

CIGNA HEALTH ENGAGEMENT INCENTIVE PROGRAMS DRIVE HEALTH AND AFFORDABILITY

Incentive programs are a critical component of chronic disease prevention.

WHAT WE LOOKED AT:

- › A three-year study of **210,000+ customers** enrolled in 28 employer-sponsored plans.
- › Impact of incentives on health engagement, health outcomes and medical costs.

WHAT WE LEARNED:

Increased engagement



2x as likely to set a health coaching goal.¹



2x as likely to achieve a health coaching goal.¹



30% more likely to complete their biometric screening.¹

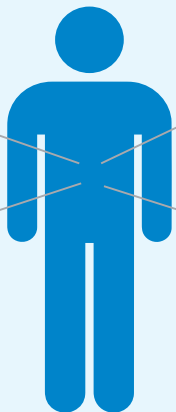
Better health outcomes

6x more likely to meet the **body mass index (BMI) target of <30 kg/m²**¹

5x more likely to meet the **blood pressure target of <140/90 mmHg**¹

45% more likely to meet the **cholesterol target of <240 mg/dL**¹

30% more likely to meet the **blood glucose target of <100 mg/dL (fasting) or 140 mg/dL (random)**¹



Lower medical costs



Reducing overall total medical costs by **10%**¹



13% reduction in costs for those with two or more chronic conditions.¹

Together, all the way.®



1. Do Incentives Drive Engagement, Health and Financial Outcomes? Incentives Study Refresh, Vaishak Chandran, Albert Shen, Cigna Global Data & Analytics, November, 2018. Results may vary. All Cigna products and services are provided exclusively by or through operating subsidiaries of Cigna Corporation, including Cigna Health and Life Insurance Company, Cigna Behavioral Health, Inc., and Cigna Health Management, Inc. The Cigna name, logo, and other Cigna marks are owned by Cigna Intellectual Property, Inc. All pictures are used for illustrative purposes only.