

STRATEGIC PLANNING  
AND REVIEW CONSULTATION

# INDUSTRY AND LOCAL 338

## 2020 Plan Performance Review

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# Topics of Discussion

- Full year 2020 Performance Review
- Program Overview
  - Embarc
  - InMynd
- Program Recommendations
  - SafeGuardRx
  - Out of Pocket Protection Program



# Plan Performance

- Plan Cost Net PMPM increased \$3.19 to \$114.94, a trend of 2.9%. Primarily driven by the Utilization Trend Component.
- Member Cost increased 32.1%, contributing an additional \$23.7K to the plan
  - SaveOn contributed \$25,381 to the plan since 6/1/2021
- Rebates reduced Plan Cost PMPM from \$139.31 to \$114.94, a PMPM reduction of \$24.37

| Plan Performance                                           |            |             |          |
|------------------------------------------------------------|------------|-------------|----------|
|                                                            | 2020       | 2019        | Change % |
| AWP                                                        | \$961,199  | \$1,023,830 | -6.1%    |
| Network & Mail Discount Savings (includes dispensing fees) | -\$373,792 | -\$409,171  | -8.6%    |
| Tax                                                        | \$0        | \$0         | 0.0%     |
| Gross Cost                                                 | \$587,407  | \$614,659   | -4.4%    |
| Member Cost                                                | -\$97,608  | -\$73,879   | 32.1%    |
| Plan Cost                                                  | \$489,799  | \$540,780   | -9.4%    |
| Rebates*                                                   | -\$85,678  | -\$71,453   | 19.9%    |
| Plan Cost Net                                              | \$404,121  | \$469,327   | -13.9%   |

|                     |          |          |        |
|---------------------|----------|----------|--------|
| Members             | 293      | 350      | -16.3% |
| Gross Cost Net PMPM | \$142.70 | \$129.33 | 10.3%  |
| Plan Cost PMPM      | \$139.31 | \$128.76 | 8.2%   |
| Plan Cost Net PMPM  | \$114.94 | \$111.74 | 2.9%   |

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



# Top Line Performance Metrics

- Specialty Plan Cost Net PMPM decreased \$17.19 to \$56.03, a trend of -23.5%. Primarily driven by the Specialty Utilization Trend Component.
- Generic Fill Rate (GFR) decreased 1.7 percentage points to 84.6%, 3.3 percentage points lower than the peer

| INDUSTRY AND LOCAL 338              |           |           |        |
|-------------------------------------|-----------|-----------|--------|
| Description                         | 2020      | 2019      | Change |
| Avg Subscribers per Month           | 119       | 134       | -11.2% |
| Avg Members per Month               | 293       | 350       | -16.3% |
| Number of Unique Patients           | 208       | 270       | -23.0% |
| Pct Members Utilizing Benefit       | 71.0%     | 77.1%     | -6.2   |
| Total Plan Cost Net                 | \$404,121 | \$469,327 | -13.9% |
| Total Days                          | 108,263   | 114,357   | -5.3%  |
| Total Adjusted Rx                   | 4,037     | 4,366     | -7.5%  |
| Average Member Age                  | 37.5      | 37.2      | 1.0%   |
| Plan Cost Net PMPM                  | \$114.94  | \$111.74  | 2.9%   |
| Plan Cost Net/Day                   | \$3.73    | \$4.10    | -9.0%  |
| Plan Cost Net per Adjusted Rx       | \$100.10  | \$107.50  | -6.9%  |
| Nbr Adjusted Rx PMPM                | 1.15      | 1.04      | 10.5%  |
| Generic Fill Rate                   | 84.6%     | 86.3%     | -1.7   |
| 90 Day Utilization                  | 52.1%     | 44.4%     | 7.7    |
| Retail - Maintenance 90 Utilization | 32.1%     | 21.7%     | 10.4   |
| Home Delivery Utilization           | 20.0%     | 22.7%     | -2.7   |
| Member Cost Net %                   | 19.5%     | 13.6%     | 5.9    |
| Specialty Percent of Plan Cost Net  | 48.7%     | 65.5%     | -16.8  |
| Specialty Plan Cost Net PMPM        | \$56.03   | \$73.22   | -23.5% |
| Formulary Compliance Rate           | 97.8%     | 98.2%     | -0.3   |

| Coalition - NY Labor Healthcare Alliance |        |
|------------------------------------------|--------|
| 2020                                     | Change |
| 35.6                                     |        |
| \$92.09                                  | 7.6%   |
| \$3.78                                   | 6.0%   |
| \$100.61                                 | 8.7%   |
| 0.92                                     | -1.1%  |
| 87.9%                                    | 0.7    |
| 45.0%                                    | 2.4    |
| 5.4%                                     | 2.2    |
| 39.5%                                    | 0.3    |
| 11.6%                                    | -0.3   |
| 61.4%                                    | 1.8    |
| \$56.57                                  | 10.8%  |
| 98.3%                                    | -0.2   |



