

STRATEGIC PLANNING
AND REVIEW CONSULTATION

Sample Client



EXPRESS SCRIPTS®

CHAMPIONS
FOR
BETTER™



YOUR FUTURE:
Taking on the toughest
challenges. Together.



Inflammatory conditions

1.5M

adults in the
U.S. living with
rheumatoid arthritis (RA)



17.1%

spending increase for
drugs used to treat RA,
psoriasis and other
autoimmune conditions¹

6x

more likely
to incur
medical charges

44%

of patients are
NONADHERENT
to medication

7x

more likely
to reduce
work hours

Average cost of a script

\$4,274¹



1. Express Scripts 2019 Drug Trend Report

Inflammatory conditions

- At 19.3% spend, this is your largest indication and is trending up 17.0%
- Trend will remain high, between 14% and 17% year-over-year through 2022, as continued cost

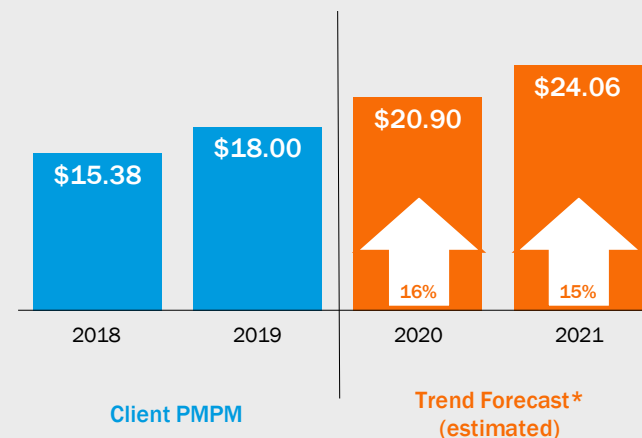
increases are expected. New formulations for medications to treat ulcerative colitis and new medications for atopic dermatitis may impact the market in 2020.



\$3,008.39
average cost per Rx

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
HUMIRA PEN*	1	1	\$5,780,808	\$3.52	-33.4%
HUMIRA(CF) PEN*	2	2	\$3,338,985	\$2.03	2569.7%
ENBREL SURECLICK*	3	6	\$3,160,692	\$1.92	15.7%
STELARA*	4	3	\$2,938,658	\$1.79	25.3%
COSENTYX PEN (2 PENS)*	11	16	\$1,678,244	\$1.02	99.1%
ENBREL*	13	29	\$1,432,804	\$0.87	0.0%
MESALAMINE	20	43	\$1,062,817	\$0.65	24.4%
HUMIRA*	22	41	\$1,006,630	\$0.61	-17.2%
XELJANZ XR*	30	30	\$917,364	\$0.56	22.7%
OTEZLA*	33	20	\$898,998	\$0.55	17.6%

*Specialty Drugs



Inflammatory Conditions Care ValueSM program

- Segments therapies by indication to reduce costs and provides **reimbursement for early discontinuation** of therapy
- \$2K per Rx for the first three fills
- While providing enhanced member care through **specialist pharmacists and nurses** delivering up to 16% higher adherence versus other specialty pharmacies
- 2019 results: **15.5%** trend for plans enrolled in SafeGuardRx[®] programs versus 17.5% for those not enrolled

Peer = Express Scripts peer 'book of business' market segment

*Based on 2019 Drug Trend Report forecasted values for commercial plans



MAGNITUDE OF THE PROBLEM

Diabetes

30M

people in the U.S.
have diabetes¹



5.2%

increase
in spending²

36.6%

of patients are
NONADHERENT
to medication³

\$237B

in diabetes
related medical
costs in the U.S.⁴

3x

higher plan costs for
members with diabetes
versus those without³

\$210M

in annual nonadherence-
related healthcare costs³




1. Centers for Disease Control and Prevention
2. 2019 Express Scripts *Drug Trend Report*
3. Express Scripts Research: *The Diabetes Dilemma*
4. American Diabetes Association

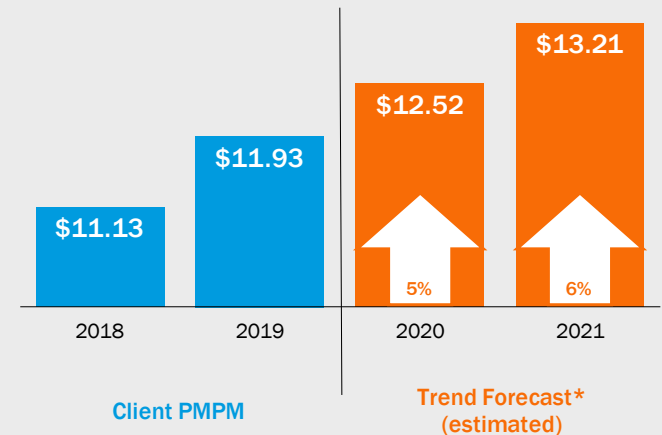


Diabetes

- At 12.8% spend, this is your second largest indication and is trending up 7.2%
- Diabetes trend will decrease to 5.0% in 2020, as utilization trend levels off and authorized generics enter the market.

