



Financial Wellness and its Importance in an Aging Society

The Business Case for Financial Wellness in an Aging Society: How Employers and Employees Both Gain

Michael Knowling

Head of Client Relations and Business Development, Prudential Retirement

Carolyn Kennedy

Vice President, Employee Benefits, Chubb

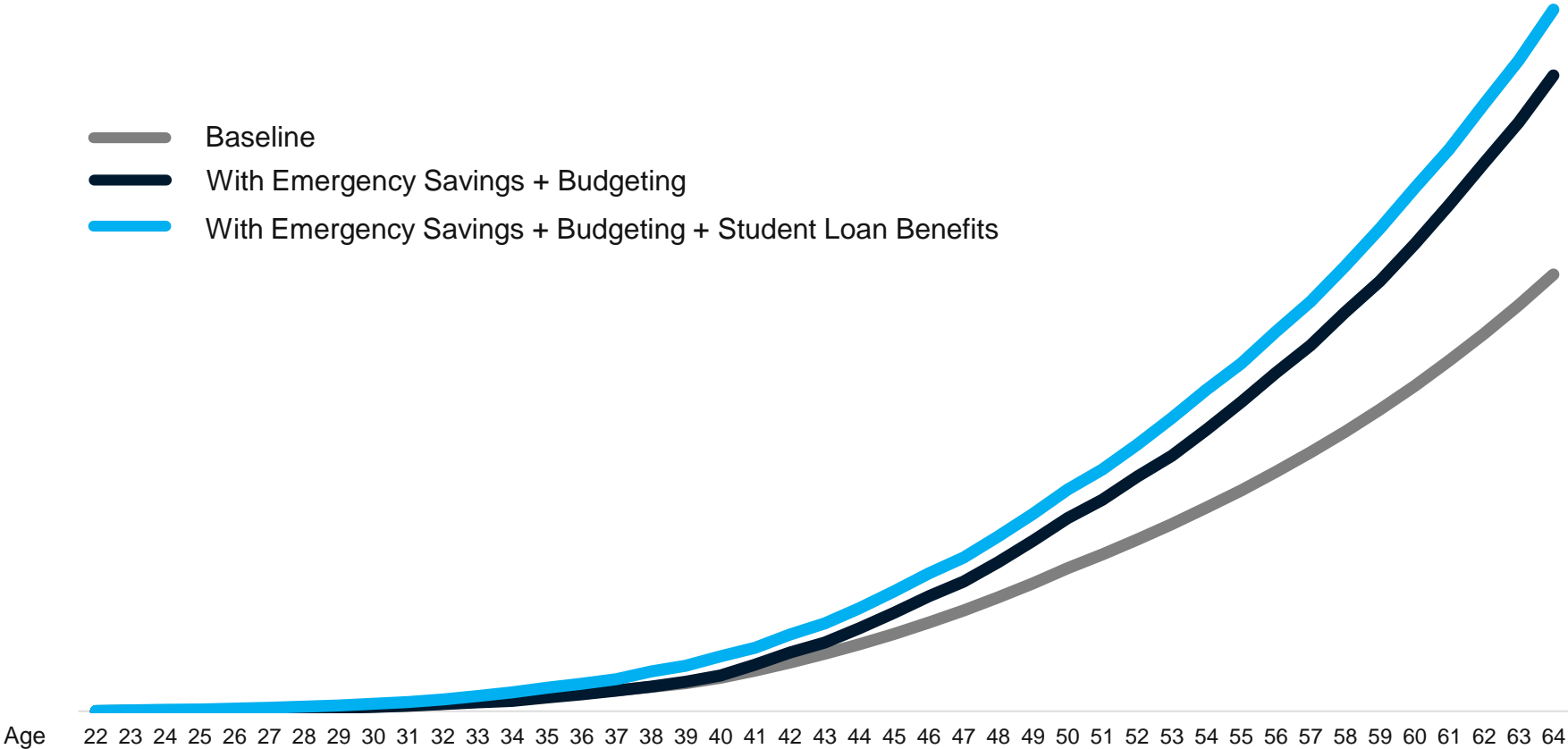
Jill Vaslow

Director of Global Health and Wellness, Cigna



Emergency Savings and Student Loan Benefit Programs Can Have a Significant Positive Impact on Retirement Savings

Hypothetical DC Plan Accumulation



Source: Prudential analysis. Assumes: 22 years of age with a starting salary of \$51,300 that increases 3% per year until age 35, and gradually reduces to a 1% increase per year at age 50; Starting student loan debt of \$37,000 with 9% interest rate, which is reduced to 7% by utilizing student loan assistance; 50% of money is saved into his 401(k) DC plan after his bills are paid. These bills decrease in certain scenarios with reduced student loan and credit card debt; Employer match in the DC plan is 50% on the first 6% of salary deferred; Average rate of return is 6%; Emergencies are \$1,500, adjusted for inflation, and occur every two years in each scenario.