# Top 10 Indications

- The largest financially impactful change was in Inflammatory Conditions, driving \$94.6K in reduced net cost from a 21.7% decrease in Net PMPM
- Depression trend increased 2293.4%, contributing an additional \$13.65 to Net PMPM
- Generic Fill Rate (GFR) in Heart Disease lags your peer by 75.4 points

Represent  
**79.3%**  
Of Your Total  
Plan Cost Net

| Top Indications by Plan Cost Net |      |           |                                |          |          |               |           |           |                    |          |       |                   |                    |          |
|----------------------------------|------|-----------|--------------------------------|----------|----------|---------------|-----------|-----------|--------------------|----------|-------|-------------------|--------------------|----------|
| 2020                             |      |           |                                |          |          |               |           |           |                    | 2019     |       |                   |                    |          |
| Management Strategy              | Rank | Peer Rank | Indication                     | Adjusted |          | Plan Cost Net | Peer      |           | Plan Cost Net PMPM | Adjusted |       | Generic Fill Rate | Plan Cost Net PMPM | % Change |
|                                  |      |           |                                | Rxs      | Patients |               | Fill Rate | Fill Rate |                    | Rank     | Rxs   | Patients          |                    |          |
| ST/PA/DQM                        | 1    | 1         | INFLAMMATORY CONDITIONS        | 74       | 7        | \$180,122     | 40.5%     | 44.1%     | \$51.23            | 1        | 82    | 8                 | 24.4%              | \$65.41  |
| ST/PA/DQM                        | 2    | 15        | DEPRESSION                     | 226      | 32       | \$50,079      | 88.9%     | 97.9%     | \$14.24            | 22       | 244   | 32                | 99.2%              | \$0.60   |
| ST/PA/DQM                        | 3    | 3         | DIABETES                       | 288      | 18       | \$35,607      | 34.0%     | 48.5%     | \$10.13            | 3        | 269   | 19                | 44.6%              | \$5.85   |
| DQM                              | 4    | 18        | MENTAL/NEURO DISORDERS         | 58       | 6        | \$12,846      | 81.0%     | 88.5%     | \$3.65             | 14       | 105   | 7                 | 100.0%             | \$1.16   |
| ST/DQM                           | 5    | 29        | COPD                           | 51       | 9        | \$11,526      | 0.0%      | 15.2%     | \$3.28             | 6        | 50    | 8                 | 2.0%               | \$2.56   |
| DQM                              | 6    | 17        | CHEMICAL DEPENDENCE            | 43       | 3        | \$11,460      | 83.7%     | 82.5%     | \$3.26             | 9        | 32    | 4                 | 50.0%              | \$2.31   |
| ST                               | 7    | 19        | HIGH BLOOD PRESS/HEART DISEASE | 898      | 69       | \$10,959      | 96.8%     | 98.8%     | \$3.12             | 11       | 869   | 79                | 98.3%              | \$2.09   |
| ST/PA                            | 8    | 9         | ATTENTION DISORDERS            | 64       | 10       | \$10,077      | 59.4%     | 59.2%     | \$2.87             | 8        | 59    | 10                | 22.0%              | \$2.35   |
| ST/DQM                           | 9    | 7         | ASTHMA                         | 171      | 39       | \$9,773       | 46.8%     | 47.6%     | \$2.78             | 2        | 183   | 45                | 30.1%              | \$6.15   |
| DQM                              | 10   | 42        | HEART DISEASE                  | 21       | 3        | \$9,265       | 0.0%      | 75.4%     | \$2.64             | 27       | 6     | 2                 | 16.7%              | \$0.49   |
| Total Top 10:                    |      |           |                                | 1,894    |          | \$341,713     | 73.9%     |           | \$97.19            |          | 1,899 |                   | 75.1%              | \$88.97  |
| Differences Between Periods:     |      |           |                                | -5       |          | -\$31,963     | -1.3%     |           | \$8.22             |          |       |                   |                    |          |

