

STRATEGIC PLANNING
AND REVIEW CONSULTATION

FELRA 4369

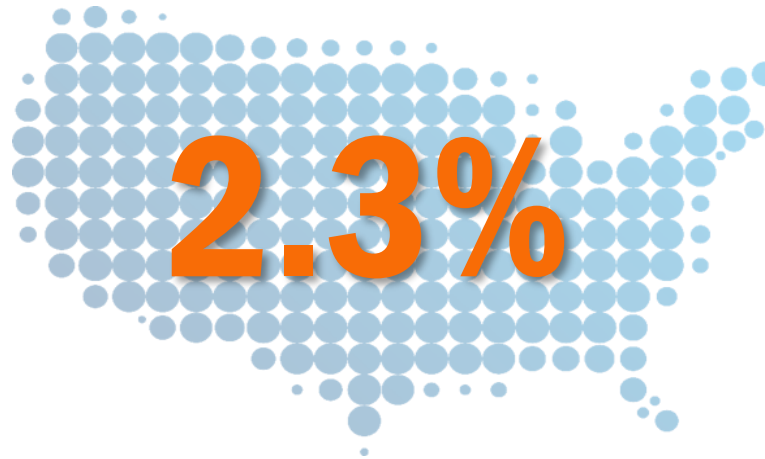


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Trend Comparison



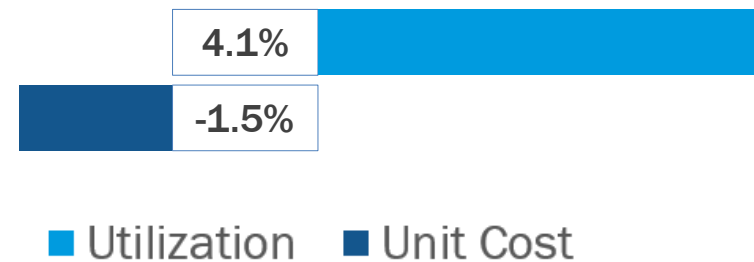
Increase in U.S. drug spend*

Gross Cost
Net PMPM

\$147.37

Your
Trend

2.7%



* Express Scripts 2019 Drug Trend Report. Trend is based on gross cost net of rebate change for Commercial Plans.



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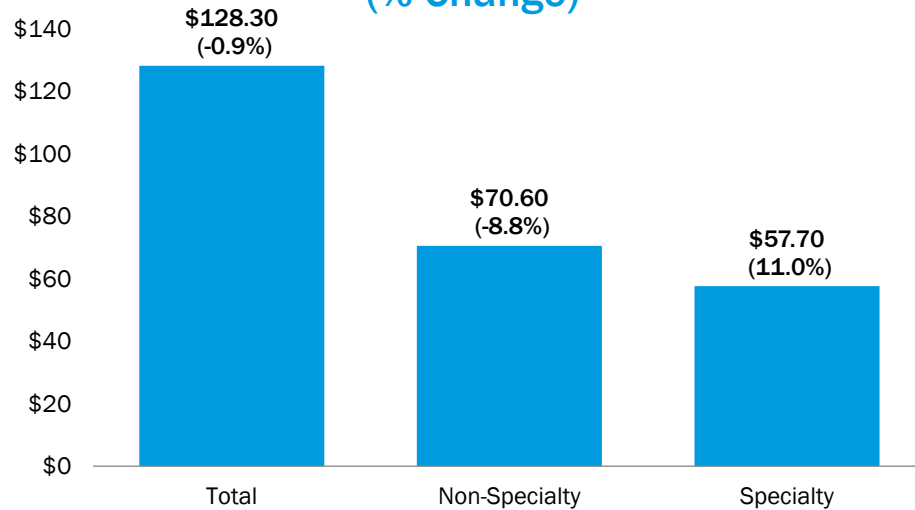


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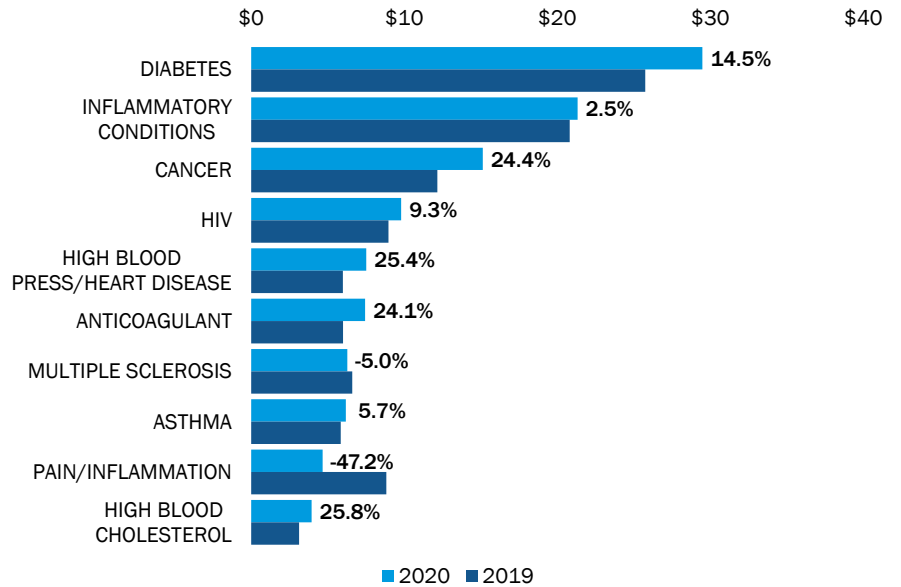
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Trend Dashboard – How Your Plan Compares

