

Bakers Union and FELRA Health and Welfare fund

Quarterly Review
January – March 2022

June 8, 2022

Agenda: 1Q2022 Quarterly Review

Agenda

1. Key Discussion Topics

2. Performance Summary

3. Trend

4. Top Disease States

5. Savings Outcomes
a. Clinical Outcomes
b. Vigilant Drug Outcomes

6. Pipeline

Your OptumRx Team



Holly Agoney

Strategic Account Executive



Tammy Marcelle

Pharmacy Account Management



Fabian Gonzalez

Pharmacy Service Specialist



Caroline Atwood

Director, Client Management



Paul Marcus

VP, Client Management

Current Plan Design

☐ Deductible, Ben Max, MOOP, Copays

Plan 1 (group BFWRX):	
Deductible:	This plan has no deductible.
Benefit Maximum:	\$2,000 per year for Growth Hormones medications only
Max out of Pocket:	\$2,850 Individual / \$5,700 Family

Plan 2 (group BFWRX2) & Plan 3 (group BFWRX3):	
Deductible:	This plan has no deductible.
Benefit Maximum:	\$2,000 per year for Growth Hormones medications only
Max out of Pocket:	\$1,850 Individual / \$3,700 Family

Co-pays

Plan 1 (group BFWRX) & Plan 2 (group BFWRX2):			
Retail		Mail	
*Generic:	\$10	*Generic:	\$20
*Brand:	\$15	*Brand:	\$30
*NP Brand:	\$30	*NP Brand:	\$60
*Specialty:	Run trial claim for co-pay	*Specialty:	N/A

Plan 3 (group BFWRX3):	
Retail / Mail	
*Generic:	5% (\$5 min.)
*Brand:	15% (\$15 min.)
*NP Brand:	25% (\$25 min.)
*Specialty:	Run trial claim for co-pay

☐ Effective 7/1/19

- ☐ Diabetes Program
- ☐ Comprehensive Ums
- ☐ Vigilant Program
- ☐ RxOTC Program

☐ Effective 8/1/2020

- ☐ Orphan Drug Program

☐ Effective 3/1/2021

- ☐ Opioid Mgmt – tighter refill window & UMs

☐ Effective 7/1/2021

- ☐ Premium Formulary
- ☐ Mandatory Mail - MSS

☐ Effective 1/1/2022

- ☐ Split-fill/Smart-fill programs

☐ Effective 3/1/2022

- ☐ VCS & CCAA

Key Discussion Topics

- ❑ Per Member Per Month (PMPM) trend = 7.5% Specialty trend = -(30.2)%
- ❑ Specialty accounted for 0.9% of claims
- ❑ Top 5 disease states accounted for 76% of total plan paid
 - ❑ Top traditional disease state: Diabetes
 - ❑ Top specialty disease state: Inflammatory Conditions
- ❑ Clinical Outcome Savings - \$90,900
 - ❑ This is for all PA, ST, QL currently in place (April 2021 – March 2022)
- ❑ Vigilant Outcome Savings - \$37,344
 - ❑ Time frame (April 2021 – March 2022)

Key Statistics - Performance Summary

Client totals



The key metrics here help highlight the changes Bakers Union and FELRA Health and Welfare fund has experienced period over period.

- Eligibility has decreased by -62.
- Number of utilizers has decreased by -43.

Total Rx's

CURRENT

2,055

PREVIOUS

2,317

PERCENT CHANGE

-11.3%

Total plan paid

CURRENT

\$214,373

PREVIOUS

\$218,905

PERCENT CHANGE

-2.1%

Utilizers

CURRENT

336

PREVIOUS

379

PERCENT CHANGE

-11.3%

Key Statistics with Benchmark Comparison

Key statistics with benchmark comparison

Benchmark comparison 1

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Benchmark comparison 2

COMMERCIAL

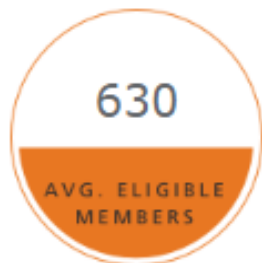
Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was 7.5%, compared to the benchmark trend of 10.5%
- Member Paid Share changed by -2.2% period over period, compared to the benchmark of -3.8%

