

Cigna's Connected Care Approach for Customers with Hepatitis C Achieves 98.4 Percent "Real World" Cure Rates

BLOOMFIELD, Conn., July 17, 2015 - A Cigna (NYSE: CI) analysis has found that 98.4 percent of Cigna Pharmacy Management customers treated with Harvoni for hepatitis C genotype 1 achieved a sustained virologic response (SVR12), meaning they are considered to be cured of hepatitis. The latest analysis [continues Cigna's efforts](#) to understand how prescription drugs perform in the "real world" and deliver solutions that generate quantifiable improvements in clinical outcomes and affordability that meet or exceed results seen in clinical trials.

"Our specialty approach focuses on delivering better clinical outcomes and affordability. We focus on the whole customer, collaboration with physicians, and comprehensive customer engagement. This approach goes well beyond just negotiating competitive drug price rates by creating real incentive alignment with drug manufacturers to meet or exceed expected clinical outcomes," said Christopher Bradbury, senior vice president, integrated clinical and specialty drug solutions for Cigna Pharmacy Management. "Our connected care approach drives meaningful improvement in clinical results and affordability and -- as we see with hepatitis C -- delivers powerful, real-world benefits for customers and clients."

Cigna's connected care strategy for hepatitis C includes:

- extensive clinical management to ensure safety and appropriateness;
- comprehensive clinical counseling for all customers regardless of the pharmacy they use;
- a preferred drug approach including development of an innovative [outcomes-based incentive with Gilead Sciences](#) (drug manufacturer);
- physician engagement to support evidence-based decision-making; and,
- Cigna's leading specialty pharmacy.

Additional insights from the analysis show:

- 98.1 percent SVR12 for people with cirrhosis and 98.5 percent SVR12 for those without cirrhosis.
- 98.4 percent SVR12 for those with F0-F2 Metavir score, and 98.3 percent SVR12 for people with F3-F4 Metavir score. A Metavir score is a system used to assess the health of the liver.
- 99.3 percent SVR12 for customers who used Cigna's Specialty Pharmacy.

Cigna also found that its connected care approach to working with physicians has helped its customers receive the preferred drug therapy when clinically appropriate, as well as appropriate length of treatment according to evidence-based standards, helping to improve health and affordability:

- 99.0 percent of customers with hepatitis C genotype 1 were treated with Harvoni since implementation of Cigna's preferred drug approach.
- 100 percent of customers achieved SVR12 when Cigna engaged physicians in aligning the length of therapy (8, 12 or 24 weeks) with evidence-based protocols.

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