

WELLCARE HEALTH PLANS, INC.  
Form 425  
March 27, 2019

FILED BY WELLCARE HEALTH PLANS, INC.

PURSUANT TO RULE 425 UNDER THE SECURITIES ACT OF 1933

AND DEEMED FILED PURSUANT TO RULE 14a-12

UNDER THE SECURITIES EXCHANGE ACT OF 1934

SUBJECT COMPANY: WELLCARE HEALTH PLANS, INC.

COMMISSION FILE NO. 001-32209

Explanatory Note: The following are talking points and frequently asked questions communicated to WellCare Health Plans, Inc. Providers.

**WELLCARE PROVIDER TALKING POINTS AND FAQs**

**PROVIDER TALKING POINTS**

Today, we announced that WellCare has agreed to combine with Centene and I'd like to tell you why we think this combination will bring significant benefits to providers.

First, we want to assure you that nothing changes with regards to our partnership with you and it is business as usual at WellCare. The transaction will create a diversified, nationwide competitor with enhanced scale and resources to provide fully integrated, high quality, cost-effective services.

We remain committed to improving your patient's health and well-being. Combining with Centene will allow us to deliver fully integrated care options focused on results for your patients, which, in turn, helps us understand how to better meet their health care needs.

Your relationship and communications with your patients will not be impacted. Our members are encouraged to call member services any time they have questions regarding our plans.

Like us, Centene is committed to a locally focused philosophy. As a combined company, we will preserve this approach, including building and maintaining deep relationships with all of our providers. You can expect the same high level of provider service.

With this news, we wanted to assure you that nothing changes with our partnership with you today and it's business as usual at WellCare.

Until the transaction closes, which we expect to be in the first half of 2020, we will continue to operate as two separate companies.

As the process progresses, we will keep you informed of any changes you should be aware of.

We are committed to maintaining a strong network and preserving provider relationships. As always, your patients can check our directories and online look-up tools or call member services with any questions.

Again, thank you for your partnership. We look forward to continuing to work together in the future.

### **PROVIDER FAQs**

#### **How does this transaction impact my patients? Am I encouraged to speak with my patients about this change?**

We will remain committed to improving your patient's health and well-being. Combining with Centene will allow us to deliver fully integrated care options focused on results for your patients, which, in turn, helps us understand how to better meet their health care needs.

Your relationship and communications with your patients will not be impacted. Our members are encouraged to call member services any time they have questions regarding our plans.

#### **Will my patients need to change doctors or pharmacists because of this transaction?**

This transaction does not impact 2019 coverage or benefits.

We are committed to maintaining a strong network and keeping current doctors and pharmacies in network. Please advise your patients to check our directories and online look-up tools or call member services with any questions.

Any changes will be communicated in advance and we are committed to keeping you informed of these changes and if or how they may affect you.

#### **If I am a Participating Provider with WellCare but do not participate with Centene, will I now be participating with both companies?**

No. At this time, there are no changes to your participation status, agreement, and provider relations staff with either company.

#### **Will I need to send claims to a new payer ID or location?**

No. WellCare and Centene will continue to utilize their unique payer IDs and all claim remittances will remain separate until further notice.

Any changes to payer IDs or integration of claim operations will be communicated in advance.

#### **When will both companies start to integrate provider networks, claims systems and customer service?**

At the present time, all provider networks, claims systems and customer service will remain separate.

Any integration and changes will be communicated in advance and we are committed to keeping you informed of these changes and if or how they may affect you.

**Does this mean I need to enter into a new contract right now? Later?**

At this time, provider networks processes and procedures will remain as is.

If contract changes are needed down the road, your Network reps will be in touch with you to discuss.

**I have contracts with each of you and my rates are better in one than the other. What is going to happen? Do I get the higher rates? If so, when?**

At this time, provider contracts, including payment terms, will remain as is. Your Network reps are available to discuss any specific questions about your contracts over the next several months.

Any changes will be communicated in advance and we are committed to keeping you informed of these changes and if or how they may affect you.

**Will my payment rates or terms change?**

At this time, provider contracts, including payment terms, will remain as is. Any changes will be communicated in advance in accordance with your contracts, and we are committed to keeping you informed of these changes and if or how they may affect you.

**How does this benefit me?**

Our focus remains on serving our member needs and an important part of that is expanding their access to quality providers like you.

Centene shares our locally focused philosophy, and as a combined company, we will preserve this approach, including building and maintaining deep relationships with all of our providers. You can expect the same high level of provider service.

We are committed to maintaining a strong network and preserving provider relationships.