Key statistics	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Average age	42.7	42.0	1.8%	36.5	1.0%	36.9	0.0%
Plan paid PMPM	\$113.48	\$105.55	7.5%	\$99.75	10.5%	\$109.51	10.9%
Plan paid per Rx	\$104.32	\$94.48	10.4%	\$144.12	7.2%	\$137.85	6.9%
Rxs PMPM	1.088	1.117	-2.6%	0.692	3.1%	0.794	3.7%
Average days supply	28.7	25.4	13.0%	39.5	-1.8%	38.9	-1.2%
Days supply PMPM	31.3	28.4	10.0%	27.3	1.2%	30.9	2.5%
Member paid share	9.4%	9.6%	-2.2%	10.4%	-3.8%	14.5%	-0.6%
Member paid per Rx	\$10.77	\$9.99	7.8%	\$16.74	2.6%	\$23.34	6.1%
Generic dispensing rate	82.1%	81.1%	1.3%	85.2%	-1.1%	85.0%	-0.5%
GDR-without Vaccines	86.7%	88.4%	-1.9%	88.8%	0.3%	88.4%	-0.4%
Home delivery rate	4.1%	1.2%	238.2%	8.1%	-1.0%	5.3%	-2.5%
Retail 90 rate	1.3%	0.3%	388.5%	16.5%	3.4%	19.0%	2.2%
Percent of specialty plan paid	21.5%	33.2%	-35.1%	45.1%	3.1%	50.2%	1.4%

Key Specialty Statistics

Client totals



The key metrics here help highlight the changes Bakers Union and FELRA Health and Welfare fund has experienced period over period.

- Eligibility has decreased by -62.
- Number of utilizers was unchanged.

Total Rx's

CURRENT

18

PREVIOUS

14

PERCENT CHANGE

28.6%

Total plan paid

CURRENT

\$46,171

PREVIOUS

\$72,655

PERCENT CHANGE

-36.5%

Utilizers

CURRENT

5

PREVIOUS

5

PERCENT CHANGE

-

Key Specialty Statistics with Benchmark Comparison

Key statistics with benchmark comparison

Benchmark comparison 1

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Benchmark comparison 2

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Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was -30.2%, compared to the benchmark trend of 13.9%
- Member Paid Share changed by 408.5% period over period, compared to the benchmark of 0.0%

Key statistics	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Plan paid PMPM	\$24.44	\$35.03	-30.2%	\$45.03	13.9%	\$55.00	12.5%
Plan paid per Rx	\$2,565.07	\$5,189.62	-50.6%	\$5,821.09	5.1%	\$5,797.78	4.5%
Rxs PMPM	0.010	0.007	41.2%	0.008	8.3%	0.009	7.6%
Average days supply	29.0	29.1	-0.5%	32.7	2.1%	32.4	1.4%
Days supply PMPM	0.3	0.2	40.5%	0.3	10.6%	0.3	9.1%
Member paid share	1.4%	0.3%	408.5%	7.1%	0.0%	9.0%	10.4%
Member paid per Rx	\$37.22	\$14.64	154.2%	\$445.42	5.2%	\$573.93	16.5%
Generic dispensing rate	50.0%	7.1%	600.0%	22.8%	-4.0%	20.6%	-6.2%
Home delivery rate	5.6%	0.0%	0.0%	6.8%	-5.7%	5.2%	-6.1%
Retail 90 rate	0.0%	0.0%	0.0%	5.4%	19.2%	5.9%	5.6%

Trend Summary

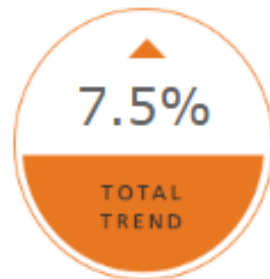
Your benchmark comparison

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Trend

Plan paid PMPM has increased 7.5% over the previous period driven primarily by utilization in traditional and drug mix for specialty.

Specialty represents 0.9% of claims.