 **\$237.68**
average cost per Rx

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
JANUVIA	6	8	\$2,076,288	\$1.26	10.0%
LANTUS SOLOSTAR	9	9	\$1,796,210	\$1.09	12.5%
HUMALOG	12	14	\$1,634,001	\$0.99	4.9%
JARDIANCE	14	13	\$1,333,285	\$0.81	70.7%
HUMALOG KWIKPEN U-100	18	12	\$1,097,874	\$0.67	2.3%
INVOKANA	24	37	\$968,987	\$0.59	6.6%
METFORMIN ER OSMOTIC	27	260	\$949,180	\$0.58	-7.9%
VICTOZA 3-PAK	43	32	\$746,349	\$0.45	40.9%
LANTUS	63	55	\$491,826	\$0.30	-11.1%
JANUMET	68	51	\$456,025	\$0.28	6.0%



Diabetes Care ValueSM program

- Patients have access to medication through a new **quality-based pharmacy network** and **specialized care** from the diabetes Therapeutic Resource Center[®]
- Diabetes remote monitoring provides member touchpoints within **three minutes** of an abnormal blood glucose reading
- **StepInSM remote monitoring weight loss program at no charge**
- 2019 results: **-5.4%** trend for plans enrolled in SafeGuardRx[®] programs versus 8.5% for those not enrolled

Peer = Express Scripts peer 'book of business' market segment

*Based on 2019 Drug Trend Report forecasted values for commercial plans



MAGNITUDE OF THE PROBLEM

Oncology

Last year

1.6M

Americans were diagnosed with cancer



770+

oncology drugs are in the pipeline

38.4%

of patients are nonadherent

PMPY cost for medications
\$85.59¹



80%
of oncology spend is in the medical benefit

For 2019, trend for the oncology therapy class increased by

10.8%¹




1. 2019 Express Scripts Drug Trend Report



Cancer

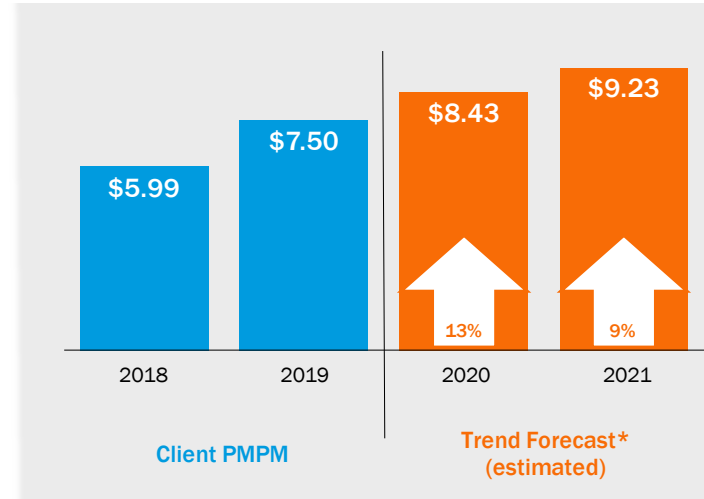
- At 8.1% spend, this is your third largest indication and is trending up 25.2%
- Trend in this class will increase slightly in 2020 due to increasing utilization and pricing of oral oncology

medications such as Ibrance® (palbociclib). This will be offset by the release of generics for Pomalyst® (pomalidomide), a medication to treat multiple myeloma.

 \$2,222.94 average cost per Rx

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
REVLIMID*	10	7	\$1,696,761	\$1.03	33.0%
IMBRUVICA*	15	19	\$1,238,144	\$0.75	52.8%
TAGRISO*	21	68	\$1,059,430	\$0.64	35.9%
IBRANCE*	34	21	\$898,593	\$0.55	-26.2%
SPRYCEL*	42	48	\$752,887	\$0.46	-11.0%
AFINITOR*	49	92	\$598,708	\$0.36	39.4%
LYNPARZA*	55	164	\$560,101	\$0.34	950.5%
ICLUSIG*	61	377	\$500,370	\$0.30	91.4%
JAKAFI*	65	56	\$473,469	\$0.29	-17.8%
IMATINIB MESYLATE*	69	58	\$445,976	\$0.27	-15.1%

*Specialty Drugs



Oncology Care ValueSM program

- Provides better care and education to patients through the **oncology Therapeutic Resource Center®** and **manages 60% of oncology costs** through the alignment of drug prices and health outcomes
- Early discontinuation reimbursement is provided for new-to-therapy patients on certain medications
- 2019 results: **11.2%** trend for plans enrolled in SafeGuardRx® programs versus 11.4% for those not enrolled

Peer = Express Scripts peer 'book of business' market segment

*Based on 2019 Drug Trend Report forecasted values for commercial plans



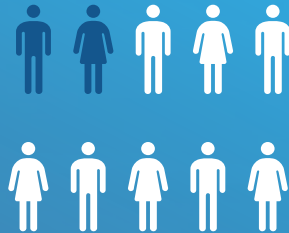
MAGNITUDE OF THE PROBLEM

HIV

Approximately

1.1M

people in the U.S.
are living with HIV¹



Without
intervention now,
400,000
additional Americans
could be diagnosed in
the next 10 years²

1 in 7

people living with
HIV are unaware
of their infection³

Only
8%

of people at risk of HIV are on PrEP
(pre-exposure prophylaxis treatment)⁴

HIV adherence rates via
Accredo[®] specialty
pharmacy are 90.5%
vs. 84.3% at other
specialty pharmacies
vs. 85.0% at retail



1. Centers for Disease Control and Prevention
2. U.S. Department of Health & Human Services
3. hiv.org
4. A systematic review of adherence to oral pre-exposure prophylaxis for HIV – how can we improve uptake and adherence? David Sidebottom, Anna Mia Ekström, and Susanne Strömdahl



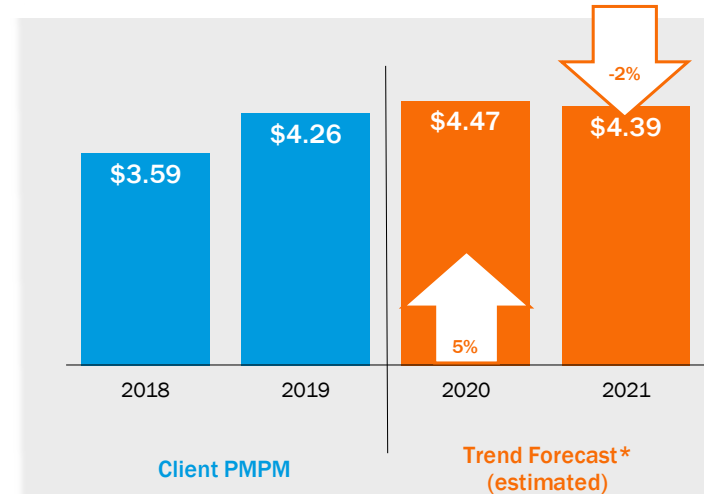
HIV

- At 4.6% spend, this is your fourth largest indication and is trending up 18.9%
- Selzentry® (maraviroc) generics and Truvada® (emtricitabine-tenofovir) generics are expected to be released on August 6, 2020 and September 30, 2020,

respectively. As the top medication by marketshare and PMPY spend, generics to Truvada should cause a large unit cost decline to -1.0% by the end of 2020.

