaction, CVS Health's and Aetna's respective share repurchase programs and ability and intent to declare future dividend payments, the number of prescriptions used by people served by the combined companies pharmacy benefit business, the synergies from the transaction, and CVS Health's, Aetna's and/or the combined company's future operating results, are based on CVS Health's and Aetna's managements' estimates, assumptions and projections, and are subject to significant uncertainties and other factors, many of which are beyond their control. In particular, projected financial information for the combined businesses of CVS Health and Aetna is based on estimates, assumptions and projections and has not been prepared in conformance with the applicable accounting requirements of Regulation S-X relating to pro forma financial information, and the required pro forma adjustments have not been applied and are not reflected therein. None of this information should be considered in isolation from, or as a substitute for, the historical financial statements of CVS Health and Aetna. Important risk factors related to the transaction could cause actual future results and other future events to differ materially from those currently estimated by management, including, but not limited to: the timing to consummate the proposed transaction; the risk that a regulatory approval that may be required for the proposed transaction is delayed, is not obtained or is obtained subject to conditions that are not anticipated; the risk that a condition to the closing of the proposed transaction may not be satisfied; the ability to achieve the synergies and value creation contemplated; CVS Health's ability to promptly and effectively integrate Aetna's businesses; and the diversion of and attention of management of both CVS Health and Aetna on transaction-related issues.

In addition, this communication may contain forward-looking statements regarding CVS Health's or Aetna's respective businesses, financial condition and results of operations. These forward-looking statements also involve risks, uncertainties and assumptions, some of which may not be presently known to CVS Health or Aetna or that they currently believe to be immaterial also may cause CVS Health's or Aetna's actual results to differ materially from those expressed in the forward-looking statements, adversely impact their respective businesses, CVS Health's ability to complete the transaction and/or CVS Health's ability to realize the expected benefits from the transaction. Should any risks and uncertainties develop into actual events, these developments could have a material adverse effect on the transaction and/or CVS Health or Aetna, CVS Health's ability to successfully complete the transaction and/or realize the expected benefits from the transaction. Additional information concerning these risks, uncertainties and assumptions can be found in CVS Health's and Aetna's respective filings with the SEC, including the risk factors discussed in Item 1.A. Risk Factors in CVS Health's and Aetna's most recent Annual Reports on Form 10-K, as updated by their Quarterly Reports on Form 10-Q and future filings with the SEC.

You are cautioned not to place undue reliance on CVS Health's and Aetna's forward-looking statements. These forward-looking statements are and will be based upon management's then-current views and assumptions regarding future events and operating performance, and are applicable only as of the dates of such statements. Neither CVS Health nor Aetna assumes any duty to update or revise forward-looking statements, whether as a result of new information, future events or otherwise, as of any future date.