

## 2022 VOI Overview Video Script

#	Text on screen
1	For the sixth year, our research confirms the value of Cigna's commitment
2	to improving the health and vitality of everyone we serve.
	We're more focused than ever on delivering better management of health care costs for our clients and better health outcomes for our customers,
4	drawing from over 30 years of experience in designing medical, pharmacy and behavioral health benefits that work together as one.
5	Our 2022 Value of Integration Study, designed and validated by Aon, is a detailed analysis of over 2 million customers that once again proves that triple benefit integration produces higher medical cost savings for employers.
6	This unique study compares results for customers with fully integrated Cigna medical, pharmacy, and behavioral benefits compared to those who carve out pharmacy to a different carrier to show the impact to total health spend.
7	By leveraging our integrated benefits,
8	customers received whole-person care and a better care experience resulting in savings to our clients, including \$148 per member per year (PMPY) total medical cost savings across the book. <sup>1</sup> For a business with one thousand employees with integrated coverage this translates to an average of \$148,000 savings in total medical costs.
9	For high-cost complex conditions, Cigna found even greater savings: <ul style="list-style-type: none"> <li>• More than \$1,400 per member per year savings for those engaged in health improvement opportunities, such as wellness coaching<sup>2</sup></li> <li>• And nearly \$2,500 per member per year savings for those with a diabetes diagnosis<sup>2</sup></li> </ul>
10	And by integrating care, clients spend significantly less on specialty drugs. <ul style="list-style-type: none"> <li>• Nearly \$9,000 per member per year<sup>2</sup> is saved, increasing to more than \$11,000 per member when the specialty drug is for an inflammatory condition like rheumatoid arthritis<sup>2</sup>; and</li> <li>• Almost \$17,500 per year for members who took specialty drugs and have a confirmed depression diagnosis<sup>2</sup></li> </ul> <p>These are real savings that our clients are benefiting from right now.</p>
11	<b>Integrated benefits drive greater savings and health improvement opportunities that can't be achieved when benefits are fragmented.</b>
13	Cigna's clients offering integrated benefits can achieve a healthier, more productive workforce—turning your health plan into your new growth plan. Are your benefits connected?
14	Contact your Cigna representative today to learn more about integrated benefits.

**Footnotes:**

1. Aon was independently engaged to design and perform Cigna's 2022 Value of Integration study. This book of business study leveraged a proprietary match case-control methodology, comparing those customers who share certain characteristics (age, gender, health status and benefits) but differ in terms of their medical, pharmacy and behavioral coverage. Results may vary.
2. Cigna supplemented the Aon study with its own 2022 book of business study of medical customers who have integrated Cigna pharmacy and total behavioral health coverage. Average annual per member per year (PMPY) – client/customer results will vary and are not guaranteed. Cigna used a match case-control methodology developed at Harvard University to produce these statistics on different subsets of its customer population (those with particular comorbidities, those who engaged in health improvement activities, etc.).

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