 \$2,442.60 average cost per Rx

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
TRUVADA	8	15	\$1,881,868	\$1.14	31.2%
GENVOYA	23	26	\$1,002,843	\$0.61	4.0%
BIKTARVY	26	22	\$949,574	\$0.58	517.2%
TRIUMEQ	41	45	\$766,385	\$0.47	32.7%
ODEFSEY	57	86	\$547,002	\$0.33	38.2%
ATRIPLA	59	161	\$535,583	\$0.33	-12.1%
TIVICAY	110	96	\$281,730	\$0.17	-16.3%
DESCOVY	149	77	\$196,348	\$0.12	-7.2%
COMPLERA	218	447	\$118,743	\$0.07	-31.7%
ISENTRESS	243	296	\$106,864	\$0.06	-11.0%



HIV Care ValueSM program

- Increased adherence with access to our specially trained Therapeutic Resource Center® clinicians
- Educational material for prescribers who may have high risk patients not on PrEP treatment
- Trend cap for clients to help manage increased utilization on PrEP therapies

Peer = Express Scripts peer 'book of business' market segment

*Based on 2019 Drug Trend Report forecasted values for commercial plans



MAGNITUDE OF THE PROBLEM

Multiple sclerosis (MS)

Approximately

1M

people in the U.S.
are living with MS



25%

of patients
DISCONTINUE
therapy in the
first three months

4th

highest ranked
drug spend category

15%

more patients
with new
therapy options

Therapeutic Resource
Center® support
REDUCES ER risk by

66%

Average cost of a script

>\$5,000



Multiple sclerosis (MS)

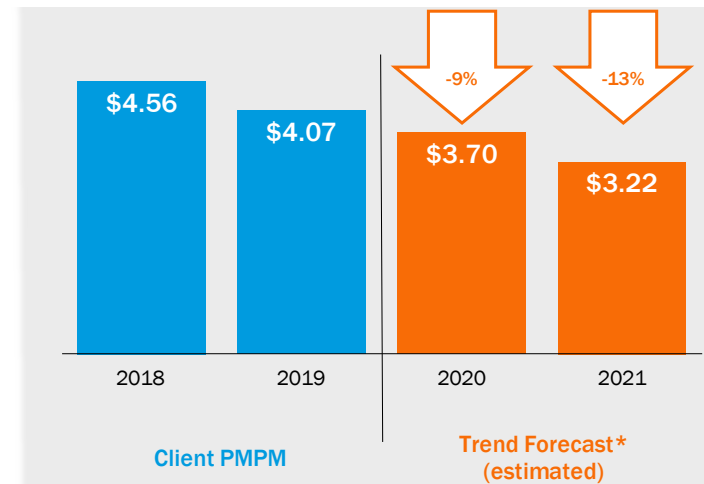
- At 4.4% spend, this is your fifth largest indication and is trending down 10.8%
- During 2020, generics and brand competition for several of the top products in this MCI, including Gilenya® (fingolimod), Tecfidera® (dimethyl fumarate),

and Ocrevus® (ocrelizumab), are expected to be released causing a further decrease in unit cost which will spill over into 2021.

 **\$7,359.77**
average cost per Rx

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
TECFIDERA*	7	11	\$1,948,411	\$1.18	0.3%
COPAXONE*	17	23	\$1,130,574	\$0.69	-27.6%
AUBAGIO*	29	39	\$926,007	\$0.56	27.5%
GILENYA*	32	24	\$905,472	\$0.55	-16.4%
REBIF*	88	105	\$359,050	\$0.22	3.8%
BETASERON*	104	231	\$288,751	\$0.18	-30.3%
AVONEX PEN*	132	84	\$237,296	\$0.14	0.4%
GLATOPA*	154	472	\$186,765	\$0.11	6.5%
GLATIRAMER ACETATE*	175	205	\$158,449	\$0.10	-22.9%
PLEGRIDY PEN*	236	300	\$111,079	\$0.07	-20.6%

*Specialty Drugs



Multiple Sclerosis Care ValueSM program

- Specialist pharmacists in the Therapeutic Resource Center® offer **clinical expertise** and advanced specialized care knowledge to MS patients, resulting in **5% higher adherence versus other specialty pharmacies**
- Early discontinuation refunds of \$2,500 per Rx on the first three fills
- 2019 results: **-9%** trend for plans enrolled in SafeGuardRx® programs versus **-3.9%** for those not enrolled