Peer = 'Coalition - NY Labor Healthcare Alliance' market segment



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# Top 25 Drugs

- Represent 83.3% of your total Plan Cost Net and comprise 15 indications
- 6 of your top 25 are specialty drugs, making up 63.2% of your Top 25 spend

| Top Drugs by Plan Cost Net |      |           |                              |                                |          |      |               |                    |      |          |      |                    |                    |
|----------------------------|------|-----------|------------------------------|--------------------------------|----------|------|---------------|--------------------|------|----------|------|--------------------|--------------------|
| 2020                       |      |           |                              |                                |          |      |               | 2019               |      |          |      | % Change           |                    |
| Management Strategy        | Rank | Peer 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 PMPM |
| ST/PA/DQM                  | 1    | 30        | SIMPONI*                     | INFLAMMATORY CONDITIONS        | 21       | 3    | \$87,332      | \$24.84            | 1    | 27       | 3    | \$29.02            | -14.4%             |
| ST/PA/DQM                  | 2    | 102       | XELJANZ*                     | INFLAMMATORY CONDITIONS        | 12       | 1    | \$47,137      | \$13.41            | 2    | 15       | 2    | \$15.05            | -10.9%             |
| PA                         | 3    | 185       | SPRAVATO*                    | DEPRESSION                     | 15       | 1    | \$28,455      | \$8.09             |      |          |      |                    |                    |
| ST/PA/DQM                  | 4    | 21        | XELJANZ XR*                  | INFLAMMATORY CONDITIONS        | 6        | 1    | \$23,568      | \$6.70             |      |          |      |                    |                    |
| ST/PA/DQM                  | 5    | 28        | ORENCIA CLICKJECT*           | INFLAMMATORY CONDITIONS        | 5        | 2    | \$20,557      | \$5.85             | 3    | 12       | 1    | \$12.24            | -52.2%             |
| ST/DQM                     | 6    | 233       | APLENZIN                     | DEPRESSION                     | 10       | 1    | \$19,615      | \$5.58             |      |          |      |                    |                    |
| DQM                        | 7    | 90        | REXULTI                      | MENTAL/NEURO DISORDERS         | 11       | 1    | \$11,169      | \$3.18             |      |          |      |                    |                    |
| PA/DQM                     | 8    | 16        | TRULICITY                    | DIABETES                       | 26       | 3    | \$10,802      | \$3.07             | 9    | 21       | 3    | \$1.91             | 60.6%              |
| DQM                        | 9    | 83        | ENTRESTO                     | HEART DISEASE                  | 21       | 3    | \$9,265       | \$2.64             | 30   | 5        | 1    | \$0.49             | 436.0%             |
| ST/DQM                     | 10   | 34        | OZEMPIC                      | DIABETES                       | 17       | 2    | \$8,006       | \$2.28             | 14   | 11       | 2    | \$1.23             | 85.4%              |
| DQM                        | 11   | 25        | BUPRENORPHINE-NALOXONE       | CHEMICAL DEPENDENCE            | 35       | 3    | \$7,587       | \$2.16             | 16   | 16       | 4    | \$0.82             | 162.7%             |
| ST/PA                      | 12   | 24        | VYVANSE                      | ATTENTION DISORDERS            | 21       | 2    | \$7,342       | \$2.09             | 10   | 26       | 4    | \$1.79             | 16.9%              |
| N/A                        | 13   | 330       | NASCOBAL                     | ANEMIA                         | 15       | 1    | \$6,380       | \$1.81             | 39   | 3        | 1    | \$0.30             | 500.3%             |
| DQM                        | 14   | 188       | ELETRIPTAN HBR               | MIGRAINE HEADACHES             | 17       | 1    | \$5,981       | \$1.70             | 13   | 14       | 1    | \$1.26             | 34.5%              |
| N/A                        | 15   | 19        | BIKTARVY*                    | HIV                            | 2        | 1    | \$5,715       | \$1.63             | 7    | 4        | 1    | \$2.60             | -37.4%             |
| N/A                        | 16   | 196       | VIMPAT                       | SEIZURES                       | 7        | 1    | \$5,237       | \$1.49             | 11   | 9        | 1    | \$1.53             | -2.6%              |
| N/A                        | 17   | 179       | COMBIVENT RESPIMAT           | COPD                           | 15       | 2    | \$5,073       | \$1.44             | 33   | 7        | 2    | \$0.48             | 202.6%             |
| ST/DQM                     | 18   | 47        | JANUVIA                      | DIABETES                       | 25       | 4    | \$4,180       | \$1.19             | 31   | 12       | 4    | \$0.49             | 142.8%             |
| DQM                        | 19   | 84        | SUBOXONE                     | CHEMICAL DEPENDENCE            | 8        | 1    | \$3,872       | \$1.10             | 12   | 16       | 2    | \$1.49             | -25.9%             |
| DQM                        | 20   | 120       | ADVAIR DISKUS                | ASTHMA                         | 22       | 3    | \$3,860       | \$1.10             | 45   | 17       | 3    | \$0.27             | 312.7%             |
| PA/DQM                     | 21   | 244       | NURTEC ODT                   | MIGRAINE HEADACHES             | 5        | 1    | \$3,492       | \$0.99             |      |          |      |                    |                    |
| N/A                        | 22   | 650       | CARVEDILOL ER                | HIGH BLOOD PRESS/HEART DISEASE | 15       | 1    | \$3,189       | \$0.91             | 22   | 12       | 1    | \$0.61             | 47.6%              |
| DQM                        | 23   | 339       | DEXCOM G6                    | DIABETES                       | 21       | 1    | \$3,095       | \$0.88             | 28   | 24       | 1    | \$0.51             | 72.2%              |
| N/A                        | 24   | 106       | BRILINTA                     | BLOOD MODIFYING                | 12       | 2    | \$2,951       | \$0.84             | 34   | 8        | 2    | \$0.45             | 85.1%              |
| ST                         | 25   | 116       | BYSTOLIC                     | HIGH BLOOD PRESS/HEART DISEASE | 29       | 3    | \$2,921       | \$0.83             | 40   | 15       | 2    | \$0.29             | 187.0%             |
|                            |      |           | Total Top 25:                |                                | 393      |      | \$336,781     | \$95.79            |      | 274      |      | \$72.82            | 31.5%              |
|                            |      |           | Differences Between Periods: |                                | 119      |      | \$30,928      | \$22.96            |      |          |      |                    |                    |

