



## Quest Diagnostics Announces National Agreement With Aetna U.S. Healthcare

March 27, 2000

### QUEST DIAGNOSTICS ANNOUNCES NATIONAL AGREEMENT WITH AETNA U.S. HEALTHCARE

TETERBORO, N.J., March 27, 2000 —

Quest Diagnostics Incorporated (NYSE: DGX), the nation's leading provider of clinical laboratory testing, information and services, announced it has signed a national contract with Aetna U.S. Healthcare to provide laboratory services to Aetna U.S. Healthcare's HMO-based, Point of Service and PPO-based members. The new agreement takes effect April 1, 2000, and replaces multiple contracts covering Quest Diagnostics and the former SmithKline Beecham Clinical Laboratories (SBCL). Quest Diagnostics acquired SBCL in August of 1999. Terms of the new contract were not disclosed.

Under the agreement, Quest Diagnostics is one of the preferred national providers of laboratory services for Aetna U.S. Healthcare members, including members of Prudential Healthcare plans, now part of Aetna U.S. Healthcare. The agreement provides members of Aetna U.S. Healthcare and Prudential Healthcare with expanded access to Quest Diagnostics' national network, including facilities of the former SBCL and all the Quest Diagnostics sites.

"We are pleased to have been selected as a preferred national laboratory provider for Aetna U.S. Healthcare," said Surya N. Mohapatra, Ph.D., President and Chief Operating Officer of Quest Diagnostics. "We have the opportunity to offer the full resources of the nation's largest laboratory network to Aetna U.S. Healthcare physician providers and members, increasing their access to high-quality convenient and reliable diagnostic testing services. Our nationwide network of 40 major laboratories and 1,400 conveniently located patient service centers clearly distinguishes us as the service leader."

Quest Diagnostics is the nation's leading provider of diagnostic testing, information and services with annualized revenues of more than \$3 billion. The testing performed on human specimens helps doctors diagnose, treat and monitor disease; enables employers to detect workplace drug abuse; and supports pharmaceutical and biotechnology companies in clinical trials of new therapeutics worldwide. Quest Informatics analyzes laboratory and other medical data to help health care providers improve the care of patients. Additional company information can be found on the Internet at: [www.questdiagnostics.com](http://www.questdiagnostics.com).

Aetna U.S. Healthcare is the nation's leading health and related benefits organization, providing a full spectrum of products ranging from health maintenance organizations (HMO) to indemnity health insurance, group life and disability products, and dental, vision, and pharmacy benefits to approximately 29 million Americans. In addition, Aetna U.S. Healthcare provides quality measurement and improvement programs and data analysis for providers and purchasers of health care. To learn more about Aetna U.S. Healthcare, visit its website at [www.aetnaushc.com](http://www.aetnaushc.com).

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