Peer = Express Scripts peer 'book of business' market segment

*Based on 2019 Drug Trend Report forecasted values for commercial plans

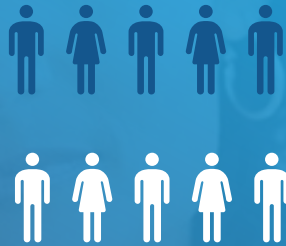


MAGNITUDE OF THE PROBLEM

Migraines

39M

Americans suffer from migraines¹



Every

10 SECONDS

someone in the U.S. goes to an ER for head pain¹

Families with migraines face

70%

higher medical costs¹

113M

missed work days¹

\$3.2B

in outpatient visits each year²

\$13B

lost because of migraine-related declines in productivity²



1. Migraine Research Foundation

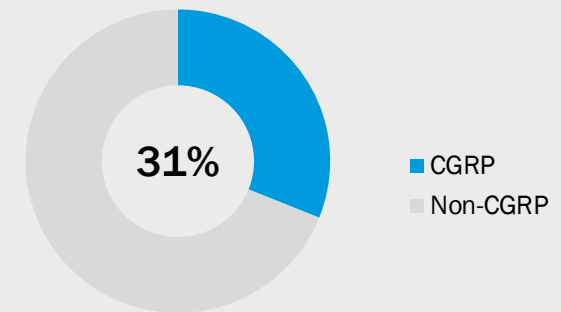
2. U.S. National Library of Medicine: National Institutes of Health. Costs associated with outpatient, emergency room and inpatient care for migraine in the USA. November 31, 2011.

Migraine

- Migraine made up 0.8% of your overall costs, higher than that of your peer at 0.7%
- CGRP (Calcitonin Gene-related Peptide Inhibitor) is a once-a-month, preventative injectable proven to reduce the number of migraines each month

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
AIMOVIG AUTOINJECTOR	127	132	\$247,668	\$0.15	589.2%
ELETRIPTAN HBR	201	368	\$149,172	\$0.09	-13.6%
SUMATRIPTAN SUCCINATE	186	298	\$113,889	\$0.07	-31.6%
DIHYDROERGOTAMINE MESYLATE	288	470	\$89,971	\$0.05	-57.6%
SUMATRIPTAN	316	698	\$75,925	\$0.05	7.6%
FROVATRIPTAN SUCCINATE	347	782	\$69,960	\$0.04	-11.6%
EMGALITY PEN	374	265	\$57,384	\$0.03	
SUMATRIPTAN SUCC-NAPROXEN SO	414	721	\$56,334	\$0.03	0.6%
ZOMIG	448	653	\$48,117	\$0.03	16.4%
ALMOTRIPTAN MALATE	571	1,255	\$32,648	\$0.02	0.8%

% CGRP drug cost in migraine headaches indication



Migraine Care ValueSM program

- The introduction of once-a-month, preventative novel migraine products will have anticipated plan costs of more than **\$6,000 per patient per year**
- While only intended to be used by patients with **four or more migraines** a month, it represents a sharp increase over existing therapies
- The Migraine Care Value program helps plans contain additional pharmacy spend with our proactive solution which will lay the foundation to address cost and care challenges for clients
- Our solution ensures that the right patients have access to these therapies, while others are directed to more cost-efficient and clinically appropriate alternatives

Peer = Express Scripts peer 'book of business' market segment

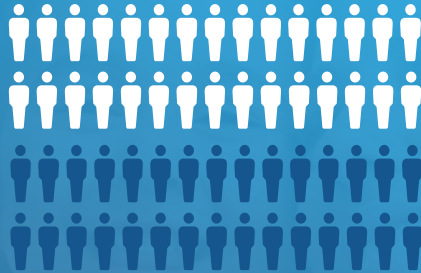


MAGNITUDE OF THE PROBLEM

Rare disease

30M

people in the U.S.
are living with a
rare condition¹



Only 5%

of conditions
have a
treatment option¹

The top

10

most expensive
drugs in the
world are for
rare conditions²



7.6

years is the
average time for a
rare disease to be
diagnosed properly¹

\$140,000

average cost of an orphan
drug per patient, per year³



1. Global Genes: Rare Disease Impact Report

2. Medscape, "Rare Disease Treatments Make Up Top 10 Most Costly Drugs"

3. EvaluatePharma 2017 Orphan Drug Report (Cost per patient is an estimate for the retail cost of a drug to a patient, for a given year, based on a 100% compliance to the treatment guidelines outlined in the FDA label)

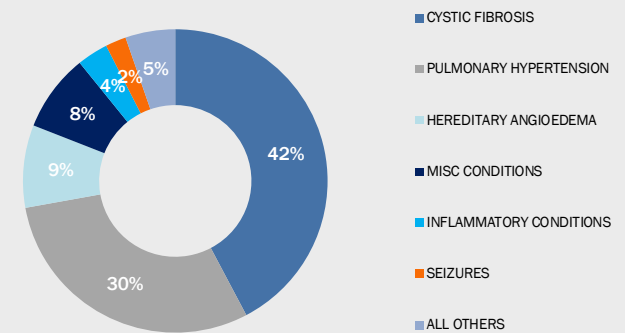
Rare conditions

- The top 10 most expensive drugs in the world are for rare conditions
- One-third of new FDA-approved drugs have an orphan designation, which cost \$140,000 on average per patient, per year

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
SYMDEKO*	30	49	\$962,454	\$0.59	141.0%
ORKAMBI*	39	114	\$841,543	\$0.51	-24.9%
ACTIMMUNE*	50	491	\$617,593	\$0.38	-51.0%
HAEGARDA*	57	252	\$563,259	\$0.34	580.9%
LETAIRIS*	59	179	\$542,622	\$0.33	-7.3%
PULMOZYME*	69	141	\$467,943	\$0.28	23.2%
ORENITRAM ER*	76	446	\$456,272	\$0.28	83.3%
UPTRAVI*	92	170	\$376,244	\$0.23	-1.6%
OPSUMIT*	96	145	\$368,585	\$0.22	24.8%
KALYDECO*	114	146	\$314,132	\$0.19	46.9%

*Specialty Drugs

% rare conditions gross cost by indication



Rare Conditions Care ValueSM program

- Specialist pharmacists in collaboration with rare disease physicians will guide patients to the **most effective care pathway** while **protecting plans from unexpected, staggering costs**
- Additional **savings** available on participating rare conditions drugs when filled at Accredo[®] Specialty Pharmacy
- Patients will have access to an optional **second opinion service** through PinnacleCare
- 2019 results: **5.2%** trend for plans enrolled in SafeGuardRx[®] programs versus 14.2% for those not enrolled