\*Specialty Drugs

Peer = 'Coalition - NY Labor Healthcare Alliance' market segment



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# WEIGHT MANAGEMENT CARE VALUE

## Finding a path through a comprehensive strategy



**Digital Obesity Solution** to provide members with tools that encourage healthy lifestyles



Increased member care through access to the Express Scripts **Therapeutic Resource Center®**



Members get **convenient access** to anti-obesity medication from any in-network pharmacy within the plan sponsor's benefit



**Early discontinuation reimbursement for plans** if members do not complete at least four consecutive months of therapy



**National Preferred Formulary (NPF)** and **Utilization Management tools** to ensure the right members have access to the right medications

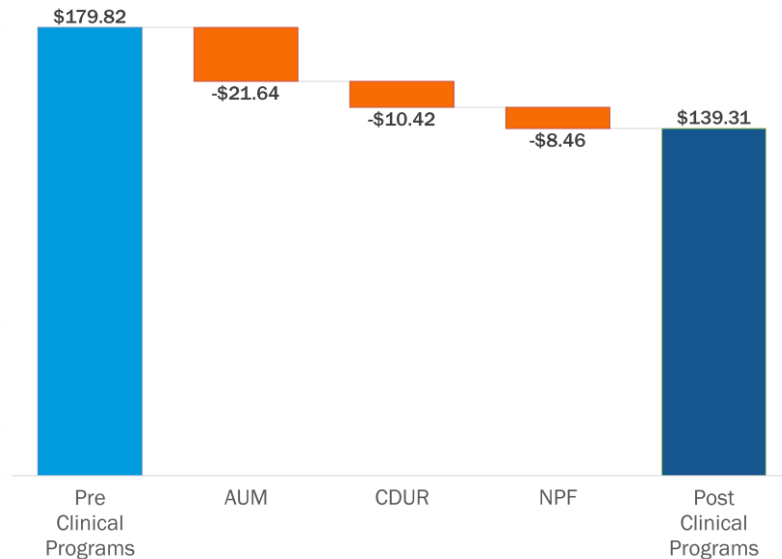
Program begins May 1, 2021



**DELIVERING BETTER  
HEALTH OUTCOMES  
FOR YOUR MEMBERS**



# Clinical Savings and Impact



**Clinical Programs  
reduced Plan Cost  
PMPM by 22.5%  
(-\$40.52)**

| Plan Cost Savings      |              |               |        |
|------------------------|--------------|---------------|--------|
| Program                | Current 2020 | Previous 2019 | Change |
| Pre Clinical Programs  | \$632 K      | \$744 K       | -15.0% |
| Plan Cost PMPM         | \$179.82     | \$177.16      | 1.5%   |
| AUM                    | \$76 K       | \$183 K       | -58.5% |
| CDUR                   | \$37 K       | \$15 K        | 148.1% |
| NPF                    | \$30 K       | \$5 K         | 463.5% |
| Savings                | \$142 K      | \$203 K       | -29.9% |
| Post Clinical Programs | \$490 K      | \$541 K       | -9.4%  |
| Plan Cost PMPM         | \$139.31     | \$128.76      | 8.2%   |