**Will the WellCare Health Plan brand change?**

After completion of the transaction, there is a good chance we will undergo a company name change, but I expect that we will continue operating under local-market sub brands.

Until the close of the transaction, we will continue to operate as separate companies.

Following the close, we will work together diligently to ensure our organizations are integrated smoothly and ensure that this transition is seamless for you and our members.

**I m not comfortable with this and want to cancel my contract. How do I do that?**

Our providers are our key business partners and it is important to us that you have the opportunity to talk to a Network Rep to help discuss how this transaction benefits you and all of our members. I encourage you to call your Rep.

We want you to stay with us and will be looking for all opportunities to make your experience with us even better by leveraging the benefits this transaction brings to you.

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### Cautionary Statement on Forward-Looking Statements

All statements, other than statements of current or historical fact, contained in this communication are forward-looking statements. Without limiting the foregoing, forward-looking statements often use words such as believe, anticipate, plan, expect, estimate, intend, seek, target, goal, may, will, would, could, or other similar words or expressions (and the negative thereof). We intend such forward-looking statements to be covered by the safe-harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and we are including this statement for purposes of complying with these safe-harbor provisions. In particular, these statements include, without limitation, statements about our future operating or financial performance, market opportunity, growth strategy, competition, expected activities in completed and future acquisitions, including statements about the impact of Centene Corporation's (Centene) proposed acquisition of WellCare Health Plans, Inc. (WellCare) (the Centene Transaction), investments and the adequacy of our available cash resources.

These forward-looking statements reflect our current views with respect to future events and are based on numerous assumptions and assessments made by us in light of our experience and perception of historical trends, current conditions, business strategies, operating environments, future developments and other factors we believe appropriate. By their nature, forward-looking statements involve known and unknown risks and uncertainties and are subject to change because they relate to events and depend on circumstances that will occur in the future, including economic, regulatory, competitive and other factors that may cause our or our industry's actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. These statements are not guarantees of future performance and are subject to risks, uncertainties and assumptions.

All forward-looking statements included in this filing are based on information available to us on the date of this communication. Except as may be otherwise required by law, we undertake no obligation to update or revise the forward-looking statements included in this communication, whether as a result of new information, future events or otherwise, after the date of this filing. You should not place undue reliance on any forward-looking statements, as actual results may differ materially from projections, estimates, or other forward-looking statements due to a variety of important factors, variables and events including, but not limited to, the following: (i) the risk that regulatory or other approvals required for the Centene Transaction may be delayed or not obtained or are obtained subject to conditions that are not anticipated that could require the exertion of management's time and our resources or otherwise have an adverse effect on WellCare; (ii) the risk that Centene's stockholders do not approve the issuance of shares of Centene common stock in the Centene Transaction; (iii) the risk that WellCare's stockholders do not adopt the merger agreement; (iv) the possibility that certain conditions to the consummation of the Centene Transaction will not be satisfied or completed on a timely basis and accordingly the Centene Transaction may not be consummated on a timely basis or at all; (v) uncertainty as to the expected financial performance of the combined company following completion of the

Centene Transaction; (vi) the possibility that the expected synergies and value creation from the Centene Transaction will not be realized, or will not be realized within the expected time period; (vii) the exertion of management's time and our resources, and other expenses incurred and business changes required, in connection with complying with the undertakings in connection with any regulatory, governmental or third party consents or approvals for the Centene Transaction; (viii) the risk that unexpected costs will be incurred in connection with the completion and/or integration of the Centene Transaction or that the integration of WellCare will be more difficult or time consuming than expected; (ix) the risk that potential litigation in connection with the Centene Transaction may affect the timing or occurrence of the Centene Transaction or result in significant costs of defense, indemnification and liability; (x) a downgrade of the credit rating of WellCare's indebtedness, which could give rise to an obligation to redeem existing indebtedness; (xi) unexpected costs, charges or expenses resulting from the Centene Transaction; (xii) the possibility that competing offers will be made to acquire Centene; (xiii) the inability to retain key personnel; (xiv) disruption from the announcement, pendency and/or completion of the Centene Transaction, including potential adverse reactions or changes to business relationships with customers, employees, suppliers or regulators, making it more difficult to maintain business and operational relationships; and (xv) the risk that, following the Centene Transaction, the combined company may not be able to effectively manage its expanded operations.