Peer = Express Scripts peer 'book of business' market segment



SAVEONSP:

innovative copay solution
that benefits Sample Client
and your members



Copay offset savings program for Sample Client



About the program

- Utilizes Affordable Care Act state benchmark to **change client plan design**
- Select drugs designated as **non-essential health benefits**
- **Copays increased** to maximize manufacturer funding
- Targets **150+** specialty drugs in **19** therapy classes
- Reduces patient's responsibility to **zero**



Average savings range from **\$2.50 to \$4.50 PMPM***

*Net of program shared savings fee



Sample medications covered

Therapy class	Assistance/fill
Oncology	\$1,750
Inflammatory	\$1,375
Multiple sclerosis	\$1,690
Blood cell deficiency	\$1,500
Hepatitis C	\$5,900
Hereditary angioedema	\$1,200
Pulmonary arterial hypertension	\$750

ADVANCED OPIOID MANAGEMENT[®]: end-to-end solution that drives safety across the care continuum for Sample Client



MAGNITUDE OF THE PROBLEM

Opioid dependency

70%

of abused Rx drugs are provided by friends and family

63,000

people fatally overdosed on prescription pain killers in 2016



More overdoses caused by
PRESCRIPTION DRUGS
than illegal drugs



\$78.5B

annual cost of opioid abuse

130

deaths every day due to opioid abuse

2.4M

people are addicted and abusing in U.S.

Centers for Disease Control and Prevention <https://www.drugabuse.gov/drugs-abuse/opioids>

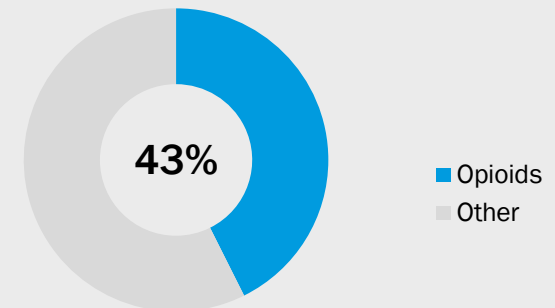


Opioid usage

- Opioids made up 1.3% of your overall costs, higher than that of your peer at 1.0%
- Your days' PMPM is lower than that of your peer by 0.02 (-4.0%)
- High-cost abuse-deterrent formulations of opioids may influence trend in future years as they are all branded products. Utilization decline is expected, though, due to concern over opioid abuse and efforts to limit their prescribing.

Brand Name	Overall Rank	Peer Rank	Gross Cost	Gross Cost PMPM	Gross Cost PMPM % Change
OXYCONTIN	49	94	\$588,629	\$0.36	-21.2%
HYDROCODONE-ACETAMINOPHEN	94	190	\$180,089	\$0.11	-60.2%
OXYCODONE-ACETAMINOPHEN	223	244	\$98,853	\$0.06	-44.8%
FENTANYL	299	443	\$73,006	\$0.04	-44.5%
BUPRENORPHINE	340	609	\$71,497	\$0.04	109.6%
LEVORPHANOL TARTRATE	382	654	\$62,021	\$0.04	42.3%
NUCYNTA ER	377	521	\$58,700	\$0.04	-25.3%
MORPHINE SULFATE ER	365	583	\$56,034	\$0.03	-42.6%
XTAMPZA ER	394	600	\$53,283	\$0.03	60.2%
NUCYNTA	401	382	\$52,312	\$0.03	-13.4%

% opioid cost in pain/inflammation



Targets various points across the care continuum and within the opioid care path by leveraging five foundational blocks:

Advanced Opioid Management[®]

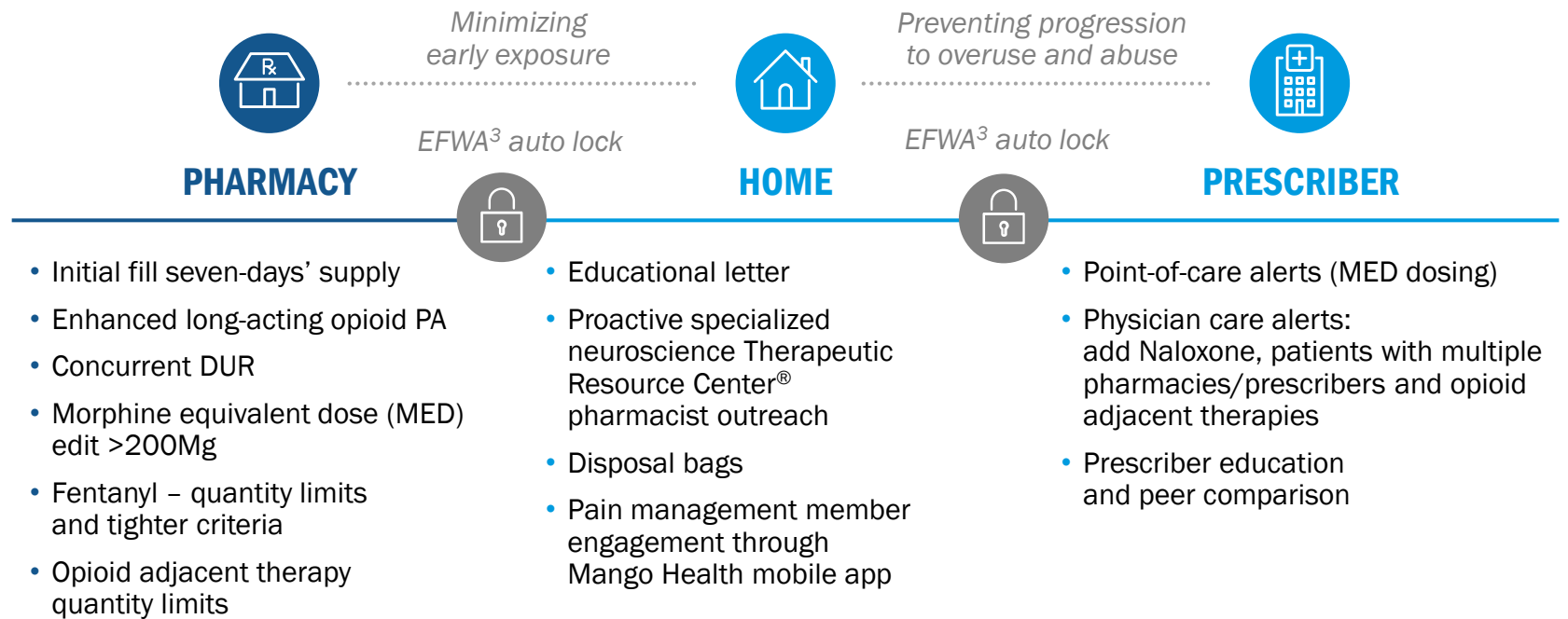
- Member education: **2M+** letters; **20K+** specialist pharmacist consultations
- Safety edits and pharmacy messaging at the point of sale: **2M+** prevented days' supply dispensed
- Prescriber messaging and coordination: **399K** physician care alerts sent
- Safe disposal of unused opioid drugs: **481K+** disposal bags shipped; **21.7M+** pills able to be disposed of
- Ongoing surveillance and intervention for risky behaviors