AUM - Advanced Utilization Management

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

NPF - National Preferred Formulary

*Program fees are not included in these savings numbers*



# Recommendation Overview



# Recommendation Overview

## Your 2021 Opportunities

1. SafeGuardRx – singular focused platforms focused on addressing the greatest cost and care challenges for the most complex conditions

- Diabetes Care Vale
- Pulmonary Care vale

No Fee

2. Out of Pocket Protection Program– prevent copay assistance from impacting your benefit design

Estimated Net Savings **\$15,000**

No Fee



# SafeGuardRx



# DIABETES CARE VALUE<sup>SM</sup> PROGRAM

## Taking on the diabetes dilemma with specialized care and more engaged patients

### Digital Diabetes Prevention and Obesity Solution

encourages healthy lifestyles and helps prevent diagnoses

### Digital Care for Type 1 and Type 2 Diabetes

enables a personalized approach to tackling nonadherence

### Diabetes Therapeutic Resource Center<sup>SM</sup>

provides specialized support

### Quality pharmacy network

improves adherence through 90-day fills

### Formulary and utilization management

drives to the lowest net-cost medication



**Digital Care for Type 1 and Type 2 Diabetes**  
enables targeted clinical interventions



**Cellular-connected scale**  
Transfers weigh-ins to a health coach

1. Centers for Disease Control and Prevention; 2. Express Scripts Research: *The Diabetes Dilemma*

## 34M

people in the U.S.  
have diabetes and  
**1 in 3 are pre-diabetic<sup>1</sup>**

## 36.6%

are nonadherent to  
diabetes medications<sup>2</sup>

## \$210M

in annual nonadherence-  
related healthcare costs<sup>2</sup>



# DIABETES CARE VALUE<sup>SM</sup> PROGRAM

## Value-based care in action



**81%**

of enrolled members  
in StepIn<sup>SM</sup> lost weight  
with the solution<sup>1</sup>



**82%**

of enrolled patients who  
filled 90-day Rx through  
Express Scripts pharmacy<sup>SM</sup>  
were adherent<sup>1</sup>



**21.6%**

of Diabetes Care Value<sup>SM</sup>  
patients added a statin to  
their therapy regimen<sup>1</sup>

If all plans were to similarly increase statin use among diabetes patients,  
**25,000 heart attacks would be prevented over the next 10 years<sup>1</sup>**

1. 2019 Express Scripts Drug Trend Report



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# PULMONARY CARE VALUE<sup>SM</sup> PROGRAM

Engaging tools and expert care  
maximize members' health

## Digital Pulmonary Care

offers a personalized approach  
to tackling nonadherence and  
enable targeted clinical interventions

## Pulmonary Therapeutic Resource Center<sup>®</sup>

provides specialized support to  
patients with asthma and COPD

## Quality pharmacy network or the Express Scripts Pharmacy<sup>SM</sup>

fill 90-day prescriptions for  
inhaled medications

## Formulary and utilization management tools

drive to the lowest net-cost  
medication

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**47% DECREASE IN RESCUE INHALER USE**  
**IN 2019 FOR PATIENTS USING OUR DIGITAL PULMONARY CARE SOLUTION**