Plan Cost Net PMPM
(% Change)



Plan Cost Net PMPM by Indication



FELRA 4369			
Description	2020	2019	Change
Average Members per Month	19,423	20,196	-3.8%
Total Plan Cost Net	\$29,903,917	\$31,360,914	-4.6%
Average Member Age	47.0	46.3	1.5%
Total Plan Cost Net PMPM	\$128.30	\$129.40	-0.9%
Non-Specialty Plan Cost Net PMPM	\$70.60	\$77.42	-8.8%
Specialty Plan Cost Net PMPM	\$57.70	\$51.99	11.0%
Generic Fill Rate	87.7%	87.0%	0.7
90 Day Utilization	65.0%	61.7%	3.3
Retail - Maintenance 90 Utilization	64.6%	61.3%	3.3
Home Delivery Utilization	0.4%	0.4%	0.0
Member Cost Net %	12.9%	9.8%	3.1
Specialty Percent of Plan Cost Net	45.0%	40.2%	4.8

14K+

Health & Safety
Gaps In Care
Identified In 2020



Top Line Performance Metrics

- Plan Cost Net PMPM decreased \$1.10 (-0.9%) to \$128.30, primarily driven by the Cost Share Trend Component
- Specialty Plan Cost Net PMPM increased \$5.72 (+11.0%) to \$57.70, primarily driven by the Specialty Unit Cost Trend Component
- Generic Fill Rate (GFR) increased 0.7 percentage points to 87.7%

FELRA 4369			
Description	2020	2019	Change
Avg Subscribers per Month	12,352	12,724	-2.9%
Avg Members per Month	19,423	20,196	-3.8%
Number of Unique Patients	14,158	15,044	-5.9%
Pct Members Utilizing Benefit	72.9%	74.5%	-1.6
Total Plan Cost Net	\$29,903,917	\$31,360,914	-4.6%
Total Days	12,158,755	12,139,688	0.2%
Total Adjusted Rx	442,441	447,750	-1.2%
Average Member Age	47.0	46.3	1.5%
Plan Cost Net PMPM	\$128.30	\$129.40	-0.9%
Plan Cost Net/Day	\$2.46	\$2.58	-4.8%
Plan Cost Net per Adjusted Rx	\$67.59	\$70.04	-3.5%
Nbr Adjusted Rx PMPM	1.90	1.85	2.7%
Generic Fill Rate	87.7%	87.0%	0.7
90 Day Utilization	65.0%	61.7%	3.3
Retail - Maintenance 90 Utilization	64.6%	61.3%	3.3
Home Delivery Utilization	0.4%	0.4%	0.0
Member Cost Net %	12.9%	9.8%	3.1
Specialty Percent of Plan Cost Net	45.0%	40.2%	4.8
Specialty Plan Cost Net PMPM	\$57.70	\$51.99	11.0%
Formulary Compliance Rate	98.9%	98.7%	0.1



Plan Performance

- Plan Cost PMPM increased \$6.40 (+4.2%) to \$160.48
- Member Cost increased 30.0%, contributing an additional \$1.0M to the plan
- Rebates reduced Plan Cost PMPM from \$160.48 to \$128.30 (-20.1%)

Plan Performance			
	2020	2019	Change %
AWP	\$84,280,434	\$82,100,912	2.7%
Network & Mail Discount			
Savings (includes dispensing fees)	-\$42,433,272	-\$41,339,809	2.6%
Tax	\$236	\$153	54.5%
Gross Cost	\$41,847,398	\$40,761,256	2.7%
Member Cost	-\$4,443,739	-\$3,419,292	30.0%
Plan Cost	\$37,403,659	\$37,341,964	0.2%
Rebates*	-\$7,499,742	-\$5,981,050	25.4%
Plan Cost Net	\$29,903,917	\$31,360,914	-4.6%
Members	19,423	20,196	-3.8%
Gross Cost Net PMPM	\$147.37	\$143.51	2.7%
Plan Cost PMPM	\$160.48	\$154.08	4.2%
Plan Cost Net PMPM	\$128.30	\$129.40	-0.9%

* Rebates are estimated based on paid and expected to be paid amounts. Actual rebate payments may differ from estimates.