-3.0% under benchmark +18.4% over benchmark -44.1% under benchmark



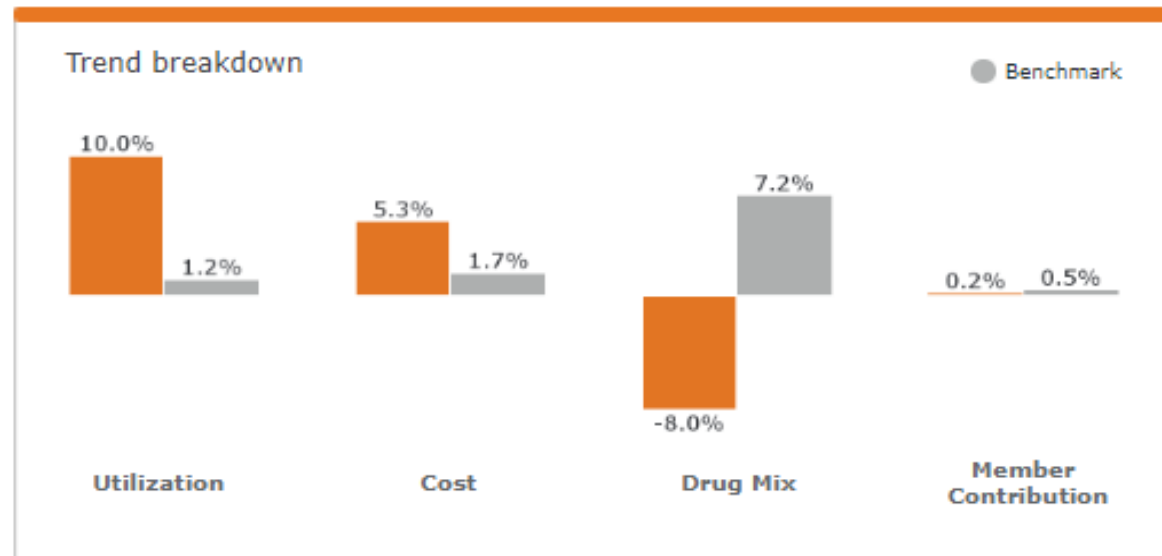
Total Trend Components

Your benchmark comparison

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Total trend: **7.5%**

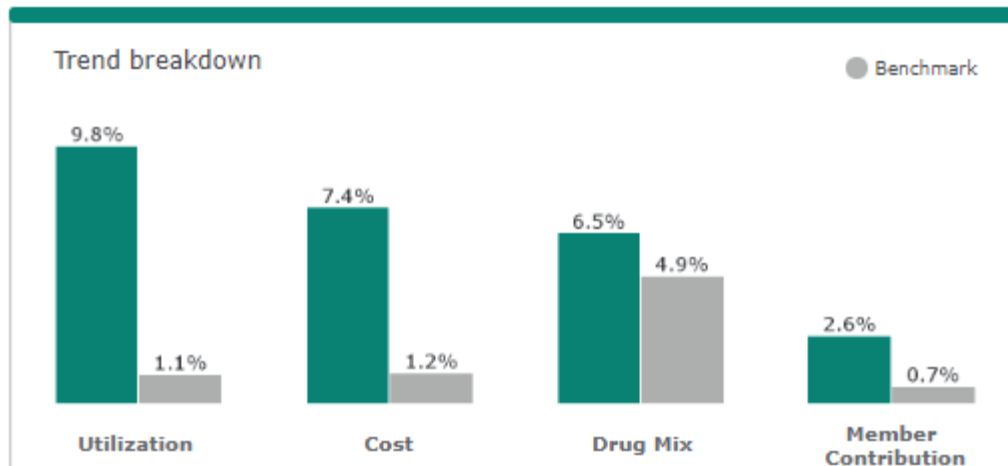
- Bakers Union and FELRA Health and Welfare fund's overall trend of 7.5% was -3.0% lower than benchmark
- Traditional spend influenced the trend contributing 233.4% (191.3% higher than benchmark)
- Specialty trend contributed -133.4% (191.3% lower than benchmark)