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**36M**

Americans have  
asthma or COPD<sup>1,2</sup>

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**75%**

have improper  
inhaler technique<sup>3</sup>

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**\$42M**

annually for asthma-  
related hospitalizations<sup>4</sup>

1. Centers for Disease Control

2. American Lung Association

3. University of Colorado School of Medicine

4. Maryland Asthma Control Program and Healthcare Cost  
and Utilization Project



# Out of Pocket Protection Program



# OUT-OF-POCKET PROTECTION

## Prevent copay assistance from impacting your benefit design

### Problem:

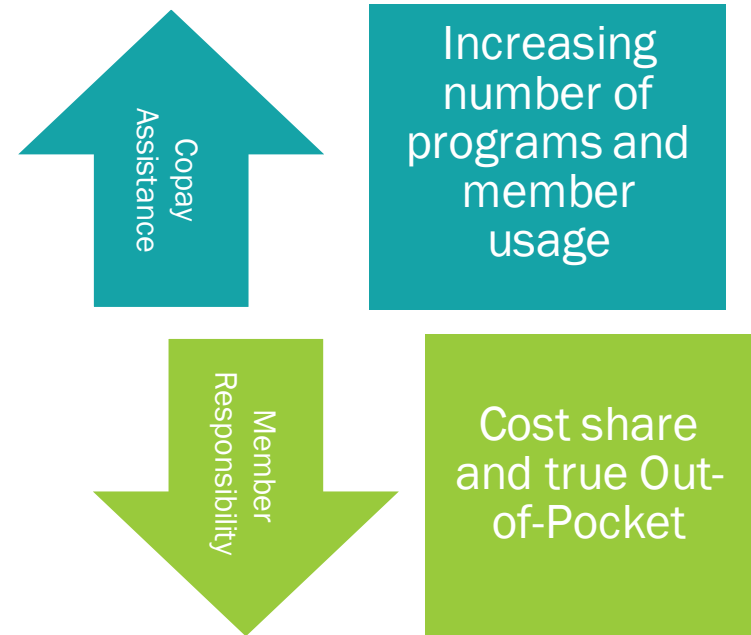
- Patients receive financial assistance funds from manufacturer copay assistance programs
- Funds are accumulated towards out-of-pocket (OOP) contributions
- Artificially reduces patient cost share accountability, inappropriately shifting the full product cost to the payer earlier than appropriate

### Solution:

- Express Scripts “resets” members copay assistance for widely distributed specialty drugs
  - Spreads the financial responsibility more equitably between the payer and the patient

### Qualifying Conditions:

- Plan must update SPD and communicate the benefit changes to membership
- Health plan vendors must accept flat adjustments



# OUT-OF-POCKET PROTECTION

## How it works – claims example

### STANDARD PLAN

*Copay assistance is paid on behalf of the member and accumulates towards their deductible and out-of-pocket maximum.*

| Plan pays                                                                                        | Copay Assistance Pays | Members Pay | Member's deductible | OOP Max | Total Cost |
|--------------------------------------------------------------------------------------------------|-----------------------|-------------|---------------------|---------|------------|
| <b>1<sup>st</sup> Fill</b> – Members responsibility (Deductible \$1,500 + Copay \$150) = \$1,650 |                       |             |                     |         |            |
| \$26,000                                                                                         | \$1,650               | \$0         | \$1,500             | \$1,650 | \$27,650   |
| <b>2<sup>nd</sup> Fill</b> – Members Cost Copay \$150                                            |                       |             |                     |         |            |
| \$27, 500                                                                                        | \$150                 | \$0         | \$0                 | \$150   | \$27,650   |

### OOP PROTECTION PLAN

*Our system adjusts member payments based on how much copay assistance they received toward their deductible and out-of-pocket max.*

| Plan pays                                                                                        | Copay Assistance Pays | Members Pay | Member's deductible | OOP Max  | Total Cost |
|--------------------------------------------------------------------------------------------------|-----------------------|-------------|---------------------|----------|------------|
| <b>1<sup>st</sup> Fill</b> – Members responsibility (Deductible \$1,500 + Copay \$150) = \$1,650 |                       |             |                     |          |            |
| \$26,000                                                                                         | \$1,650               | \$0         | \$1,500             | \$1,650  | \$27,650   |
| <b>OOP Protection Plan adjustment of \$1,650</b><br>(\$1,500 deductible and \$1,650 OOP)         |                       |             | -\$1,500            | -\$1,650 | \$27,650   |
| <b>2<sup>nd</sup> Fill</b> – Members responsibility (Deductible \$1,500 + Copay \$150) = \$1,650 |                       |             |                     |          |            |
| \$26, 000                                                                                        | \$1,650               | \$0         | \$1,500             | \$1,650  | \$27,650   |
| <b>OOP Protection Plan adjustment of \$1,650</b><br>(\$1,500 deductible and \$1,650 OOP)         |                       |             | -\$1,500            | -\$1,650 | \$27,650   |

# Program Overview



# EVERNORTH

*A new brand for growing, high-performing health services portfolio.  
It will accelerate delivery of innovative and flexible solutions to meet  
the diverse needs of our clients.*

**Leveraging strengths across game-changing capabilities to drive life-changing solutions**

## EVERNORTH CAPABILITIES



**PHARMACY<sup>+</sup>**



**CARE<sup>+</sup>**



**BENEFITS  
MANAGEMENT<sup>+</sup>**



**INTELLIGENCE<sup>+</sup>**

## EVERNORTH SOLUTIONS

### EMBARC BENEFIT PROTECTION<sup>SM</sup>

**50-100** gene and cell therapies  
are anticipated to receive FDA  
approval by 2025<sup>4</sup>

### FAMILYPATH<sup>SM</sup>

**62%** of employers intend to increase  
fertility offerings within 3-5 years<sup>2</sup>

### INMYND<sup>SM</sup>

**80%+** of employees treated for  
mental illness report improved levels  
of work efficacy and satisfaction<sup>3</sup>