Key Statistics: Specialty Detailed

- Specialty Plan Cost Net PMPM increased \$5.72 (+11.0%) to \$57.70, primarily driven by the Specialty Unit Cost Trend Component
- You have 460 unique specialty patients, a decrease of 58 specialty patients

FELRA 4369						
Description	Non-Specialty			Specialty		
	2020	2019	Change	2020	2019	Change
Avg Subscribers per Month	12,352	12,724	-2.9%	12,352	12,724	-2.9%
Avg Members per Month	19,423	20,196	-3.8%	19,423	20,196	-3.8%
Number of Unique Patients	14,136	15,024	-5.9%	460	518	-11.2%
Pct Members Utilizing Benefit	72.8%	74.4%	-1.6	2.4%	2.6%	-0.2
Total Plan Cost Net	\$16,455,145	\$18,762,027	-12.3%	\$13,448,772	\$12,598,887	6.7%
Percent of Total Plan Cost Net	55.0%	59.8%	-4.8	45.0%	40.2%	4.8
Total Days	12,050,636	12,028,584	0.2%	108,119	111,104	-2.7%
Total Adjusted Rx	438,648	443,849	-1.2%	3,793	3,901	-2.8%
Percent of Total Adjusted Rx	99.14%	99.13%	0.0	0.86%	0.87%	0.0
Plan Cost Net PMPM	\$70.60	\$77.42	-8.8%	\$57.70	\$51.99	11.0%
Plan Cost Net/Day	\$1.37	\$1.56	-12.5%	\$124.39	\$113.40	9.7%
Plan Cost Net per Adjusted Rx	\$37.51	\$42.27	-11.3%	\$3,545.68	\$3,229.66	9.8%
Nbr Adjusted Rx PMPM	1.88	1.83	2.8%	0.02	0.02	1.1%
Generic Fill Rate	88.2%	87.6%	0.6	29.0%	23.8%	5.2
Member Cost Net %	13.4%	12.1%	1.2	12.4%	6.1%	6.3



Top 10 Indications

- The largest financially impactful change was in Pain/Inflammation, driving \$1.1M in reduced net cost
- Pain/Inflammation trend decreased 47.2%, contributing -\$4.16 to Net PMPM

Represent
69.6%
Of Your Total
Plan Cost Net

Top Indications by Plan Cost Net													
2020							2019					% Change	
Management Strategy	Rank	Indication	Adjusted Rx	Patients	Plan Cost Net	Generic Fill Rate	Plan Cost Net PMPM	Rank	Adjusted Rx	Patients	Generic Fill Rate	Plan Cost Net PMPM	Plan Cost Net PMPM
ST/PA/DQM	1	DIABETES	39,289	2,191	\$6,870,448	51.1%	\$29.48	1	37,955	2,210	52.3%	\$25.74	14.5%
ST/PA/DQM	2	INFLAMMATORY CONDITIONS	2,553	267	\$4,969,086	56.8%	\$21.32	2	2,507	265	55.8%	\$20.81	2.5%
ST/PA/DQM	3	CANCER	1,605	185	\$3,525,961	82.9%	\$15.13	3	1,494	191	83.7%	\$12.16	24.4%
N/A	4	HIV	897	82	\$2,282,580	5.1%	\$9.79	4	944	79	5.5%	\$8.96	9.3%
ST/DQM	5	HIGH BLOOD PRESS/HEART DISEASE	111,004	6,436	\$1,749,981	98.4%	\$7.51	8	108,993	6,564	98.4%	\$5.99	25.4%
PA	6	ANTICOAGULANT	5,700	660	\$1,734,683	25.5%	\$7.44	7	5,470	661	32.9%	\$6.00	24.1%
ST/PA/DQM	7	MULTIPLE SCLEROSIS	194	20	\$1,461,813	18.6%	\$6.27	6	228	24	14.9%	\$6.60	-5.0%
ST/PA/DQM	8	ASTHMA	12,499	2,171	\$1,439,630	58.3%	\$6.18	9	12,416	2,288	41.1%	\$5.84	5.7%
ST/PA/DQM	9	PAIN/INFLAMMATION	31,263	5,595	\$1,086,691	96.8%	\$4.66	5	33,827	6,365	94.1%	\$8.83	-47.2%
ST/PA/DQM	10	HIGH BLOOD CHOLESTEROL	46,892	4,525	\$917,858	98.3%	\$3.94	10	46,557	4,590	98.5%	\$3.13	25.8%
		Total Top 10:	251,896		\$26,038,732	86.2%	\$111.72		250,391		85.6%	\$104.05	7.4%
		Differences Between Periods:	1,505		\$823,144	0.6%	\$7.67						



Top 25 Drugs

- Represent 44.6% of your total Plan Cost Net and comprise 8 indications
- 15 of your top 25 are specialty drugs, making up 56.3% of your Top 25 spend

