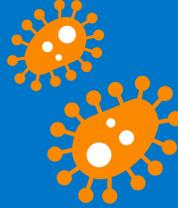


FROM SICK CARE TO HEALTH CARE: Building a Sustainable System



Views from Cigna President and CEO David M. Cordani

The aging population and rise of chronic disease are making serious demands on health care systems.



Almost

50%

of U.S. adults have at least one chronic disease.



86%

of our nation's health care costs account for treating people with chronic diseases.

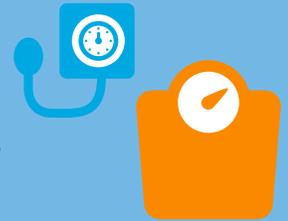


Chronic diseases are preventable, but the majority of health care spending is currently directed towards people who are already sick.

A 2015 Cigna study shows that four correctable health indicators (high weight, cholesterol, blood pressure, and blood sugar) contribute to

50%

of health care costs.



We can shift this spending model by focusing on three foundational elements:

1. AFFORDABILITY AND CHOICE:

We must engage individuals to take control of their health management in order to improve the quality and affordability of services.

2. PARTNER OF CHOICE:

We need to build collaborative partnerships with health care professionals, including paying for performance to reward effective care.

3. INVEST TO INNOVATE:

We must be aided by information and insights, with technology playing a key role, in order to accelerate the delivery of innovative value-based care.



1



For every \$1 invested in the Massachusetts Medicaid Tobacco Cessation Program, there was an average savings of **\$3.12** in cardiovascular-related hospitalization expenditures.

2



Catalyst for Payment Reform estimates that only **10.6%** of all health care dollars are paid in some type of value-based arrangement, where the patient's outcome factors into how much the health care provider earns.

3



A study published in U.S. Endocrinology found that using a mobile health care solution to monitor diabetes led to a **\$3,300** per person annual reduction in employee health care costs.

Conclusion: We must combat the rising costs of chronic disease medical care by empowering individuals to be informed consumers of health care. By providing people with the tools and incentives they need to take control of their health, we can help turn the tide on not just health care spending, but the overall health of America.

Together, all the way.®

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