Financial Wellness at Chubb

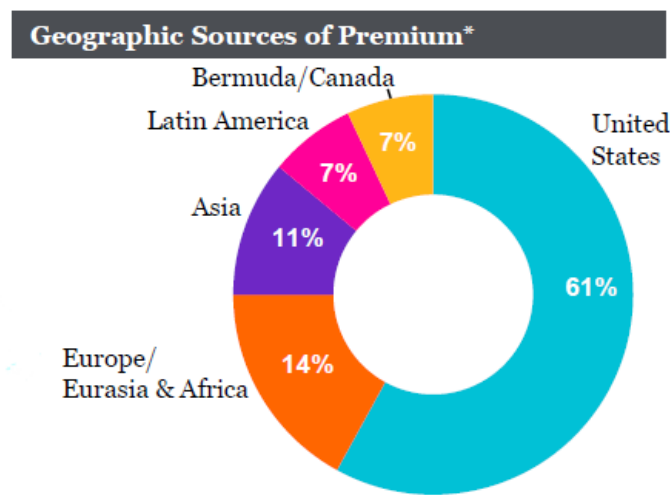
CHUBB

Carolyn Kennedy
September 12, 2019

Global Reach

- Chubb has an extensive local presence globally, with insurance professionals and operating subsidiaries in 54 countries and territories.
- Nearly 40 percent of the company’s business is transacted outside the United States.

Argentina	Denmark	Italy	Panama	Sweden
Australia	Ecuador	Japan	Peru	Switzerland
Austria	Egypt	Korea	Philippines	Taiwan
Belgium	Finland	Macau SAR	Poland	Thailand
Bermuda	France	Malaysia	Portugal	Tunisia
Brazil	Germany	Mexico	Puerto Rico	Turkey
Canada	Gibraltar	Myanmar	Russia	United Arab Emirates
Chile	Hong Kong SAR	Netherlands	Saudi Arabia	United Kingdom
China	Hungary	New Zealand	Singapore	United States
Colombia	Indonesia	Norway	South Africa	Vietnam
Czech Republic	Ireland	Pakistan	Spain	



North America	
Premiums**	\$25.9 billion
Employees	18,250
Offices	194

Europe/Eurasia & Africa	
Premiums**	\$5.1 billion
Employees	3,800
Offices	93

Asia	
Premiums**	\$4.1 billion
Employees	6,000
Offices	243

Latin America	
Premiums**	\$2.9 billion
Employees	5,000
Offices	112

* YTD 2019 gross premiums written
 ** FY 2018 gross premiums written

2019 US Benefits at a Glance

Health and wellness

- Medical and prescription drugs
- 365 HUB
- Supplemental medical
- Health Savings Account (HSA)
- Flexible Spending Accounts (FSAs)
- Dental
- Vision
- Ensure Your Health Wellness Program
- Employee Assistance Program (EAP)
- Long Term Care



Life and disability

- Life insurance
- Personal accident insurance
- Disability insurance



Wealth and more

- Retirement Savings Plan
- Employee Stock Purchase Plan
- Transportation benefits
- Identity theft protection
- Legal benefits
- Financial Wellness Center
- Auto and home insurance
- Pet insurance
- Online discount mall