Peer = Express Scripts peer 'book of business' market segment



A proven and comprehensive approach

With **six in 10 overdose deaths involving an opioid** and the average annual healthcare cost for **one insured person undergoing addiction treatment over \$20,000**, solutions are needed to drive safety across the care continuum^{1,2}



Program results⁴

57%

reduction in the average days' supply per claim for first-time opioid users

96%

of patients prescribed an opioid for the first-time started with seven-days' supply or less

1. Centers for Disease Control and Prevention 2. <https://www.addictioncenter.com>
 3. Enhanced Fraud, Waste & Abuse 4. Program one-year results

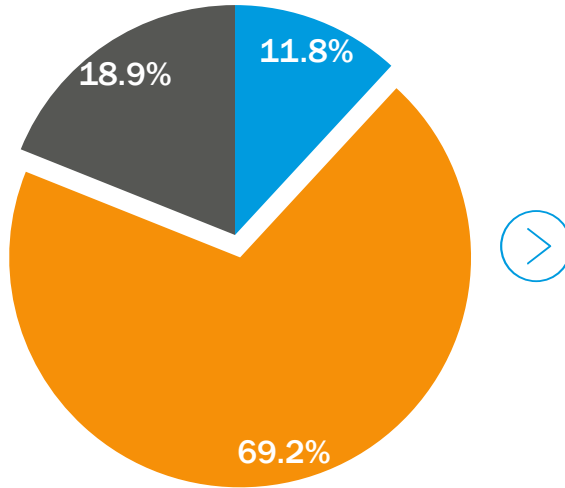


90-DAY MAINTENANCE MEDICATIONS



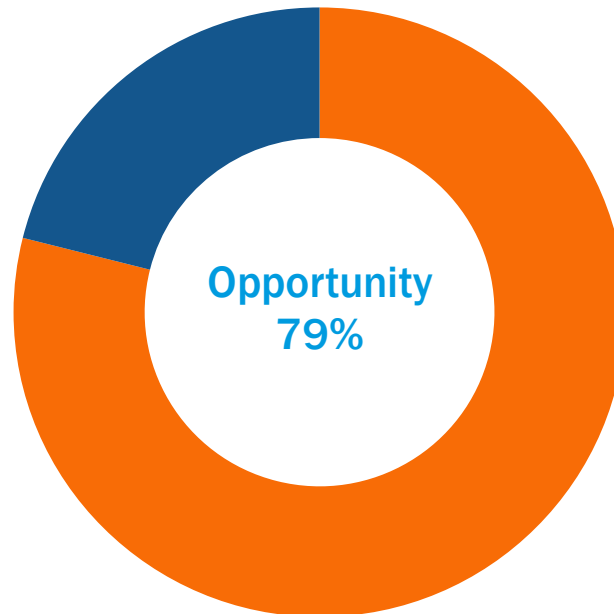
Retail maintenance drug opportunity

Overall utilization



- Retail - Acute
- Retail - Maintenance
- Home Delivery

Retail maintenance opportunity



- Retail - Maintenance 30
- Retail - Maintenance 90

Participation in Smart90[®] is saving you **\$386K** in gross cost*

*Program fees are not included in these savings numbers



SUPPLEMENTAL DATA FOR SAMPLE CLIENT



Top 10 indications

- The largest financially impactful change was in inflammatory conditions, driving \$3.8M in increased cost from a 17.0% increase in PMPM
- Cystic fibrosis trend increased 34.3%, contributing an additional \$0.50 to PMPM
- Generic fill rate in multiple sclerosis lags your peer by 9.6 points