Top Drugs by Plan Cost Net													
2020								2019				% Change	
Management Strategy	Rank	Brand Name	Indication	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net PMPM	Rank	Adj. Rxs	Pts.	Plan Cost Net PMPM	Plan Cost Net	Net PMPM
PA	1	ELIQUIS	ANTICOAGULANT	2,980	374	\$1,158,562	\$4.97	2	2,310	310	\$3.59		38.4%
PA/DQM	2	TRULICITY	DIABETES	1,477	172	\$1,022,300	\$4.39	3	1,212	151	\$3.38		29.9%
ST/PA	3	HUMIRA(CF) PEN*	INFLAMMATORY CONDITIONS	174	22	\$968,204	\$4.15	9	101	17	\$2.34		77.6%
ST/DQM	4	JANUVIA	DIABETES	1,764	204	\$699,182	\$3.00	4	1,665	210	\$2.67		12.2%
ST/PA/DQM	5	IMBRUVICA*	CANCER	52	5	\$630,098	\$2.70	7	55	5	\$2.45		10.3%
N/A	6	BIKTARVY*	HIV	192	20	\$603,912	\$2.59	15	138	17	\$1.71		51.5%
ST/PA/DQM	7	STELARA*	INFLAMMATORY CONDITIONS	57	7	\$574,918	\$2.47	14	50	7	\$1.72		43.3%
ST/PA	8	ENBREL SURECLICK*	INFLAMMATORY CONDITIONS	117	15	\$550,227	\$2.36	5	133	19	\$2.64		-10.5%
PA	9	REVLIMID*	CANCER	38	5	\$538,644	\$2.31	8	45	5	\$2.38		-2.8%
ST/PA	10	HUMIRA PEN*	INFLAMMATORY CONDITIONS	88	16	\$524,203	\$2.25	1	184	25	\$4.26		-47.2%
ST/DQM	11	JARDIANCE	DIABETES	1,177	154	\$523,545	\$2.25	12	1,036	133	\$1.86		21.0%
PA/DQM	12	TAGRISSO*	CANCER	35	3	\$490,318	\$2.10	146	4	2	\$0.24		782.6%
PA	13	XARELTO	ANTICOAGULANT	1,229	153	\$488,782	\$2.10	11	1,189	155	\$1.90		10.4%
ST/PA	14	TECFIDERA*	MULTIPLE SCLEROSIS	60	7	\$472,748	\$2.03	6	80	9	\$2.55		-20.4%
ST/PA/DQM	15	IBRANCE*	CANCER	41	4	\$462,646	\$1.98	38	19	2	\$0.90		120.8%
ST/DQM	16	OZEMPIC	DIABETES	651	106	\$458,604	\$1.97	31	340	68	\$0.99		98.4%
N/A	17	LANTUS SOLOSTAR	DIABETES	1,342	169	\$410,073	\$1.76	13	1,445	176	\$1.77		-0.5%
N/A	18	HUMALOG KWIKPEN U-100	DIABETES	1,148	170	\$394,297	\$1.69	16	1,166	181	\$1.70		-0.8%
N/A	19	TRIUMEQ*	HIV	131	15	\$371,131	\$1.59	19	123	13	\$1.37		15.9%
DQM	20	SYMBICORT	ASTHMA	1,263	248	\$366,187	\$1.57	17	1,226	271	\$1.44		9.4%
ST/PA/DQM	21	COSENTYX PEN (2 PENS)*	INFLAMMATORY CONDITIONS	75	9	\$362,772	\$1.56	18	59	8	\$1.40		11.4%
PA	22	VENCLEXTA*	CANCER	25	3	\$361,855	\$1.55	142	5	1	\$0.25		529.1%
N/A	23	THIOLA EC*	URINARY DISORDERS	12	1	\$321,044	\$1.38	154	2	1	\$0.22		519.0%
ST/DQM	24	FARXIGA	DIABETES	717	87	\$316,188	\$1.36	27	608	68	\$1.10		23.5%
N/A	25	ODEFSEY*	HIV	97	9	\$276,259	\$1.19	24	106	11	\$1.17		1.4%
		Total Top 25:		14,942		\$13,346,700	\$57.26		13,301		\$45.99		24.5%
		Differences Between Periods:		1,641		\$2,201,351	\$11.28						

*Specialty Drugs

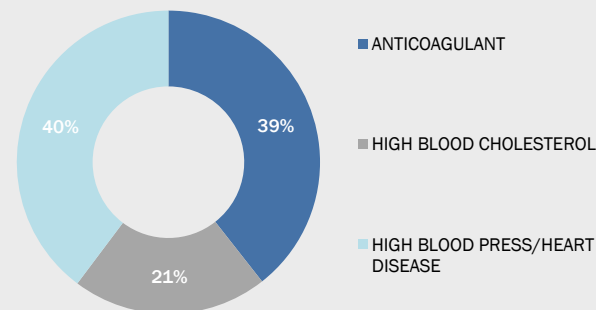


Cardiovascular

- Cardiovascular made up 14.7% of your overall costs
- Your Days PMPM is 20.96

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
ELIQUIS	1	\$1,158,562	\$4.97	38.4%
XARELTO	13	\$488,782	\$2.10	10.4%
ATORVASTATIN CALCIUM	31	\$235,019	\$1.01	94.7%
METOPROLOL SUCCINATE	32	\$234,724	\$1.01	5.5%
BYSTOLIC	36	\$209,619	\$0.90	11.3%
AMLODIPINE BESYLATE	59	\$137,428	\$0.59	90.1%
PRALUENT PEN	67	\$126,487	\$0.54	-30.0%
ROSUVASTATIN CALCIUM	94	\$89,977	\$0.39	141.2%
LOSARTAN POTASSIUM	104	\$78,852	\$0.34	304.5%
LISINOPRIL	115	\$73,250	\$0.31	246.3%

% Cardiovascular Plan Cost Net By Indication



25.0%



TREND

\$18.89



NET PMPM SPEND

14.7%



% OF SPEND

20.96



DAYS PMPM



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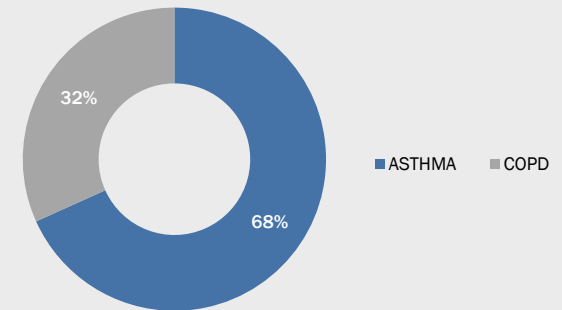
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Pulmonary