### HEALTHY WAYS TO WORK

**85%+** of employers are planning new workforce  
health and office safety measures, ranging from  
new site entry policies to supplying masks,  
testing and (when ready) vaccinations.<sup>1</sup>

<sup>1</sup> Conference Board. "From Immediate Responses to Planning for the Reimagined Workforce." Accessed August 20, 2020

<sup>2</sup> Express Scripts. 2020

<sup>3</sup> American Psychiatric Association, Center for Workplace Mental Health. "Investing in a mentally healthy workforce is good for business." Accessed August 20, 2020

<sup>4</sup> FDA. Statement from FDA Commissioner Scott Gottlieb, M.D. and Peter Marks, M.D., Ph.D., Director of the Center for Biologics Evaluation and Research on new policies to advance development of safe and effective cell and gene therapies. January 15, 2019

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# Evernorth Embarc Benefit Protection<sup>SM</sup>

A new pathway for affordable access to expensive cures

## Is your plan ready for a million-dollar claim?

Life-changing and potentially curative gene therapy medicines, which are used to treat patients with a genetic disease, offer great promise for patients and their families. However, the high prices of these medicines – millions of dollars in some cases – threaten the ability to access them for the patients who may benefit.



More gene therapies and eligible patients increase likelihood of a 'lightning strike'



**BY 2025,**  
the FDA anticipates  
approving between  
50-100 gene and  
cell therapies<sup>1</sup>



# MENTAL HEALTH: BY THE NUMBERS

1 in 5 U.S. adults experience mental illness each year,  
but only 40% receive treatment<sup>1</sup>

**+40M** affected by anxiety disorders<sup>2</sup>

**+17M** have a major depressive episode<sup>1</sup>

**~24%** of all costs caused by workplace accidents and errors are associated with insomnia<sup>3</sup>

**Depression is the leading cause of disability worldwide**  
and is estimated to cause 200 million lost workdays each year.<sup>1,2</sup>

- In a 3-month period, people with depression miss an average of 4.8 workdays and have 11.5 days of reduced productivity.<sup>2</sup>



Studies correlate mental illnesses with conditions spanning from cardiovascular and metabolic diseases to substance use disorder.

When we take care of every mind...we take care of every body.

1. National Institute of Mental Health  
2. Anxiety and Depression Association of America  
3. <http://workplacementalhealth.org/Mental-Health-Topics/Insomnia>



# INMYND COMPONENTS

## Surrounding your members with care



### Member support:

- Proactive member education letter
- Proactive Neuroscience Therapeutic Resource Center<sup>SM</sup> pharmacist outreach
- Digital Cognitive Behavioral Therapy (CBT)

Affordable care - At a fraction the expense of traditional face to face therapy, digital CBT tools are cost effective for patients and plans. They also drive affordability to the plan by reducing whole-person health costs and downstream impact.

24-hour access - Without the wait time, and in a private and convenient setting, people can tap into a variety of tools, including emotion trackers, videos, personalized coaching and medication counseling.

Clinical value - Important human touch, pairing coaching from mental health experts from SilverCloud and medication counseling from our Neuroscience Therapeutic Resource Center (TRC) specialized care team



### Physician Care Alerts:

- Proactive recommendations for monitoring non-pharmacological therapy for patients new to therapy
- New medications that could lead to comorbidities or increased propensity for mental illness
- Potential chronic insomnia therapy



### Pharmacy point-of-sale alerts:

- First fill 14-day limit for naïve benzodiazepines users
- Prior Authorization required for sedative hypnotic use longer than 6 months



### Payer support:

- Provided toolkit will help stimulate conversations about mental health and drive down the stigma.
- Robust population reporting, as well as a visual dashboard, available on a monthly basis



# Digital Cognitive Behavioral Therapy powered by Express Scripts

Offering a positive path forward to  
help people cope with insomnia,  
anxiety or depression