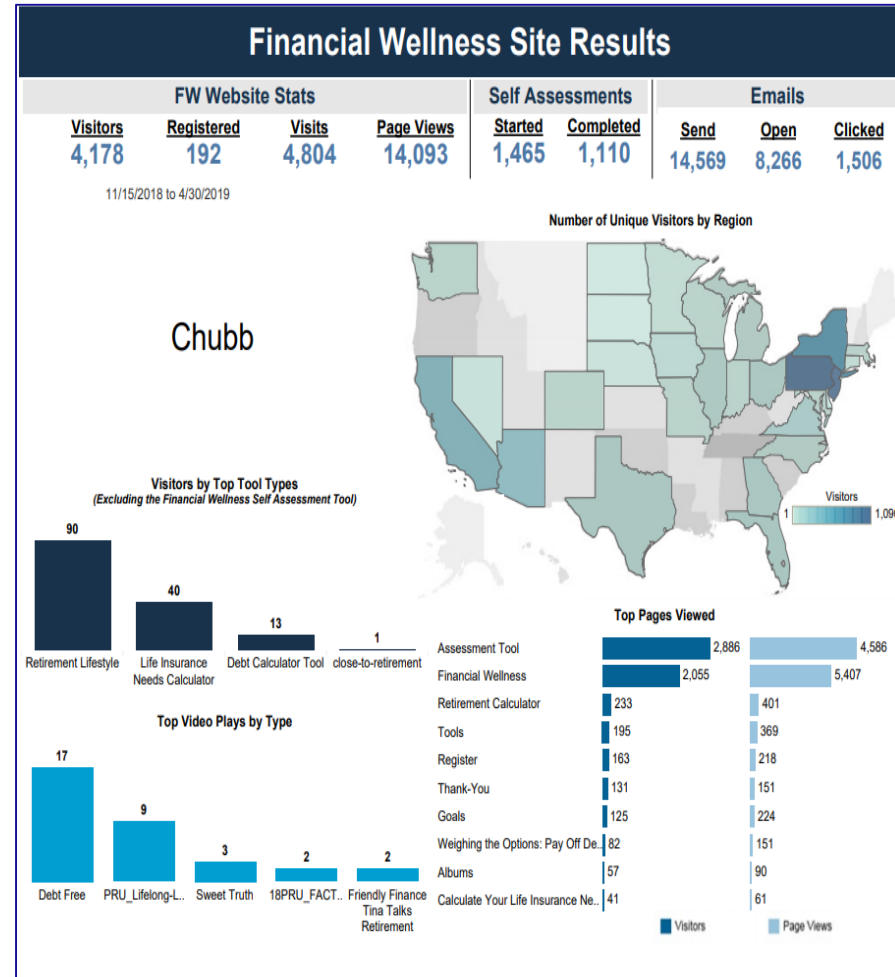
Financial Wellness Center - Digital Engagement Insights

– Engagement indicators

- 4,178 visitors, 192 people registered, 4,804 visits = 1.2 visits per visitor
- 14,093 page views = 3.4 pages viewed per visitor
- 1,110 self-assessments completed
- Overall Engagement Rate = 28%

– Self Assessments - Key Insights

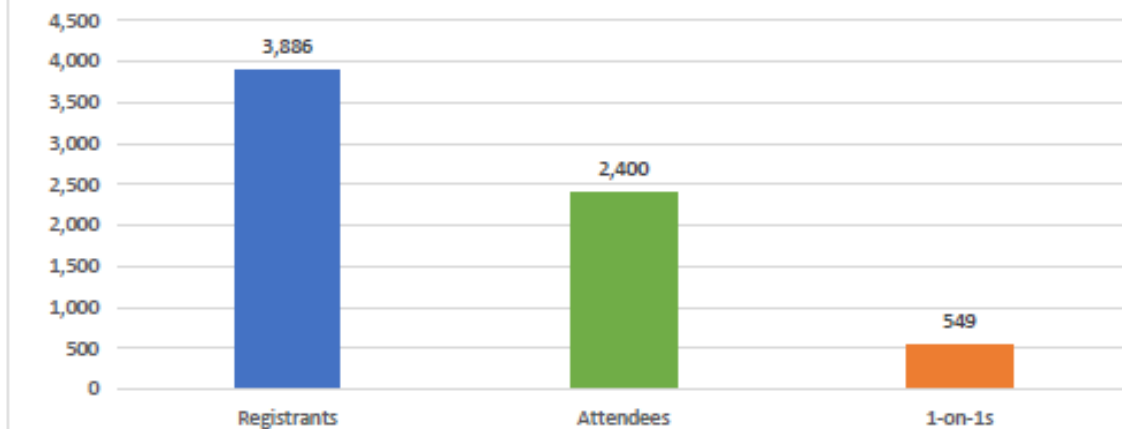
- 60% were somewhat stressed
- 17% were very stressed
- Top 3 reported causes of stress:
 - Monthly Bills - 28%
 - Saving for the Future – 27%
 - Credit Card Debt - 9%
- 14% have less than 1 month of income if they were out of work, 21% indicated 1-2 months
- 29% not very confident their savings would be enough to retire, 9% were not at all confident