Traditional vs. Specialty Trend Components

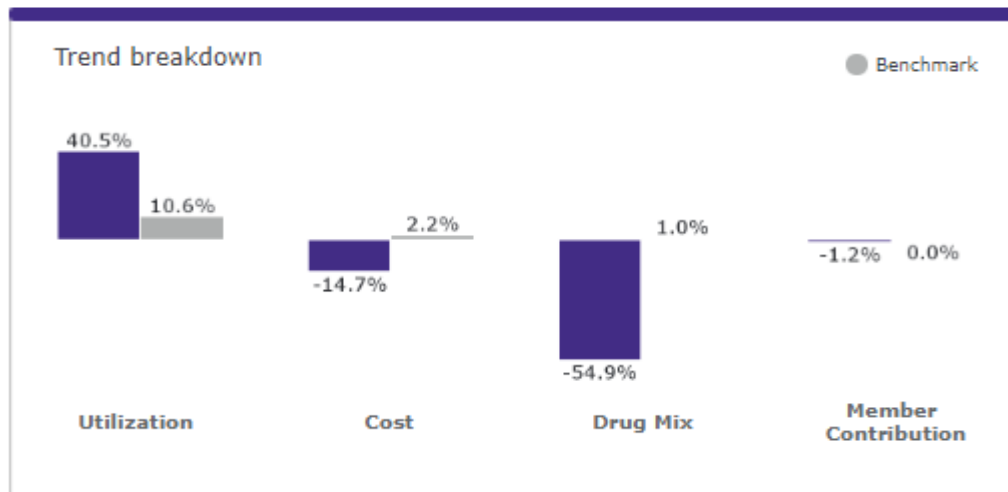
Traditional trend: 26.3%

- Traditional trend contributed 233.4% to the overall trend (7.5%)
- Traditional accounts for 78.5% of overall total plan paid and was up from 66.8% in the prior period



Specialty trend: -30.2%

- Specialty trend contributed -133.4% to the overall trend (7.5%)
- Specialty accounts for 21.5% of overall total plan paid and was down from 33.2% in the prior period



Top Disease States

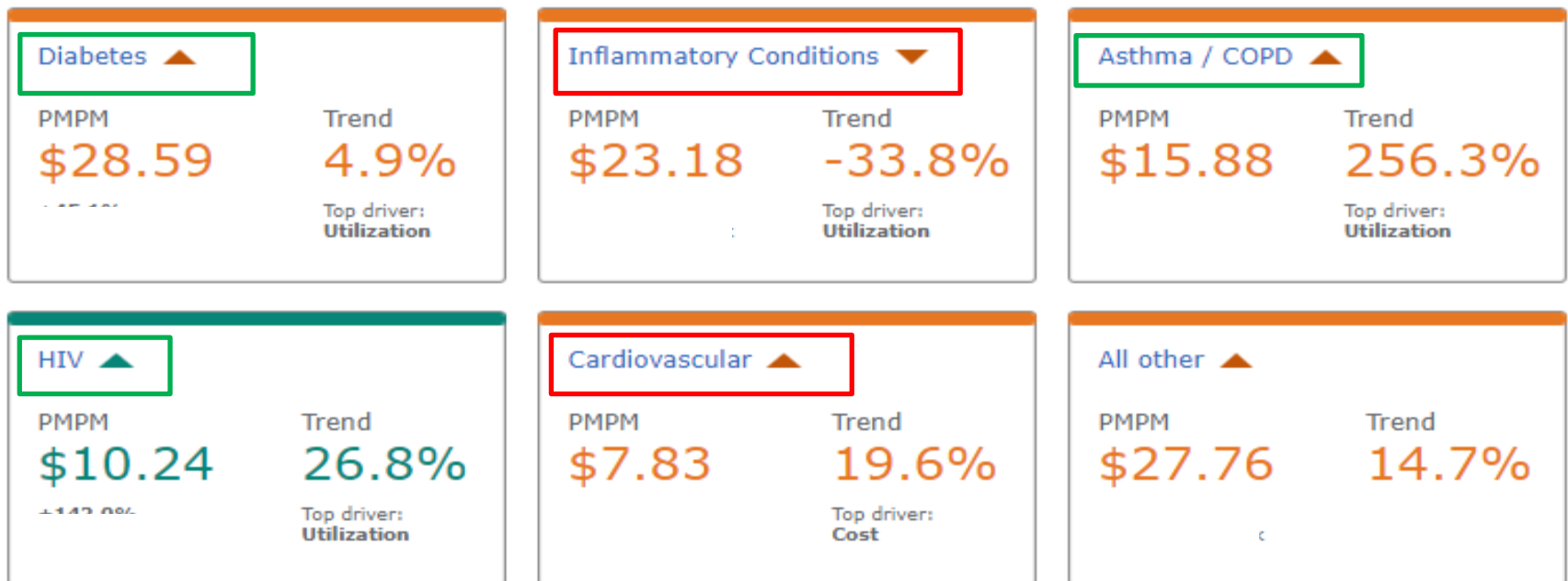
Top 5 disease states account for 76% of total Plan Paid

- Diabetes accounts for 25.2% of total plan paid, with trend driven by Utilization. VICTOZA was the top drug
- Inflammatory Conditions accounts for 20.4% of total plan paid, with trend driven by Utilization. DUPIXENT was the top drug