- Pulmonary made up 7.1% of your overall costs
- Your Days PMPM is 1.73

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
SYMBICORT	20	\$366,187	\$1.57	9.4%
ADVAIR DISKUS	34	\$212,916	\$0.91	26.6%
TRELEGY ELLIPTA	42	\$188,274	\$0.81	73.6%
ANORO ELLIPTA	60	\$136,764	\$0.59	35.9%
BREO ELLIPTA	63	\$132,073	\$0.57	8.1%
XOLAIR	64	\$131,463	\$0.56	4.0%
INCRUSE ELLIPTA	82	\$107,305	\$0.46	93.0%
DULERA	95	\$88,085	\$0.38	0.4%
ALBUTEROL SULFATE HFA	107	\$78,052	\$0.33	31760.4%
VENTOLIN HFA	150	\$55,516	\$0.24	-26.6%

% Pulmonary Plan Cost Net By Indication



8.8%



TREND

\$9.05



NET PMPM SPEND

7.1%



% OF SPEND

1.73



DAYS PMPM

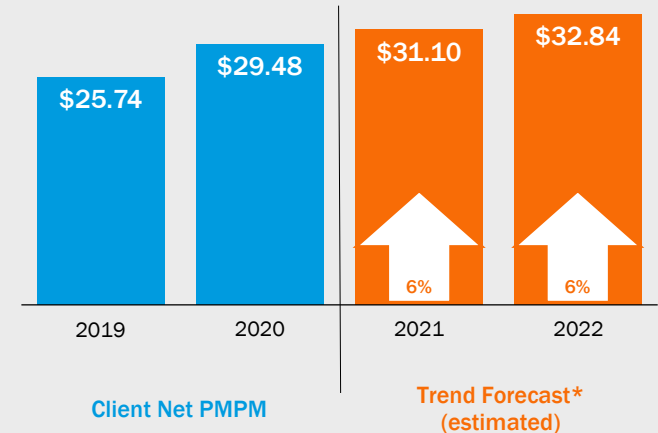


Diabetes

- At 23.0% spend, this is your largest indication and is trending up 14.5%
- Diabetes trend will decrease to 5.0% in 2020, as utilization trend levels off and authorized generics enter the market.

 **\$174.87**
Average Cost per Adjusted Rx

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
TRULICITY	2	\$1,022,300	\$4.39	29.9%
JANUVIA	4	\$699,182	\$3.00	12.2%
JARDIANCE	11	\$523,545	\$2.25	21.0%
OZEMPIC	16	\$458,604	\$1.97	98.4%
LANTUS SOLOSTAR	17	\$410,073	\$1.76	-0.5%
HUMALOG KWIKPEN U-100	18	\$394,297	\$1.69	-0.8%
FARXIGA	24	\$316,188	\$1.36	23.5%
JANUMET	28	\$266,046	\$1.14	-4.7%
TRESIBA FLEXTOUCH U-200	29	\$257,677	\$1.11	8.7%
HUMALOG	43	\$184,976	\$0.79	-4.3%



1

14.5%

\$29.48

23.0%



*Based on 2019 Drug Trend Report forecasted values for Commercial Plans



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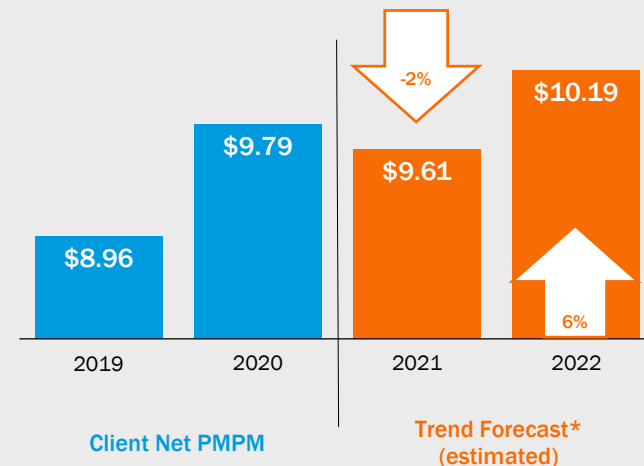
HIV

- At 7.6% spend, this is your fourth largest indication and is trending up 9.3%
- Selzentry® (maraviroc) generics and Truvada® (emtricitabine-tenofovir) generics are expected to be released on August 6th, 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.