Data captured from 11/15/2018 – 4/30/2019

Prudential Pathways Scorecard

Event Results



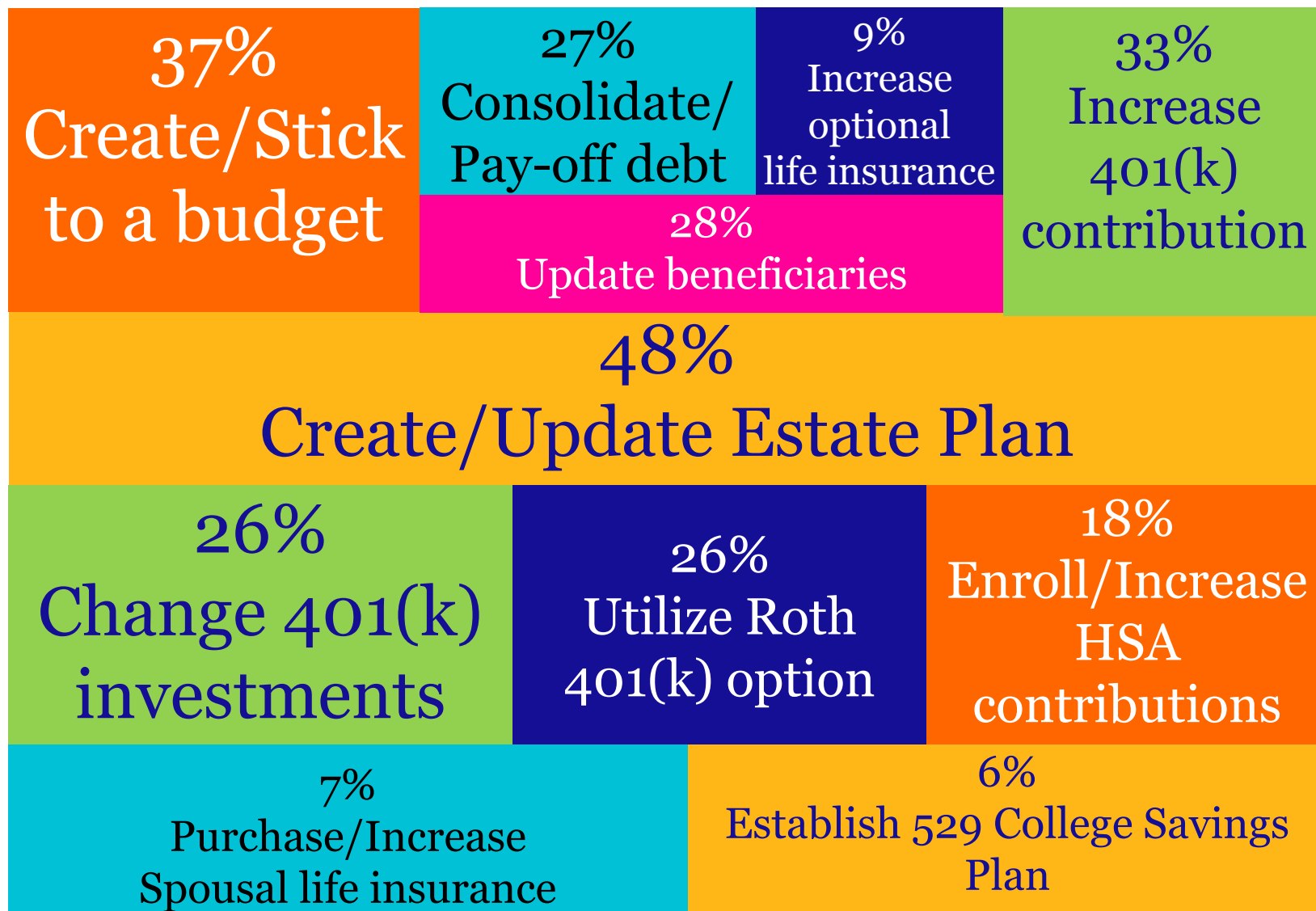
Event Information

- 144 completed events
- 2,400 of 3,886 registrants participated (62%)
- 549 or 22% of attendees held a personal 1-on-1 meeting