Traditional

Specialty

Sort by: Plan Paid Contribution to trend



Top 20 Drugs

Traditional

Specialty

Rank			Trend components												
Cu	Pv	Bench	Drug name	Therapy class	Utilzr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr plan paid PMPM	Prev plan paid PMPM	Bench plan paid PMPM	% Trend	Top driver	% Top driver
1	4	7	DUPIXENT	Chronic Inflammatory Disease	2	6	28.0	\$20,539	\$3,423.14	\$10.87	\$4.87	\$1.77	123.2%	Utilzn	119.6%
2	3	1	HUMIRA PEN	Chronic Inflammatory Disease	1	3	28.0	\$19,310	\$6,436.62	\$10.22	\$8.94	\$6.70	14.4%	Utilzn	9.8%
3	24	27	SYMBICORT	Inhaled Asthma/COPD Combo	4	31	31.9	\$10,508	\$338.97	\$5.56	\$0.97	\$0.60	475.7%	Utilzn	503.9%
4	10	9	BIKTARVY	HIV-Multiclass Combo	1	3	30.0	\$9,068	\$3,022.81	\$4.80	\$2.45	\$1.58	95.9%	Utilzn	64.7%
5	6	246	STRIBILD	HIV-Multiclass Combo	1	2	30.0	\$7,554	\$3,776.94	\$4.00	\$3.34	\$0.06	19.7%	Cost	9.8%
6	8	24	VICTOZA	GLP-1 Receptor Agonists	2	6	30.0	\$6,215	\$1,035.80	\$3.29	\$2.79	\$0.64	17.8%	Utilzn	9.8%
7	19	3	TRULICITY	GLP-1 Receptor Agonists	4	8	28.0	\$6,208	\$775.98	\$3.29	\$1.18	\$2.89	179.5%	Utilzn	192.8%
8	9	5	JARDIANCE	SGLT-2 Inhibitors & Combos	5	12	30.0	\$6,194	\$516.16	\$3.28	\$2.53	\$2.51	29.5%	Utilzn	64.7%
9	54	42	BREO ELLIPTA	Inhaled Asthma/COPD Combo	2	17	30.0	\$5,891	\$346.50	\$3.12	\$0.32	\$0.43	881.3%	Utilzn	833.2%
10	22	21	JANUMET	DPP-4 Inhibitors & Combos	3	7	38.6	\$4,372	\$624.55	\$2.31	\$1.13	\$0.86	105.5%	Utilzn	97.6%
11	2	15	OTEZLA	Chronic Inflammatory Disease	1	0	0.0	\$3,941	\$0.00	\$2.09	\$9.35	\$1.10	-77.7%	Utilzn	-100.0%
12	43	41	ADVAIR DISKUS	Inhaled Asthma/COPD Combo	3	9	30.0	\$3,890	\$432.26	\$2.06	\$0.47	\$0.43	334.7%	Utilzn	394.1%
13	13	31	ENTRESTO	Angiotensin II Receptor & Nephrlsyn Inhibitor (ARNI)	2	6	30.0	\$3,606	\$600.93	\$1.91	\$1.59	\$0.58	19.8%	Cost	9.8%
14	7	8	JANUVIA	DPP-4 Inhibitors & Combos	3	7	30.0	\$3,500	\$500.05	\$1.85	\$2.94	\$1.68	-36.9%	Utilzn	-40.9%
15	11	120	LANTUS	Insulin	2	4	25.0	\$3,299	\$824.80	\$1.75	\$2.23	\$0.16	-21.7%	Utilzn	-42.2%
16	27	11	LANTUS SOLOSTAR	Insulin	6	8	30.0	\$3,098	\$387.26	\$1.64	\$0.73	\$1.35	124.9%	Utilzn	148.6%
17	-	123	REPATHA SURECLICK	PCSK9 Inhibitors	1	2	84.0	\$2,623	\$1,311.60	\$1.39	\$0.00	\$0.16	-	-	-
18	15	85	DEXILANT	Proton Pump Inhibitors	3	9	30.0	\$2,610	\$289.96	\$1.38	\$1.39	\$0.22	-0.3%	Utilzn	-1.2%
19	28	6	ELIQUIS	Oral Anticoagulants	4	5	29.6	\$2,414	\$482.78	\$1.28	\$0.69	\$1.81	86.1%	Utilzn	80.5%
20	20	4	OZEMPIC	GLP-1 Receptor Agonists	2	1	84.0	\$2,409	\$2,409.39	\$1.28	\$1.17	\$2.78	9.3%	Drug Mix	6.0%
Total					39	146	31.5	\$127,248	\$871.56	\$67.36	\$49.06	\$28.31	37.3%		84.7%
Plan Total					336	2,055	28.8	\$214,373	\$104.32	\$113.49	\$105.55	\$99.75	7.5%		10.0%

