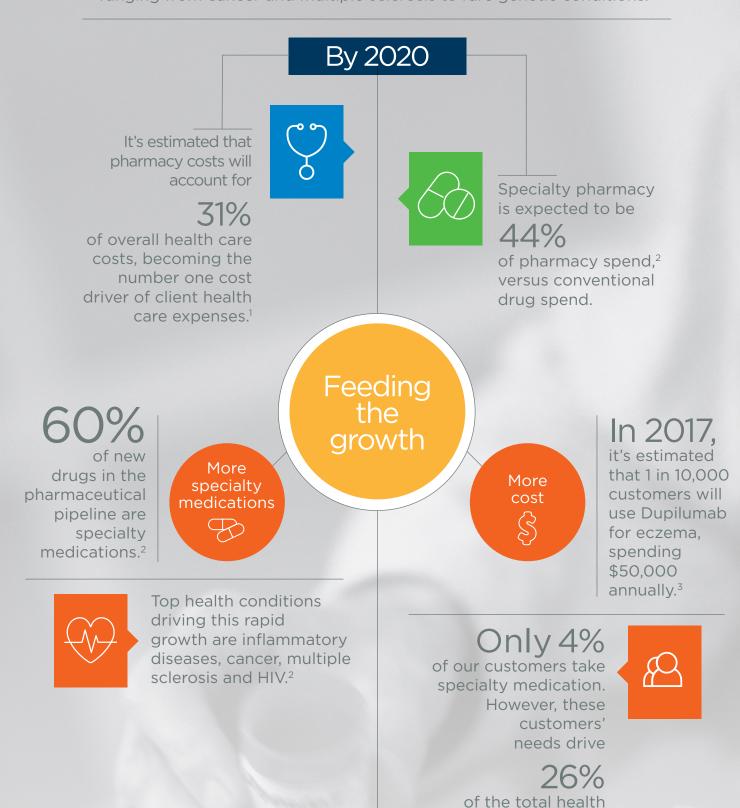
A CLOSER LOOK AT THE SPECIALTY PHARMACY MARKET

Today's specialty pharmacy market is rapidly growing

Specialty pharmacy focuses on high-cost, high-touch medication therapy for people with complex diseases and health issues, ranging from cancer and multiple sclerosis to rare genetic conditions.





We believe the most effective way to improve health and to control related costs is to understand and manage the entire health experience. Integrating medical and pharmacy benefits is key to providing this holistic view and managing a successful program.

> The advantages of integration are clear and so are the results



Cigna clients save

an average of

per member per year (PMPY) in medical cost savings when plans are integrated.⁵ Additional medical cost savings:

care cost.4

\$320 PMPY for those with a chronic

condition who engaged with a coach.5

diabetes who engaged with a coach.5





Offered by: Cigna Health and Life Insurance Company, Connecticut General Life Insurance Company or their affiliates.

- 1. Cigna book of business national study 2016. Projection compares the following health care spend for medical service categories: drugs and biologics, inpatient facility, outpatient facility, professional services, other medical services.
- 2. Specialty Pharmacy Continuum clinical article, "Specialty Drugs Remain a Robust Market Force." June 6, 2016.
- 3. Cigna specialty medication users, integrated pharmacy and medical benefits claim review, Integrated Data Source, January—December 2015.
- 4. Cigna market analysis, November 2016.
- 5. 2015 Cigna National Study of Value of Integration analysis of integrated clients vs. those with Cigna medical and outside Pharmacy Benefit Manager, full-year 2014 book of business average medical savings.

All statistics are for illustrative purposes only. Individual customer/client results may vary. Product availability may vary depending on location and plan type and is subject to change. All group health benefit plans and insurance policies contain exclusions and limitations. For costs and complete details of coverage, contact your Cigna representative.

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