 **\$2,544.68**
Average Cost per Adjusted Rx

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
BIKTARVY*	6	\$603,912	\$2.59	51.5%
TRIUMEQ*	19	\$371,131	\$1.59	15.9%
ODEFSEY*	25	\$276,259	\$1.19	1.4%
GENVOYA*	27	\$272,003	\$1.17	8.3%
STRIBILD*	39	\$193,689	\$0.83	-9.6%
DESCOVY*	100	\$80,469	\$0.35	-4.5%
PREZCOBIX*	127	\$65,329	\$0.28	20.0%
TRUVADA*	128	\$65,322	\$0.28	-28.1%
JULUCA*	149	\$56,504	\$0.24	184.0%
SYM TUZA*	153	\$55,022	\$0.24	141.2%

*Specialty Drugs

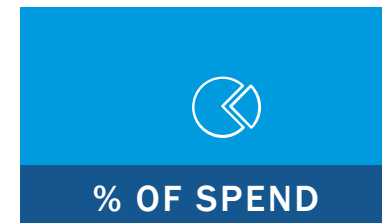


4

9.3%

\$9.79

7.6%



*Based on 2019 Drug Trend Report forecasted values for Commercial Plans



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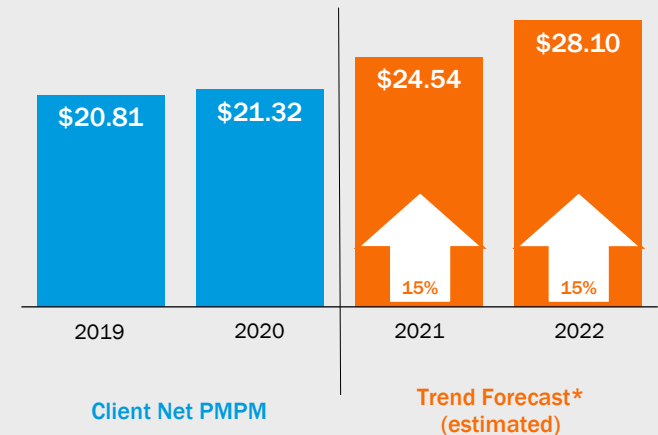
Inflammatory Conditions

- At 16.6% spend, this is your second largest indication and is trending up 2.5%
- 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.

 **\$1,946.37**
Average Cost per Adjusted Rx

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
HUMIRA(CF) PEN*	3	\$968,204	\$4.15	77.6%
STELARA*	7	\$574,918	\$2.47	43.3%
ENBREL SURECLICK*	8	\$550,227	\$2.36	-10.5%
HUMIRA PEN*	10	\$524,203	\$2.25	-47.2%
COSENTYX PEN (2 PENS)*	21	\$362,772	\$1.56	11.4%
OTEZLA*	30	\$247,981	\$1.06	-20.0%
ENBREL*	45	\$176,056	\$0.76	-10.7%
COSENTYX PEN*	46	\$175,952	\$0.75	89.9%
ENBREL MINI*	47	\$171,682	\$0.74	91.6%
HUMIRA*	51	\$156,568	\$0.67	-15.0%

*Specialty Drugs



2

2.5%

\$21.32

16.6%



*Based on 2019 Drug Trend Report forecasted values for Commercial Plans



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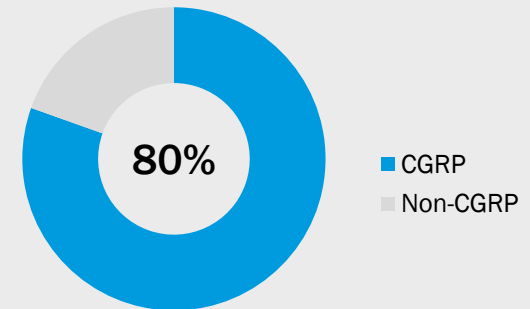
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Migraine

- Migraine made up 0.7% of your overall costs
- 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	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
AIMOVIG AUTOINJECTOR	143	\$59,803	\$0.26	69.5%
EMGALITY PEN	144	\$59,548	\$0.26	59.0%
EMGALITY SYRINGE	271	\$23,490	\$0.10	1494.4%
UBRELVY	339	\$16,227	\$0.07	
SUMATRIPTAN SUCCINATE	482	\$8,393	\$0.04	-28.9%
ELETRIPTAN HBR	483	\$8,388	\$0.04	-62.2%
NURTEC ODT	486	\$8,328	\$0.04	
SUMATRIPTAN	522	\$7,360	\$0.03	-5.2%
AJOVY AUTOINJECTOR	541	\$6,600	\$0.03	
ZOMIG	680	\$4,244	\$0.02	-9.4%

% CGRP Drug Cost in Migraine Headaches Indication



36.7%



TREND

\$0.93



NET PMPM SPEND

0.7%



% OF SPEND

0.14



DAYS PMPM



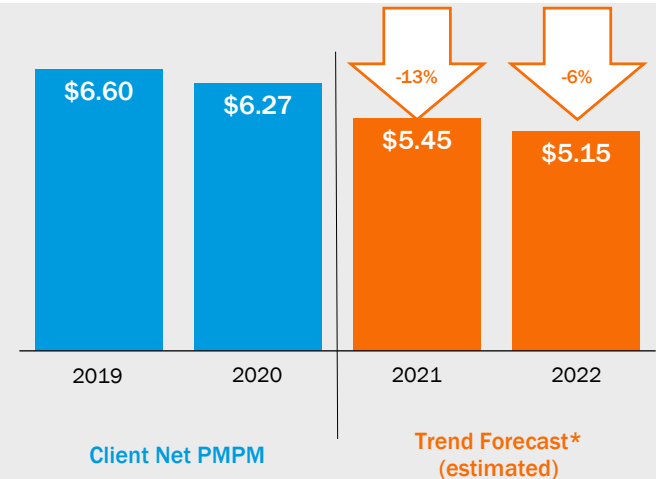
Multiple Sclerosis

- At 4.9% spend, this is your seventh largest indication and is trending down 5.0%
- 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.