Top 20 Traditional Drugs

Rank													Trend components		
Cu ↕	Pv ↕	Bench ↕	Drug name ↕	Therapy class ↕	Utilzr ↕	Rxs ↕	Avg days supply ↕	Total plan paid ↕	Plan paid per Rx ↕	Curr plan paid PMPM ↕	Prev plan paid PMPM ↕	Bench plan paid PMPM ↕	% Trend ↕	Top driver ↕	% Top driver ↕
1	20	15	SYMBICORT	Inhaled Asthma/COPD Combo	4	31	31.9	\$10,508	\$338.97	\$5.56	\$0.97	\$0.60	475.7%	Utilzn	503.9%
2	6	6	BIKTARVY	HIV-Multiclass Combo	1	3	30.0	\$9,068	\$3,022.81	\$4.80	\$2.45	\$1.58	95.9%	Utilzn	64.7%
3	2	126	STRIBILD	HIV-Multiclass Combo	1	2	30.0	\$7,554	\$3,776.94	\$4.00	\$3.34	\$0.06	19.7%	Cost	9.8%
4	4	13	VICTOZA ★	GLP-1 Receptor Agonists	2	6	30.0	\$6,215	\$1,035.80	\$3.29	\$2.79	\$0.64	17.8%	Utilzn	9.8%
5	15	1	TRULICITY ★	GLP-1 Receptor Agonists	4	8	28.0	\$6,208	\$775.98	\$3.29	\$1.18	\$2.89	179.5%	Utilzn	192.8%
6	5	3	JARDIANCE ★	SGLT-2 Inhibitors & Combos	5	12	30.0	\$6,194	\$516.16	\$3.28	\$2.53	\$2.51	29.5%	Utilzn	64.7%
7	50	22	BREO ELLIPTA	Inhaled Asthma/COPD Combo	2	17	30.0	\$5,891	\$346.50	\$3.12	\$0.32	\$0.43	881.3%	Utilzn	833.2%
8	18	11	JANUMET ★	DPP-4 Inhibitors & Combos	3	7	38.6	\$4,372	\$624.55	\$2.31	\$1.13	\$0.86	105.5%	Utilzn	97.6%
9	39	21	ADVAIR DISKUS	Inhaled Asthma/COPD Combo	3	9	30.0	\$3,890	\$432.26	\$2.06	\$0.47	\$0.43	334.7%	Utilzn	394.1%
10	9	17	ENTRESTO	Angiotensin II Receptor & Neprilysin Inhibitor (ARNI)	2	6	30.0	\$3,606	\$600.93	\$1.91	\$1.59	\$0.58	19.8%	Cost	9.8%
11	3	5	JANUVIA ★	DPP-4 Inhibitors & Combos	3	7	30.0	\$3,500	\$500.05	\$1.85	\$2.94	\$1.68	-36.9%	Utilzn	-40.9%
12	7	70	LANTUS ★	Insulin	2	4	25.0	\$3,299	\$824.80	\$1.75	\$2.23	\$0.16	-21.7%	Utilzn	-42.2%
13	23	7	LANTUS SOLOSTAR ★	Insulin	6	8	30.0	\$3,098	\$387.26	\$1.64	\$0.73	\$1.35	124.9%	Utilzn	148.6%
14	-	72	REPATHA SURECLICK	PCSK9 Inhibitors	1	2	84.0	\$2,623	\$1,311.60	\$1.39	\$0.00	\$0.16	-	-	-
15	11	49	DEXILANT	Proton Pump Inhibitors	3	9	30.0	\$2,610	\$289.96	\$1.38	\$1.39	\$0.22	-0.3%	Utilzn	-1.2%
16	24	4	ELIQUIS	Oral Anticoagulants	4	5	29.6	\$2,414	\$482.78	\$1.28	\$0.69	\$1.81	86.1%	Utilzn	80.5%
17	16	2	OZEMPIC ★	GLP-1 Receptor Agonists	2	1	84.0	\$2,409	\$2,409.39	\$1.28	\$1.17	\$2.78	9.3%	Drug Mix	6.0%
18	1	702	HUMALOG MIX 50/50 KWIKPEN ★	Insulin	1	1	90.0	\$2,387	\$2,387.35	\$1.26	\$3.35	\$0.01	-62.2%	Utilzn	-58.1%
19	22	278	HUMULIN N KWIKPEN ★	Insulin	1	4	19.5	\$2,267	\$566.84	\$1.20	\$0.86	\$0.02	39.2%	Utilzn	25.9%
20	10	55	BYDUREON BCISE ★	GLP-1 Receptor Agonists	1	3	28.7	\$2,265	\$755.05	\$1.20	\$1.40	\$0.22	-14.5%	Utilzn	-15.7%
Total					37	145	31.8	\$90,379	\$623.30	\$47.84	\$31.51	\$18.99	51.8%		78.4%
Plan Total					335	2,037	28.8	\$168,202	\$82.57	\$89.04	\$70.52	\$54.73	26.3%		9.8%