Represents
63.3%
of your total
gross cost

Top Indications by Gross Cost								
2019								
Management Strategy	Rank	Peer Rank	Indication	Rxs	Patients	Gross Cost	Generic Fill Rate	Gross Cost PMPM
ST/PA/DQM	1	1	INFLAMMATORY CONDITIONS	9,841	1,399	\$29,605,535	50.6%	\$18.00
ST/PA/DQM	2	2	DIABETES	82,523	7,066	\$19,614,160	51.1%	\$11.93
ST/PA/DQM	3	3	CANCER	5,546	950	\$12,328,412	85.1%	\$7.50
N/A	4	5	HIV	2,871	390	\$7,012,709	10.1%	\$4.26
ST/PA/DQM	5	4	MULTIPLE SCLEROSIS	909	110	\$6,690,028	13.3%	\$4.07
ST/PA/DQM	6	6	ASTHMA	50,781	15,780	\$6,571,920	42.0%	\$4.00
ST/PA/DQM	7	8	PAIN/INFLAMMATION	121,931	31,677	\$4,611,087	97.5%	\$2.80
ST/PA	8	9	ATTENTION DISORDERS	25,722	3,687	\$4,041,233	79.8%	\$2.46
ST/DQM	9	13	DEPRESSION	106,226	16,301	\$3,251,216	98.3%	\$1.98
ST/PA/DQM	10	19	CYSTIC FIBROSIS	225	21	\$3,192,014	5.8%	\$1.94
Total Top 10:				406,575		\$96,918,314	78.1%	\$58.93
Differences Between Periods:				-3,427		\$5,099,333	1.0%	\$4.20

Peer = Express Scripts peer 'book of business' market segment

Top 25 drugs

- Represent 30.4% of your total gross cost and comprises nine indications
- 14 of your top 25 are specialty drugs, making up 65.5% of your top 25 spend

Top Drugs by Gross Cost								
2019								
Management Strategy	Rank	Peer Rank	Brand Name	Indication	Rxs	Pts.	Gross Cost	Gross Cost PMPM
ST/PA/DQM	1	1	HUMIRA PEN*	INFLAMMATORY CONDITIONS	986	137	\$5,925,780	\$3.60
ST/PA	2	2	HUMIRA(CF) PEN*	INFLAMMATORY CONDITIONS	614	107	\$3,455,100	\$2.10
ST/PA	3	6	ENBREL SURECLICK*	INFLAMMATORY CONDITIONS	592	78	\$3,264,341	\$1.98
ST/PA	4	3	STELARA*	INFLAMMATORY CONDITIONS	162	49	\$3,008,158	\$1.83
PA	5	133	STRENSIQ*	ENZYME DEFICIENCIES	30	2	\$2,251,614	\$1.37
ST/DQM	6	8	JANUVIA	DIABETES	3,647	693	\$2,208,983	\$1.34
N/A	7	9	LANTUS SOLOSTAR	DIABETES	4,275	851	\$1,998,786	\$1.22
ST	8	11	TECFIDERA*	MULTIPLE SCLEROSIS	240	30	\$1,973,191	\$1.20
N/A	9	15	TRUVADA	HIV	989	179	\$1,958,983	\$1.19
N/A	10	14	HUMALOG	DIABETES	2,028	391	\$1,755,490	\$1.07
ST/PA	11	16	COSENTYX PEN (2 PENS)*	INFLAMMATORY CONDITIONS	251	49	\$1,735,376	\$1.06
PA	12	7	REVLIMID*	CANCER	112	16	\$1,729,427	\$1.05
ST/PA/DQM	13	29	ENBREL*	INFLAMMATORY CONDITIONS	305	37	\$1,477,490	\$0.90
ST/DQM	14	13	JARDIANCE	DIABETES	2,337	470	\$1,432,814	\$0.87
ST/PA/DQM	15	19	IMBRUVICA*	CANCER	103	10	\$1,258,348	\$0.77
DQM	16	33	LATUDA	MENTAL/NEURO DISORDERS	854	155	\$1,245,378	\$0.76
N/A	17	12	HUMALOG KWIKPEN U-100	DIABETES	1,568	441	\$1,184,478	\$0.72
ST/PA/DQM	18	23	COPAXONE*	MULTIPLE SCLEROSIS	203	24	\$1,177,401	\$0.72
PA/DQM	19	18	SYMBICORT	ASTHMA	2,806	1,015	\$1,104,418	\$0.67
ST/PA/DQM	20	44	EPCLUSA*	HEPATITIS C	45	18	\$1,096,517	\$0.67
N/A	21	43	MESALAMINE	INFLAMMATORY CONDITIONS	1,329	282	\$1,093,999	\$0.67
PA/DQM	22	68	TAGRISO*	CANCER	69	7	\$1,068,619	\$0.65
N/A	23	26	GENVOYA	HIV	313	41	\$1,041,253	\$0.63
ST/PA/DQM	24	41	HUMIRA*	INFLAMMATORY CONDITIONS	166	24	\$1,038,261	\$0.63
ST/DQM	25	37	INVOKANA	DIABETES	1,595	270	\$1,035,143	\$0.63
			Total Top 25:		25,619		\$46,519,348	\$28.29
			Differences Between Periods:		1,810		\$5,207,099	\$3.66

*Specialty Drugs

Peer = Express Scripts peer 'book of business' market segment



Top 10 specialty indications

- The largest financially impactful change in specialty was in inflammatory conditions, driving \$3.9M in increased cost from a 18.9% increase in PMPM
- Hereditary angioedema trend increased 249.5%, contributing an additional \$0.29 to specialty cost PMPM
- Enzyme deficiencies has a larger impact on your spend than it does on the peer, ranked 15 vs. 33

Top Specialty Indications by Gross Cost							
2019							
Management Strategy	Overall Rank	Overall Peer Rank	Indication	Rxs	Patients	Gross Cost	Gross Cost PMPM
ST/PA/DQM	1	1	INFLAMMATORY CONDITIONS	4,572	618	\$27,821,708	\$16.92
ST/PA/DQM	3	3	CANCER	1,202	165	\$11,868,227	\$7.22
ST/PA/DQM	5	4	MULTIPLE SCLEROSIS	909	110	\$6,690,028	\$4.07
ST/PA/DQM	10	19	CYSTIC FIBROSIS	225	21	\$3,192,014	\$1.94
PA	15	33	ENZYME DEFICIENCIES	54	8	\$2,499,355	\$1.52
ST/PA/DQM	16	27	PULMONARY HYPERTENSION	339	33	\$2,272,485	\$1.38
ST/PA/DQM	23	25	HEPATITIS C	66	27	\$1,602,995	\$0.97
ST/PA	31	28	GROWTH DEFICIENCY	195	31	\$980,612	\$0.60
ST/PA/DQM	13	14	SKIN CONDITIONS	219	32	\$719,766	\$0.44
ST/PA	38	44	HEREDITARY ANGIOEDEMA	16	2	\$660,596	\$0.40
			Total Top 10:	7,797		\$58,307,786	\$35.46
			Differences Between Periods:	370		\$7,885,640	\$5.40