 **\$7,535.12**
Average Cost per Adjusted Rx

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
TECFIDERA*	14	\$472,748	\$2.03	-20.4%
GILENYA*	49	\$168,187	\$0.72	-44.8%
AVONEX PEN*	61	\$134,895	\$0.58	-13.7%
REBIF REBIDOSE*	62	\$134,846	\$0.58	-28.3%
MAVENCLAD*	68	\$123,234	\$0.53	
DIMETHYL FUMARATE*	85	\$104,679	\$0.45	
AUBAGIO*	101	\$80,362	\$0.34	-14.1%
BETASERON*	118	\$71,354	\$0.31	433.3%
MAYZENT*	131	\$62,706	\$0.27	
GLATOPIA*	163	\$50,503	\$0.22	-60.1%

*Specialty Drugs



7

-5.0%

\$6.27

4.9%



RANK BY COST



TREND



NET PMPM SPEND



% OF SPEND

*Based on 2019 Drug Trend Report forecasted values for Commercial Plans



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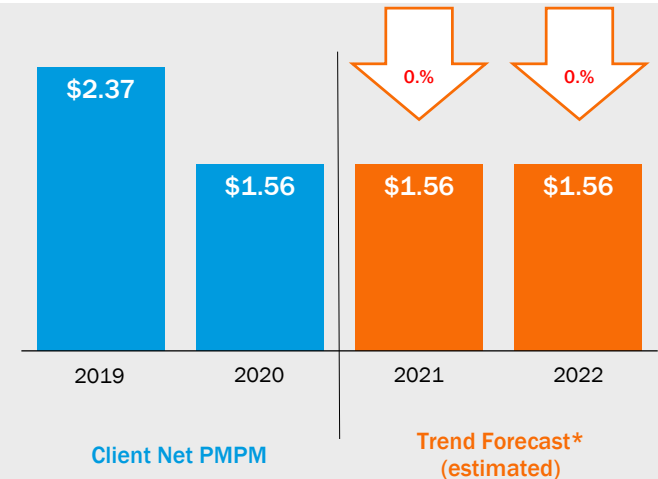
Hepatitis C

- At 1.2% spend, this is your 21st largest indication and is trending down 34.1%
- The forecast for hepatitis C medications is that trend will continue to decline in 2018 due to decreased utilization. However, overall trend will begin to level off in 2019 due to increasing costs that offset drops in utilization.

 **\$19,188.86**
Average Cost per Adjusted Rx

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
EPCLUSA*	44	\$182,683	\$0.78	-34.1%
HARVONI*	74	\$116,020	\$0.50	-56.1%
VOSEVI*	125	\$65,537	\$0.28	
RIBAVIRIN*	1278	\$348	\$0.00	

*Specialty Drugs

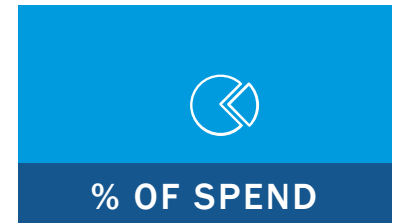


21

-34.1%

\$1.56

1.2%



*Based on 2018 Drug Trend Report Gross Cost forecasted values



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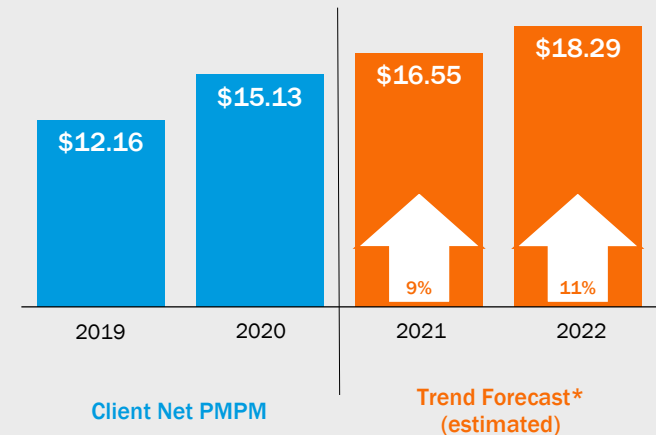
Cancer

- At 11.8% spend, this is your third largest indication and is trending up 24.4%
- 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.