★ Diabetes Treatments Drugs

10 out of the top 20 drugs have moved up in rank

Top 20 Specialty Drugs

Rank			Trend components												
Cu ↕	Pv ↕	Bench ↕	Drug name ↕	Therapy class ↕	Utlzr ↕	Rxs ↕	Avg days supply ↕	Total plan paid ↕	Plan paid per Rx ↕	Curr plan paid PMPM ↕	Prev plan paid PMPM ↕	Bench plan paid PMPM ↕	% Trend ↕	Top driver ↕	% Top driver ↕
1	4	3	DUPIXENT	Chronic Inflammatory Disease	2	6	28.0	\$20,539	\$3,423.14	\$10.87	\$4.87	\$1.77	123.2%	Utlzn	119.6%
2	3	1	HUMIRA PEN	Chronic Inflammatory Disease	1	3	28.0	\$19,310	\$6,436.62	\$10.22	\$8.94	\$6.70	14.4%	Utlzn	9.8%
3	2	7	OTEZLA	Chronic Inflammatory Disease	1	0	0.0	\$3,941	\$0.00	\$2.09	\$9.35	\$1.10	-77.7%	Utlzn	-100.0%
4	5	142	MYCOPHENOLATE MOFETIL	Transplant	1	3	30.0	\$1,472	\$490.52	\$0.78	\$0.21	\$0.05	274.6%	Utlzn	229.4%
5	-	124	TACROLIMUS	Transplant	1	6	30.0	\$910	\$151.73	\$0.48	\$0.00	\$0.06	-	-	-
Total					5	18	29.0	\$46,171	\$2,565.07	\$24.44	\$35.03	\$10.76	-30.2%		-54.9%
Plan Total					5	18	29.0	\$46,171	\$2,565.07	\$24.44	\$35.03	\$45.03	-30.2%		-54.9%

Clinical Outcomes

Clinical Outcomes

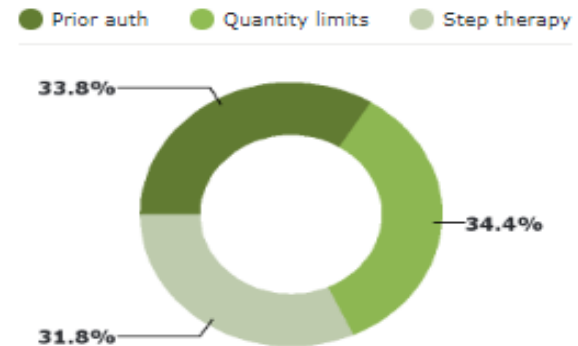
Outcomes date range: Apr 2021 - Mar 2022

Utilization management savings: \$11.71 PMPM

Your program savings: **\$90.9K**

Ensuring patients meet appropriate clinical criteria when initiating medication therapy not only helps to ensure that the patient is being treated safely according to guidelines, but also drives significant savings for both Bakers Union and FELRA Health and Welfare fund and for members. Bakers Union and FELRA Health and Welfare fund has realized over \$90.9K in savings. Based on a study by OptumRx, leveraging UM strategies that drive members to appropriate and often lower cost medications for treatment can save a member up to \$620 annually in out of pocket copayments.

Revi



Prior authorization

PMPM SAVINGS

\$3.96

NUMBER OF MEMBERS IMPACTED

33

NUMBER OF INTERVENTIONS

41

Quantity limits

PMPM SAVINGS

\$4.03

NUMBER OF MEMBERS IMPACTED

7

NUMBER OF INTERVENTIONS

7

Step therapy

PMPM SAVINGS

\$3.72

NUMBER OF MEMBERS IMPACTED

82

NUMBER OF INTERVENTIONS

107

QL savings is based only on Maximum Daily Dose edits.

