



Hello,

I'm writing to share some exciting news that MetLife announced this week. We have agreed to acquire PetFirst, a fast-growing pet health insurance administrator. With this agreement, MetLife will strengthen its position as a market leader in U.S. group benefits by offering a new benefit that is surging in popularity.

Founded in 2004, PetFirst currently administers insurance coverage on more than 40,000 pets and has a strong track record of delivering outstanding service and maintaining trust through its emphasis on community and support of local humane societies and shelters.

As you know very well, today's employees have increasing expectations of and desires for their employer to support their lives holistically, which includes families and pets. Last year, Americans spent more than \$18 billion in veterinary care expenses.¹ With an emergency vet visit costing as much as \$1,500,² and nearly half of workers living paycheck to paycheck,³ pet insurance can provide employees with financial protection and supports their financial wellness.

After the transaction closes, PetFirst will become part of MetLife Group Benefits. We anticipate making products offered by PetFirst available to customers in the summer of 2020.

For our customers with pet insurance fulfilled by Nationwide, there will be no immediate change to their existing plan. As we integrate PetFirst, we will continue to update you throughout the year.

For other MetLife customers, as we look to bring this product to market in the summer of 2020, customers will continue to be able to purchase pet insurance fulfilled through our Nationwide partnership.

We will keep you updated on our plan, including our sales compensation plan, as we have more information to share. Of course, if you have additional questions, please feel free to contact me.

Kelsey McConville

Account Executive
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¹JAVMA Press Release “Pet ownership, spending going strong”

²PetPlan Press Release “State of Emergency: Petplan Releases List of States with Highest Unexpected Veterinary Costs”

³MetLife 17th annual U.S. Employee Benefit Trends Study, 2019

Like most group benefit programs, benefit programs offered by MetLife and its affiliates contain certain exclusions, exceptions, waiting periods, reductions of benefits, limitations and terms for keeping them in force. Please contact MetLife for complete details.

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