 **\$2,196.86**
Average Cost per Adjusted Rx

Brand Name	Overall Rank	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
IMBRUVICA*	5	\$630,098	\$2.70	10.3%
REVLIMID*	9	\$538,644	\$2.31	-2.8%
TAGRISSO*	12	\$490,318	\$2.10	782.6%
IBRANCE*	15	\$462,646	\$1.98	120.8%
VENCLEXTA*	22	\$361,855	\$1.55	529.1%
XTANDI*	41	\$192,550	\$0.83	-15.9%
SUTENT*	90	\$96,459	\$0.41	
ZYTIGA*	92	\$91,806	\$0.39	36.7%
LORBRENA*	98	\$83,863	\$0.36	
ABIRATERONE ACETATE*	109	\$76,239	\$0.33	-45.5%

*Specialty Drugs



3

24.4%

\$15.13

11.8%



*Based on 2019 Drug Trend Report forecasted values for Commercial Plans



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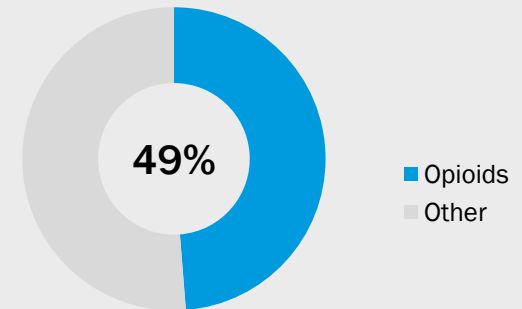
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Opioid Usage

- Opioids made up 1.8% of your overall costs
- Your Days PMPM is 0.82
- High-cost abuse-deterrent formulations (ADF) 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	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
OXYCONTIN	33	\$228,944	\$0.98	-15.7%
XTAMPZA ER	174	\$44,472	\$0.19	-27.9%
NUCYNIA ER	186	\$41,316	\$0.18	-32.7%
OXYCODONE-ACETAMINOPHEN	213	\$35,407	\$0.15	-60.5%
NUCYNIA	235	\$29,520	\$0.13	-38.8%
OXYCODONE HCL	252	\$26,293	\$0.11	-47.8%
BELBUCA	266	\$24,374	\$0.10	151.0%
HYDROCODONE-ACETAMINOPHEN	313	\$18,203	\$0.08	-30.4%
OXAYDO	372	\$14,104	\$0.06	35.3%
FENTANYL	386	\$13,469	\$0.06	-40.8%

% Opioid Cost in Pain/Inflammation



-29.2%



TREND

\$2.27



NET PMPM SPEND

1.8%



% OF SPEND

0.82



DAYS PMPM



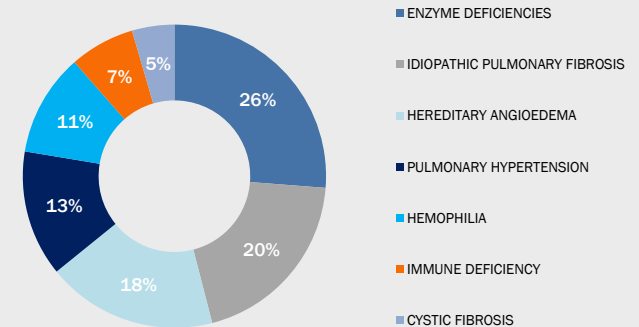
Rare Conditions

- 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	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM % Change
RAVICTI*	26	\$274,550	\$1.18	
HAEGARDA*	53	\$153,778	\$0.66	-68.7%
HEMOFIL M*	76	\$114,406	\$0.49	37.4%
ESBRIET*	86	\$103,621	\$0.44	1567.5%
OFEV*	87	\$103,212	\$0.44	303.1%
OPSUMIT*	88	\$100,015	\$0.43	-1.9%
HIZENTRA*	116	\$72,677	\$0.31	540.8%
BERINERT*	209	\$36,595	\$0.16	
TADALAFIL	444	\$36,110	\$0.15	9.9%
PULMOZYME*	293	\$20,480	\$0.09	-42.9%

*Specialty Drugs

% Rare Conditions Plan Cost Net By Indication



24.2%



TREND

\$4.49



NET PMPM SPEND

3.5%



% OF SPEND

0.01



DAYS PMPM



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Clinical Savings and Impact

Plan Cost Savings			
Program	Current 2020	Previous 2019	Change
Pre Clinical Programs	\$43.8 M	\$42.6 M	2.8%
Plan Cost PMPM	\$188.07	\$175.87	6.9%
AUM	\$1.7 M	\$366 K	364.2%
CDUR	\$2.6 M	\$3.2 M	-19.8%
RDUR	\$79 K	\$86 K	-8.1%
RationalMED	\$0	\$0	0.0%
Interchange	\$78	\$343	-77.4%
NPF	\$2.1 M	\$1.6 M	29.1%
Savings	\$6.4 M	\$5.3 M	21.8%
Post Clinical Programs	\$37.4 M	\$37.3 M	0.2%
Plan Cost PMPM	\$160.48	\$154.08	4.2%

**Clinical Programs
reduced Plan Cost
PMPM by 14.7%
(-\$27.59)**

AUM - Advanced Utilization Management

CDUR - Concurrent Drug Utilization Review (health and safety edits)

RDUR - Retrospective Drug Utilization Review

RationalMED - Clinical Outreach Program that includes messaging to physicians, pharmacists, and members (optional) regarding health and safety issues.

Interchange - Consists of two primary programs

1. The first targets Multi-Source Brand drugs with DAW 1 or 2 alerting patients or prescribers of a Generic equivalent.
2. The second program targets non-preferred Single-Source Brand drugs alerting prescribers of a therapeutically equivalent lower cost Generic alternative or Preferred Brand.

NPF - National Preferred Formulary

Program fees are not included in these savings numbers





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