Peer = Express Scripts peer 'book of business' market segment



Top 25 specialty drugs

- Represent 25.9% of your total gross cost and comprises nine indications

Top Specialty Drugs by Gross Cost									
2019									
Management Strategy	Overall Rank	Overall Peer Rank	Brand Name	Indication	Rxs	Pts.	Gross Cost	Gross Cost / Rx	Gross Cost PMPM
ST/PA/DQM	1	1	HUMIRA PEN	INFLAMMATORY CONDITIONS	986	137	\$5,925,780	\$6,010	\$3.60
ST/PA	2	2	HUMIRA(CF) PEN	INFLAMMATORY CONDITIONS	614	107	\$3,455,100	\$5,627	\$2.10
ST/PA	3	6	ENBREL SURECLICK	INFLAMMATORY CONDITIONS	592	78	\$3,264,341	\$5,514	\$1.98
ST/PA	4	3	STELARA	INFLAMMATORY CONDITIONS	162	49	\$3,008,158	\$18,569	\$1.83
PA	5	133	STRENSIQ	ENZYME DEFICIENCIES	30	2	\$2,251,614	\$75,054	\$1.37
ST	8	11	TECFIDERA	MULTIPLE SCLEROSIS	240	30	\$1,973,191	\$8,222	\$1.20
ST/PA	11	16	COSENTYX PEN (2 PENS)	INFLAMMATORY CONDITIONS	251	49	\$1,735,376	\$6,914	\$1.06
PA	12	7	REVLIMID	CANCER	112	16	\$1,729,427	\$15,441	\$1.05
ST/PA/DQM	13	29	ENBREL	INFLAMMATORY CONDITIONS	305	37	\$1,477,490	\$4,844	\$0.90
ST/PA/DQM	15	19	IMBRUVICA	CANCER	103	10	\$1,258,348	\$12,217	\$0.77
ST/PA/DQM	18	23	COPAXONE	MULTIPLE SCLEROSIS	203	24	\$1,177,401	\$5,800	\$0.72
ST/PA/DQM	20	44	EPCLUSA	HEPATITIS C	45	18	\$1,096,517	\$24,367	\$0.67
PA/DQM	22	68	TAGRISSE	CANCER	69	7	\$1,068,619	\$15,487	\$0.65
ST/PA/DQM	24	41	HUMIRA	INFLAMMATORY CONDITIONS	166	24	\$1,038,261	\$6,255	\$0.63
PA	30	49	SYMDEKO	CYSTIC FIBROSIS	41	6	\$963,829	\$23,508	\$0.59
ST/PA	31	20	OTEZLA	INFLAMMATORY CONDITIONS	262	48	\$952,371	\$3,635	\$0.58
ST	32	39	AUBAGIO	MULTIPLE SCLEROSIS	136	16	\$945,084	\$6,949	\$0.57
ST/PA	33	30	XELJANZ XR	INFLAMMATORY CONDITIONS	201	30	\$943,812	\$4,696	\$0.57
ST	36	24	GILENYA	MULTIPLE SCLEROSIS	98	14	\$915,326	\$9,340	\$0.56
ST/PA/DQM	37	21	IBRANCE	CANCER	77	14	\$910,166	\$11,820	\$0.55
PA/DQM	39	114	ORKAMBI	CYSTIC FIBROSIS	30	6	\$845,478	\$28,183	\$0.51
PA/DQM	43	48	SPRYCEL	CANCER	58	8	\$763,722	\$13,168	\$0.46
PA/DQM	45	27	DUPIXENT	SKIN CONDITIONS	219	32	\$719,766	\$3,287	\$0.44
ST/PA	48	31	NORDITROPIN FLEXPRO	GROWTH DEFICIENCY	125	19	\$661,426	\$5,291	\$0.40
PA	50	491	ACTIMMUNE	MISC CONDITIONS	9	1	\$617,993	\$68,666	\$0.38
				Total Top 25:	5,134		\$39,698,595	\$7,732	\$24.14
				Differences Between Periods:	76		\$3,086,941	\$494	\$2.31

Peer = Express Scripts peer 'book of business' market segment



Top line performance metrics: specialty

- Your specialty gross cost PMPM is \$12.74 lower than your peer, and trending 0.1 points lower
- You have 1,438 unique specialty patients, a decrease of 29 specialty patients

Sample Client			
Description	All Drugs	Non-Specialty	Specialty
Avg Subscribers per Month	69,411	69,411	69,411
Avg Members per Month	137,043	137,043	137,043
Number of Unique Patients	99,125	99,050	1,438
Pct Members Utilizing Benefit	72.3%	72.3%	1.0%
Total Gross Cost	\$153,041,991	\$90,625,961	\$62,416,030
Total Days	42,595,822	42,330,978	264,844
Total Rxs	1,295,671	1,286,569	9,102
Gross Cost PMPM	\$93.06	\$55.11	\$37.95
Gross Cost/Day	\$3.59	\$2.14	\$235.67
Gross Cost per Rx	\$118.12	\$70.44	\$6,857.40
PMPM Trend	4.8%	-1.3%	15.3%
Member Cost %	10.4%	15.9%	2.4%

Specialty book of business
\$50.69
\$201.67
\$7,041.91
15.4%
3.9%





CHAMPIONS FOR BETTERSM

