

HUMANA INC  
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Subject Company: Humana Inc.  
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The following communication was distributed on Aetna's external website:

On August 14, 2015, the *Palm Beach Post* ran an opinion piece from Dr. Charles Kennedy of Aetna regarding industry consolidation. According to Dr. Kennedy, "For too long, the [health care] system has been inefficient, with all players locally working toward different goals — with no one stepping back to think about the people we serve and care for. It's time to build a better system that puts people first, and Aetna's agreement to buy Humana is the kind of arrangement that will help us get there faster."

[Link to <https://news.aetna.com/innovative-options-services-not-size-key-success-health-care/>]

The following article written by a third party was made available via link provided in the above communication:

***The following commentary by Charles D. Kennedy, M.D., chief population health officer for Healthagen at Aetna, was published in the Palm Beach Post on August 14, 2015.***

Health care is evolving, with more people taking greater control over their own care – including buying their own insurance – than ever before. This makes them think differently about the services they want, the price they are willing to pay, and their own paths to wellness. The industry is filling quickly with innovative businesses who want to serve this new kind of customer. This means that the future leaders of health care are not the biggest businesses, but those who offer the best options and service, at the price people will pay, with the agility to change as customers' needs change.

Aetna mainly offers health plans for businesses, and on public and private exchanges. In Florida, there are more than 10 players in this space today. Combined, Aetna and Humana represent only 15 percent of this marketplace. This is less than half the size of Florida Blue, and smaller than the current membership of UnitedHealth Group, or of a combined Anthem-Cigna, another proposed merger that recently was announced. (HealthLeaders-InterStudy's Managed Market Surveyor – State; January 2015).

Humana primarily offers Medicare plans. According to health care consultancy Avalere, nearly 70 percent of Florida's Medicare beneficiaries have access to 22 or more Medicare Advantage plan options – and that is in addition to traditional Medicare, which remains the most popular choice among Medicare beneficiaries nationwide.

More players are emerging, from areas that do not even resemble the traditional health insurer. Oscar Health Insurance is developing as a consumer-centric business, now valued at \$1.5 billion. IBM offers a private exchange product, and it has joined forces with CVS Health to improve health care management services to patients with chronic diseases. Google and Apple are making large investments in consumer health and telehealth.

With many competitive options available, and growing, Aetna and Humana are well positioned to come together to work toward much-needed improvements to the health care system. Both companies have a long-standing mission to build a healthier world, one that puts people first. Both companies see giving people better insight into their health information, and the ability to stay connected with their doctor and wellness plans, as key to better health in the short and long term. Both have a track record of providing better-coordinated, higher-touch care for the most common chronic health conditions, such as heart disease and diabetes. Both have a strong history of quality, and have the greatest number of Medicare Advantage plans nationwide that are rated four stars and higher.

Both also have a history of collaborating with doctors, hospital systems and other providers to focus on quality of care over quantity of services. In fact, Aetna has committed to converting 75 percent of its medical spending to such value-based arrangements. Together, the companies also plan to create a new team that will help turn complex data into actionable knowledge that can be used to improve the health of individuals and communities, while also lowering costs.

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predictions and involve known and unknown risks and uncertainties, many of which are beyond Aetna's and Humana's control.

