

AETNA INC /PA/  
Form 425  
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Pursuant to Rule 425 under the Securities Act of 1933

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Under the Securities Exchange Act of 1934

Subject Company: Aetna Inc.

Commission File No.: 001-16095

Date: December 4, 2017

**CVS HEALTH ACQUISITION OF AETNA CREATES LEADING INTEGRATED HEALTH CARE PLATFORM TO DELIVER BETTER CARE AT LOWER COST**

**CVS Health (NYSE: CVS)<sup>1</sup>**

~30,000 clinicians and lower-cost sites of care, including 1,100 MinuteClinic locations

Pharmacy Advisor and other clinical programs provide rich pharmacy data that can drive better treatment adherence and insights

Vast consumer touch points, with >70% of U.S. population living within 3 miles of a CVS Pharmacy location

**Headquarters:** Woonsocket, RI  
**Leadership:** Larry Merlo, President & CEO  
**Employees:** 250,000  
**2016 Revenue:** \$177.5B

**Aetna (NYSE: AET)**

22.2M medical members across the U.S. and other locations

Robust provider networks and healthcare services to improve patient outcomes across the care continuum

National health insurance benefit platform can identify and target members to manage large commercial and government books; >\$44B in FY 2016 medical costs

**Headquarters:** Hartford, CT  
**Leadership:** Mark Bertolini, Chairman & CEO  
**Employees:** 49,500  
**2016 Revenue:** \$63.2B

**Pro Forma Financials<sup>2</sup> (\$, billions): Revenue: 221.4; Adj. EBITDA: 18.5; % Margin: 8.4%**

## **TRANSACTION OVERVIEW**

Equity value of \$69 billion; \$77 billion transaction value including the assumption of Aetna's debt  
Approximately \$207 per AET share in cash and stock, comprised of \$145 per share in cash and 0.8378  
in CVS shares per AET share<sup>3</sup>

CVS and AET shareholders will own 78% and 22% of combined company, respectively

Expect transaction to close in the second half of 2018

Subject to approval by CVS and AET shareholders, regulatory approvals and other customary closing conditions

## **VALUE CREATION HIGHLIGHTS**

Enhanced competitive positioning

Low- to mid-single accretion in the second full year after close

Ability to deliver \$750 million in near-term synergies; potential to deliver significant incremental value over the long-term

Potential to generate significant new growth opportunities

**GOVERNANCE**

Three Aetna directors, including Aetna Chairman and CEO Mark Bertolini, to be added to the CVS Health Board of Directors at closing

Members of Aetna management team to play significant roles in the combined company

Aetna will operate as stand-alone business unit of CVS Health led by members of the current management team

<sup>1</sup> Data as of September 30, 2017.

<sup>2</sup> Pro forma financials trailing 12 months through September 30, 2017.

<sup>3</sup> Based on 5-Day Volume Weighted Average Price ending December 1, 2017, of \$74.21 per share.

## **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*, *ex*

forecast, guidance, intend, likely, may, might, outlook, plan, potential, predict, probable, 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.