Additional factors that may cause actual results to differ materially from projections, estimates, or other forward-looking statements include, but are not limited to, the following: (i) WellCare's progress on top priorities such as integrating care management, advocating for our members, building advanced relationships with providers and government partners, ensuring a competitive cost position, and delivering prudent, profitable growth, (ii) WellCare's ability to effectively identify, estimate and manage growth, (iii) the ability to achieve accretion to WellCare's earnings, revenues or other benefits expected, (iv) disruption to business relationships, operating results, and business generally of WellCare, (v) potential reductions in Medicaid and Medicare revenue, (vi) WellCare's ability to estimate and manage medical benefits expense effectively, including through its vendors, (vii) WellCare's ability to negotiate actuarially sound rates, especially in new programs with limited experience, (viii) WellCare's ability to improve healthcare quality and access, (ix) the appropriation and payment by state governments of Medicaid premiums receivable, (x) the outcome of any protests and litigation related to Medicaid awards, (xi) the approval of Medicaid contracts by the Centers for Medicare & Medicaid Services, (xii) any changes to the programs or contracts, (xiii) WellCare's ability to address operational challenges related to new business and (xiv) WellCare's ability to meet the requirements of readiness reviews.

This list of important factors is not intended to be exhaustive. We discuss certain of these matters more fully, as well as certain other factors that may affect our business operations, financial condition and results of operations, in our filings with the Securities and Exchange Commission (the "SEC"), including our Annual Report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K. Due to these important factors and risks, we cannot give assurances with respect to our future performance, including without limitation our ability to maintain adequate premium levels or our ability to control our future medical and selling, general and administrative costs.

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

In connection with the Centene Transaction, Centene intends to file with the SEC a registration statement on Form S-4 (the Registration Statement), which will include a prospectus with respect to the shares of Centene's common stock to be issued in the Centene Transaction and a joint proxy statement for Centene's and WellCare's respective stockholders (the Joint Proxy Statement). Each of Centene and WellCare will send the Joint Proxy Statement to its stockholders and may file other documents regarding the Centene Transaction with the SEC. This communication is not a substitute for the Registration Statement, the Joint Proxy Statement or any other document that Centene or WellCare may send to their respective stockholders in connection with the Centene Transaction. **INVESTORS AND SECURITY HOLDERS OF CENTENE AND WELLCARE ARE URGED TO READ THE REGISTRATION STATEMENT, THE JOINT PROXY STATEMENT AND ANY OTHER RELEVANT DOCUMENTS (INCLUDING ANY AMENDMENTS OR SUPPLEMENTS THERETO) THAT WILL BE FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT CENTENE, WELLCARE, THE CENTENE TRANSACTION AND RELATED MATTERS.** Investors and security holders of Centene and WellCare will be able to obtain free copies of the Registration Statement, the Joint Proxy Statement and other documents (including any amendments or supplements thereto) containing important information about Centene and WellCare once those documents are filed with the SEC, through the website maintained by the SEC at [www.sec.gov](http://www.sec.gov). Centene and WellCare make available free of charge at [www.centene.com](http://www.centene.com) and [www.ir.wellcare.com](http://www.ir.wellcare.com), respectively, copies of materials they file with, or furnish to, the SEC.

### **Participants In The Solicitation**

Centene, WellCare and certain of their respective directors, executive officers and employees may be deemed to be participants in the solicitation of proxies from the stockholders of Centene and WellCare in connection with the Centene Transaction.

Information about the directors and executive officers of Centene is set forth in its Annual Report on Form 10-K for the fiscal year ended December 31, 2018, which was filed with the SEC on February 19, 2019, its proxy statement for its 2019 annual meeting of stockholders, which was filed with the SEC on March 8, 2019, and on its website at [www.centene.com](http://www.centene.com).

Information about the directors and executive officers of WellCare is set forth in its Annual Report on Form 10-K for the fiscal year ended December 31, 2018, which was filed with the SEC on February 12, 2019, its proxy statement for its 2018 annual meeting of stockholders, which was filed with the SEC on April 9, 2018, and on its website at [www.ir.wellcare.com](http://www.ir.wellcare.com).

Investors may obtain additional information regarding the interest of such participants and a description of their direct and indirect interests, by security holdings or otherwise, by reading the Registration Statement, the Joint Proxy Statement and other materials to be filed with the SEC in connection with the Centene Transaction when they become available. You may obtain these documents free of charge through the website maintained by the SEC at [www.sec.gov](http://www.sec.gov) and from the websites of Centene or WellCare as described above.



**No Offer or Solicitation**

This communication is for informational purposes only and does not constitute, or form a part of, an offer to sell or the solicitation of an offer to sell or an offer to buy or the solicitation of an offer to buy any securities, and there shall be no sale of securities, in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. 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.