Statements in this communication regarding Aetna that are forward-looking, including Aetna's projections as to the anticipated benefits of the pending transaction to Aetna, the impact of the pending transaction on Aetna's businesses, the synergies from the pending transaction, and the closing date for the pending transaction, are based on management's estimates, assumptions and projections, and are subject to significant uncertainties and other factors, many of which are beyond Aetna's control. In particular, projected financial information for the combined businesses of Aetna and Humana Inc. is based on management's 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 Aetna or Humana Inc. Important risk factors 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 acquisition; the risk that a condition to closing of the proposed acquisition may not be satisfied; the risk that a regulatory approval that may be required for the proposed acquisition is delayed, is not obtained or is obtained subject to conditions that are not anticipated; Aetna's ability to achieve the synergies and value creation contemplated by the proposed acquisition; Aetna's ability to promptly and effectively integrate Humana's businesses; the diversion of management time on acquisition-related issues; unanticipated increases in medical costs (including increased intensity or medical utilization as a result of flu or otherwise; changes in membership mix to higher cost or lower-premium products or membership-adverse selection; medical cost increases resulting from unfavorable changes in contracting or re-contracting with providers (including as a result of provider consolidation and/or integration); and increased pharmacy costs (including in Aetna's health insurance exchange products)); the profitability of Aetna's public health insurance exchange products, where membership is higher than Aetna projected and may have more adverse health status and/or higher medical benefit utilization than Aetna projected; uncertainty related to Aetna's accruals for health care reform's reinsurance, risk adjustment and risk corridor programs ("3R's"); the implementation of health care reform legislation, including collection of health care reform fees, assessments and taxes through increased premiums; adverse legislative, regulatory and/or judicial changes to or interpretations of existing health care reform legislation and/or regulations (including those relating to minimum MLR rebates); the implementation of health insurance exchanges; Aetna's ability to offset Medicare Advantage and PDP rate pressures; and changes in Aetna's future cash requirements, capital requirements, results of operations, financial condition and/or cash flows. Health care reform will continue to significantly impact Aetna's business operations and financial results, including Aetna's pricing and medical benefit ratios. Key components of the legislation will continue to be phased in through 2018, and Aetna will be required to dedicate material resources and incur material expenses during 2015 to implement health care reform. Certain significant parts of the legislation, including aspects of public health insurance exchanges, Medicaid expansion, reinsurance, risk corridor and risk adjustment and the implementation of Medicare Advantage and Part D minimum medical loss ratios ("MLRs"), require further guidance and clarification at the federal level and/or in the form of regulations and actions by state legislatures to implement the law. In addition, pending efforts in the U.S. Congress to amend or restrict funding for various aspects of health care reform, and litigation challenging aspects of the law continue to create additional uncertainty about the ultimate impact of health care reform. As a result, many of the impacts of health care reform will not be known for the next several years. Other important risk factors include: adverse changes in health care reform and/or other federal or state government policies or regulations as a result of health care reform or otherwise (including legislative, judicial or regulatory measures that would affect Aetna's business model, restrict funding for or amend various aspects of health care reform, limit Aetna's ability to price for the risk it assumes and/or reflect reasonable costs or profits in its pricing, such as mandated minimum medical benefit ratios, or eliminate or reduce ERISA pre-emption of state laws (increasing Aetna's potential litigation exposure)); adverse and less predictable economic conditions in the U.S. and abroad (including unanticipated levels of, or increases in the rate of, unemployment); reputational or financial issues arising from Aetna's social media activities, data security breaches, other cybersecurity risks or other causes; Aetna's ability to diversify Aetna's sources of revenue and earnings (including by creating a consumer business and expanding Aetna's foreign operations), transform Aetna's business model, develop new products and optimize Aetna's business platforms; the success of Aetna's Healthagen® (including Accountable Care Solutions and health information technology) initiatives; adverse changes in size, product or geographic mix or medical cost experience of membership; managing executive succession and key talent retention, recruitment and development; failure to achieve and/or delays in achieving desired rate increases and/or profitable membership growth due to regulatory review or other regulatory restrictions, the difficult economy and/or significant competition, especially in key geographic areas where membership is concentrated, including successful protests of business awarded to Aetna; failure to adequately implement health care reform; the outcome of various litigation and regulatory matters, including audits, challenges to Aetna's minimum MLR rebate methodology and/or reports, guaranty fund assessments, intellectual property litigation and litigation concerning, and ongoing reviews by various regulatory authorities of, certain of Aetna's payment practices with respect to out-of-network providers and/or

life insurance policies; Aetna's ability to integrate,

simplify, and enhance Aetna's existing products, processes and information technology systems and platforms to keep pace with changing customer and regulatory needs; Aetna's ability to successfully integrate Aetna's businesses (including Humana, Coventry, bswift LLC and other businesses Aetna may acquire in the future) and implement multiple strategic and operational initiatives simultaneously; Aetna's ability to manage health care and other benefit costs; adverse program, pricing, funding or audit actions by federal or state government payors, including as a result of sequestration and/or curtailment or elimination of the Centers for Medicare & Medicaid Services' star rating bonus payments; Aetna's ability to reduce administrative expenses while maintaining targeted levels of service and operating performance; failure by a service provider to meet its obligations to us; Aetna's ability to develop and maintain relationships (including collaborative risk-sharing agreements) with providers while taking actions to reduce medical costs and/or expand the services Aetna offers; Aetna's ability to demonstrate that Aetna's products and processes lead to access to quality affordable care by Aetna's members; Aetna's ability to maintain Aetna's relationships with third-party brokers, consultants and agents who sell Aetna's products; increases in medical costs or Group Insurance claims resulting from any epidemics, acts of terrorism or other extreme events; changes in medical cost estimates due to the necessary extensive judgment that is used in the medical cost estimation process, the considerable variability inherent in such estimates, and the sensitivity of such estimates to changes in medical claims payment patterns and changes in medical cost trends; a downgrade in Aetna's financial ratings; and adverse impacts from any failure to raise the U.S. Federal government's debt ceiling or any sustained U.S. Federal government shut down. For more discussion of important risk factors that may materially affect Aetna, please see the risk factors contained in Aetna's 2014 Annual Report on Form 10-K ("Aetna's 2014 Annual Report") on file with the Securities and Exchange Commission ("SEC"). You should also read Aetna's 2014 Annual Report and Aetna's Quarterly Report on Form 10-Q for the quarter ended June 30, 2015, on file with the SEC, for a discussion of Aetna's historical results of operations and financial condition.

No assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do occur, what impact they will have on the results of operations, financial condition or cash flows of Aetna or Humana. Neither Aetna nor Humana 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.