



SUPPLEMENT FOR THE YEAR 2019 OF THE CIGNA HealthCare of New Jersey Inc.

**SUPPLEMENTAL COMPENSATION EXHIBIT**

For the Year Ended December 31, 2019

(To be filed by March 1)

**PART 1 - INTERROGATORIES**

1. Is the reporting insurer a member of a group of insurers or other holding company system? Yes [ X ] No [ ]  
If yes, do the amounts below represent 1) total gross compensation earned for each individual by or on behalf of all companies which are part of the group: Yes [ X ]; or 2) allocation to each insurer: Yes [ ] .
2. Did any person while an officer, director, or trustee of the reporting entity receive directly or indirectly, during the period covered by this statement any commission on the business transactions of the reporting entity? Yes [ ] No [ X ]
3. Except for retirement plans generally applicable to its staff employees, has the reporting entity any agreement with any person, other than contracts with its agents for the payment of commissions whereby it agrees that for any service rendered or to be rendered, that he/she shall receive directly or indirectly, any salary, compensation or emolument that will extend beyond the period of 12 months from the date of the agreement? Yes [ ] No [ X ]

**PART 2 - OFFICERS AND EMPLOYEES COMPENSATION**

1 Name and Principal Position	2 Year	3 Salary	4 Bonus	5 Stock Awards	6 Option Awards	7 Sign-on Payments	8 Severance Payments	9 All Other Compensation	10 Totals
Current:									
1. Peter McCauley - Member of Board of Directors	2019	367,088	241,747	61,326	59,804			2,949	732,914
Thomas Martel - President	2018	338,239	257,473	170,581	135,416			50,627	952,336
Thomas Martel - President	2017	333,227	144,928	135,415	135,389			8,750	757,709
Current:									
2. Scott Lambert - Treasurer	2019	211,146	125,937	49,564	48,123			1,977	436,747
Scott Lambert - Treasurer	2018	203,025	121,093	47,658	46,272			682	418,730
Scott Lambert - Treasurer	2017	195,949	56,000	48,618	48,545			1,135	350,247
3. Lisa Lough - Assistant Secretary	2019	308,848	336,491	99,549	97,048			1,560	843,496
Michael Triplett Sr. - Assistant Vice President	2018	515,385	750,000	658,454	522,539			28,700	2,475,078
Michael Triplett Sr. - Assistant Vice President	2017	495,262	267,444	450,089	450,029			7,978	1,670,802
4. Manish Naik - Vice President	2019	296,494	323,031	95,567	93,166				808,258
Raymond Smithberger - Assistant Secretary	2018	348,846	348,500	347,012	165,580			2,013	1,211,951
Matthew Morris - Assistant Vice President	2017	479,667	155,752	289,173	289,093			2,104	1,215,789
5. Jeff Berardo - Assistant Vice President	2019	239,200	127,224	44,104	43,117			337,194	790,839
Lisa Lough - Assistant Secretary	2018	296,969	323,549	95,720	9,396			1,500	727,134
Raymond Smithberger - Assistant Secretary	2017	332,692	158,550	183,458	81,280			905	756,885
6. Kevin Ellis - Medical Managing Director	2019	383,368	150,000	41,899	40,961				616,228
Jeff Berardo - Assistant Vice President	2018	230,000	46,000	42,408	41,459			396,699	756,566
Jeff Berardo - Assistant Vice President	2017	230,000	332,507	115,375	46,042			0	723,924
7. Jeffrey Hankoff - Medical Managing Director	2019	379,646	142,500	39,804	38,913				600,863
Peter McCauley - Member of Board of Directors	2018	352,969	232,449	58,967	57,504			2,836	704,725
Peter McCauley - Member of Board of Directors	2017	340,404	91,060	156,087	55,037			2,813	645,401
8. Kurt Hoffman - General Surgery Director	2019	332,221	135,375	37,814	36,968				542,378
Thomas Garvey - Vice President	2018	318,195	227,196	74,315	72,521			3,765	695,992
Lisa Lough - Assistant Secretary	2017	286,212	98,656	166,405	79,842			1,319	632,434
9. Scott Harrison - Ophthalmologist	2019	306,369	128,606	35,923	35,119				506,017
Edward Potanka - Counsel	2018	276,186	165,869	119,606	94,791			9,055	665,507
Susan Celmer - Assistant Secretary	2017	224,310	240,700	100,371	32,364			1,275	599,020
10. Anish Kadakia - Senior Director	2019	304,448	122,176	34,127	33,363				494,114
Timothy Sheridan - Vice President	2018	252,709	230,394	58,967	57,439			1,087	600,596
Thomas Garvey - Vice President	2017	311,989	122,949	69,199	68,946			2,480	575,563

**PART 3 - DIRECTOR COMPENSATION**

1 Name and Principal Position or Occupation and Company (if Outside Director)	Paid or Deferred for Services as Director				6 All Other Compensation Paid or Deferred	7 Totals
	2 Direct Compensation	3 Stock Awards	4 Option Awards	5 Other		



SUPPLEMENT FOR THE YEAR 2019 OF THE CIGNA HealthCare of New Jersey Inc.

**PART 3 - DIRECTOR COMPENSATION**

1	Paid or Deferred for Services as Director				6	7

SUPPLEMENT FOR THE YEAR 2019 OF THE CIGNA HealthCare of New Jersey Inc.

**PART 4 - NARRATIVE DESCRIPTION OF MATERIAL FACTORS**

---

Provide a narrative description of any material factors necessary to gain an understanding of the information disclosed in the tables.

W2 earnings were used for the selection criteria of the 8 officers and then current year stock/option awards along with remaining compensation (excluding stock vested and options exercised) were used for the exhibit. ....