Topics Covered

- Pathways Series
- Strategies for College Funding
- Roadmap to Retirement
- Healthcare in Retirement
- Transitioning Successfully into Retirement
- It's Your Estate – Are you in Control?
- Estate Planning for the LGBT Community
- Women & Money – Taking Control of your Financial Future
- Financial Challenges of the Sandwich Generation
- Managing Money for Kids
- Managing Money for Teens
- Budgeting and Debt Management

Pathways Survey Results – what will you do now?



Our challenges and what's next

- Keeping up the momentum
- The baby boomers
- Early career talent
- Healthcare

Chubb. Insured.

FINANCIAL WELL-BEING AT CIGNA

Together, all the way.®



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

Cigna by the numbers

\$48B

in adjusted revenues*

Ranked

65

on the 2019
Fortune 500 list

74,000 employees worldwide
serving approximately

165M

customer and patient
relationships around the world

500+

collaborative care
relationships

Sales capabilities
in more than

30

countries and
jurisdictions

Global network of

1M+

relationships with health
care providers, clinics
and facilities

*"Adjusted revenues" are not determined in accordance with accounting principles generally accepted in the United States ("GAAP") and should not be viewed as a substitute for the most directly comparable GAAP measures, shareholders' net income and total revenues. Adjusted revenues is defined as total revenues excluding revenue contributions from transitioning clients, net realized results from equity method investments, and special items. See Pages 42–44 of Cigna's 2018 Annual Report on Form 10-K ("Form 10-K") for additional information on these non-GAAP measures and reconciliations of these non-GAAP measures to the most directly comparable GAAP measure.





Who We Are

We are a global health service company dedicated to providing whole person services and solutions

Our Mission

To improve the health, well-being and peace of mind of those we serve

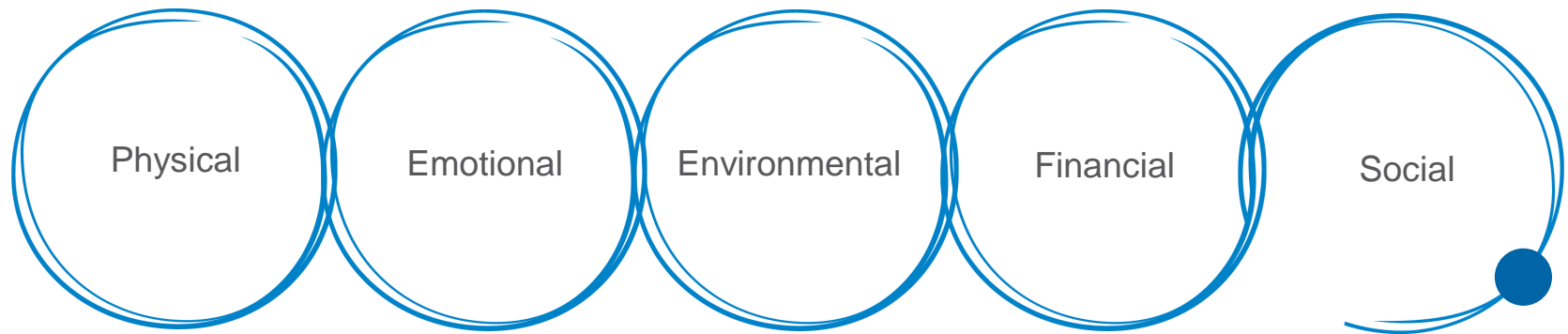
Our Role

To be champions for our customers and our communities



Life ConnectedSM

A fundamental shift in how **workplace health and well-being** is approached



Identifying **your needs** within five dimensions of total well-being.

Making Connections



Helping you invest in yourself

Cigna cares about helping employees pave the way toward a more secure financial future. In 2018, Cigna invested in you by providing two additional employer matching contributions to your Cigna 401(k) Plan ("Plan") account.

Between Cigna's regular matching contribution, the 1% performance based match and the additional quarterly 1% match, the total company matching contributions equaled 6.5% for 2018¹. The three combined matches invested more than \$196 million in the retirement accounts of over 40,000 U.S. employees.