Vigilant Program - Outcomes

Outcomes date range: Apr 2021 - Mar 2022

Total program savings: \$4.81 PMPM

Vigilant Drug Outcomes – Cost Avoidance

By leveraging the Vigilant Drug Program, Bakers Union and FELRA Health and Welfare fund has:

- Avoided \$37.3K in pharmacy spend
- Switched 12 claims to lower cost alternatives
- 13 claims were abandoned



TOTAL PLAN PAID SAVINGS

\$37,344

TOTAL PROGRAM SAVINGS

4.2%

TOTAL MEMBERS IMPACTED

26

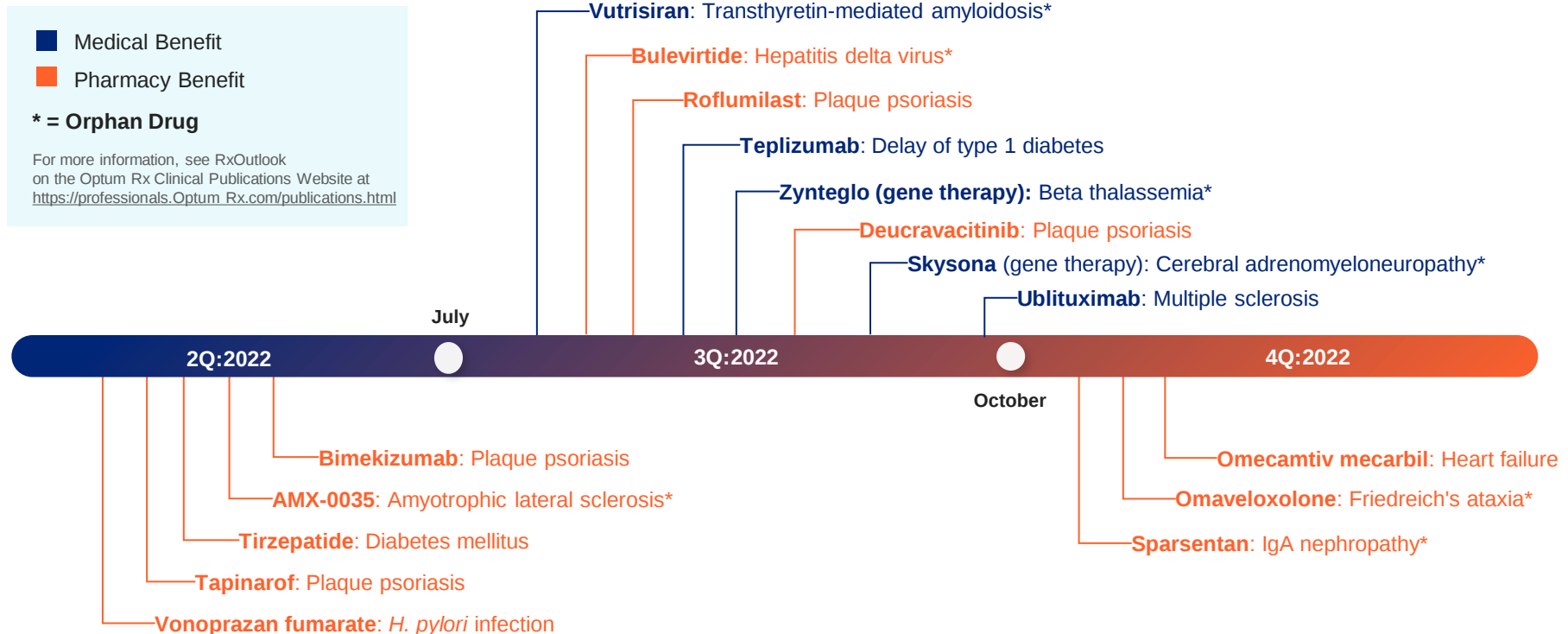
Savings by Vigilant Drug List

Sort by: Members impacted Plan paid PMPM savings

Vigilant drug list	PMPM savings	Members impacted	Interventions
High Cost Generics	\$0.63	9	9
Clinical Duplicates	\$1.58	7	8
High Cost Brands with Generics	\$2.39	4	4
Non-FDA Approved Drugs	\$0.05	4	4
New Drugs to Market	\$0.17	2	2

Pipeline

Select pipeline drugs expected 2Q 2022 to 4Q 2022



Selected generic launches in 2022 and early 2023