By contributing on average 6% or more in 2018, you took full advantage of Cigna's investment in you:

Amount	Match Type
[\$X,XXX.XX]	Your Regular Employer Match ²
[\$X,XXX.XX]	Your Performance Based Match
[\$X,XXX.XX]	Your Total Additional Quarterly Matches



You. Secure.

YOUR FINANCIAL BENEFITS

Building your retirement and health savings is a shared responsibility. Cigna has programs that help protect and sustain your financial well-being. Use them to your advantage.

Cigna 401(k) Plan as of June 30, 2019

You are currently contributing to this Plan.

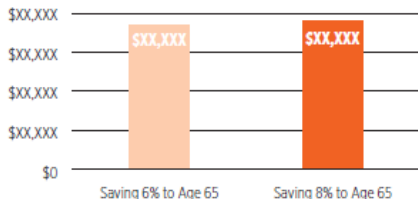
Pre-Tax Contribution Rate*	Roth Contribution Rate*
X%	X%
Vested Account Balance	Account Balance
\$XX,XXX	\$XX,XXX

*This includes your Catch-Up Contribution Rate for 2019.

Percent Vested in Cigna's Contributions 0%**

**Percent vested is based on your hours worked as of July 1, 2019.

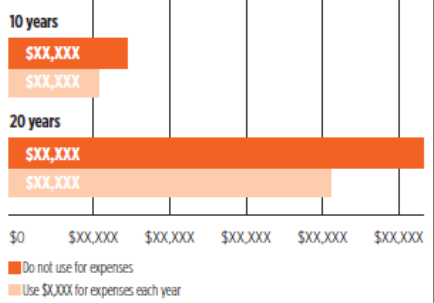
Congratulations! You're taking full advantage of Cigna's match by putting away 6% of your pay in the Cigna 401(k) Plan for retirement. But, if your nest egg looks like it still might be falling short of your retirement goals, consider contributing a little bit more. Look at the difference just 2% more can provide you at age 65.



Health Savings Account (HSA) Contributions

Your HSA can grow significantly over time to help you save for future health care expenses. Your total balance as of June 30, 2019, is \$X,XXX, and you've committed to adding \$X,XXX to your account in 2019.

Growth of HSA Contributions (based on using or not using current health care expenses)



These are value projections of future contributions for illustrative purposes only, based on the following assumptions:

- Enrollment in an HSA plan
- Cigna contributes \$X,XXX annually for employee and family coverage
- You contribute \$X,XXX annually (\$XXX.XX per pay) to the HSA
- A 4% annual investment return
- Your current HSA balance is included in these Projections



Dimensions of total well-being



Understanding of your financial situation, feeling prepared to manage any unexpected changes that arise, and being able to define a path toward future financial goals.

Financial well-being helps provide a **sense of security and relief from financial stress.**



All Cigna products and services are provided exclusively by or through operating subsidiaries of Cigna Corporation, including Cigna Health and Life Insurance Company, Connecticut General Life Insurance Company, Accredo Health Group, Inc., Express Scripts, Inc., Cigna Behavioral Health, Inc., and HMO or service company subsidiaries of Cigna Health Corporation. "Accredo" refers to Accredo Health Group, Inc. The Cigna name, logo, and other Cigna marks are owned by Cigna Intellectual Property, Inc. "Accredo" and "Express Scripts" are trademarks of Express Scripts Strategic Development, Inc. All pictures are used for illustrative purposes only.

926359 08/19 © 2019 Cigna. Some content provided under license.



Omar, 22

Associate,
Healthcare

Insurance and reinsurance products are issued by either Prudential Retirement Insurance and Annuity Company (PRIAC), of Hartford, Connecticut, or The Prudential Insurance Company of America (PICA), of Newark, New Jersey. Both are wholly owned subsidiaries of PFI, and each company is solely responsible for its financial condition and contractual obligations. PFI of the United States is not affiliated with Prudential plc, which is headquartered in the United Kingdom.

© 2019 Prudential Financial, Inc. and its related entities. Prudential, Prudential Retirement, the Prudential logo, the Rock symbol, and Bring Your Challenges are service marks of Prudential Financial, Inc. (PFI) and its related entities, registered in many jurisdictions worldwide. Prudential Retirement is a PFI business.

1026417-00001-00