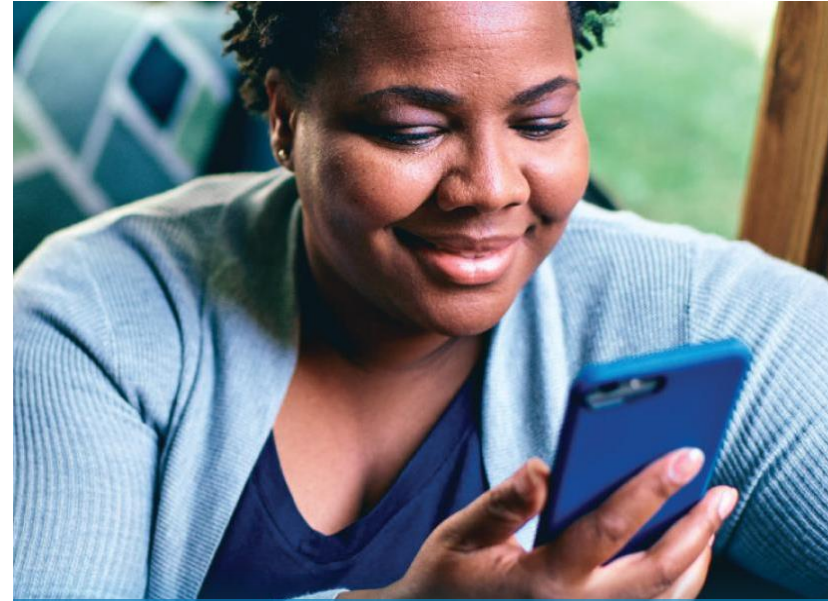
Digitally accessible CBT, making proven therapies  
available whenever and wherever needed



Comprehensive, evidence-based curriculum that  
addresses depression, social anxiety and  
insomnia



Medication counseling from specialist  
pharmacists in our Neuroscience Therapeutic  
Resource Center<sup>SM</sup>



**111M AMERICANS**  
live in areas with provider  
shortages<sup>1</sup>

Behavioral Health Care Solution  
including *Digital Cognitive Behavioral  
Therapy* increases members engagement  
by making tools more accessible — 24-  
hours a day, from the comfort of home.

<sup>1</sup> Levine, D. [What's the Answer to the Shortage of Mental Health Care Providers?](#) US News & World Report 25 May 2018.



# Patient Distribution

## General Distribution

| Condition             | Patients |
|-----------------------|----------|
| Single Condition      | 27       |
| Anti-Depressants Only | 17       |
| Anti-Anxiety Only     | 8        |
| Anti-Insomnia Only    | 2        |
| Dual Conditions       | 13       |
| All Conditions        | 2        |

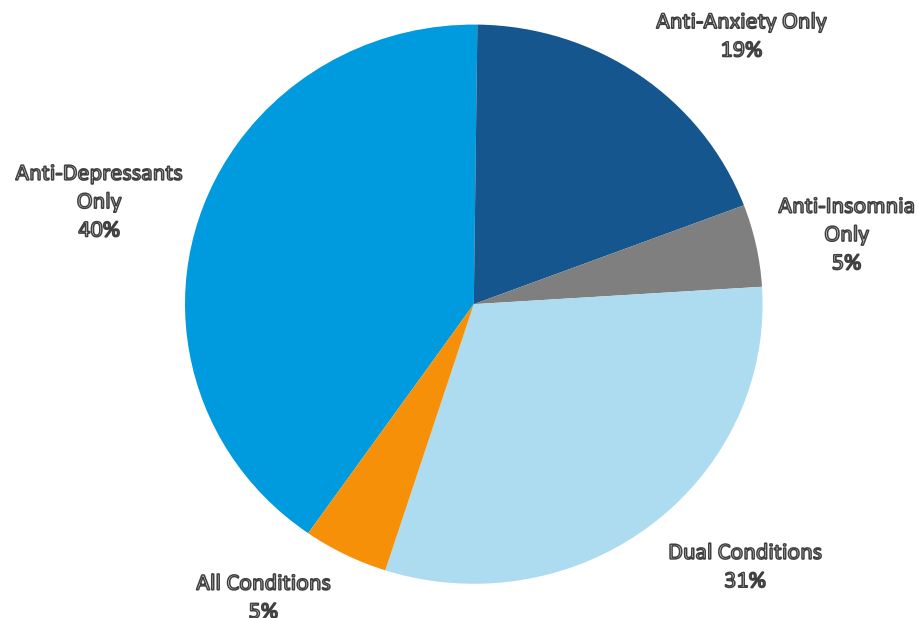
## Multiple Conditions

| Condition                          | Patients |
|------------------------------------|----------|
| All Conditions                     | 2        |
| Anti-Depressants and Anti-Insomnia | 1        |
| Anti-Depressants and Anti-Anxiety  | 12       |
| Anti-Insomnia and Anti-Anxiety     | 0        |



14.3% of your population is currently diagnosed with one or more of these conditions

## General Distribution



# Appendix



# Top 5 Specialty Indications

- The largest financially impactful change in Specialty was in Inflammatory Conditions, driving \$95.0K in reduced net cost from a 22.0% decrease in Net PMPM
- HIV trend decreased 54.2%, contributing -\$1.93 to Specialty Cost Net PMPM
- Neuromuscular Conditions/Cosmetic has a larger impact on your spend than it does on the peer, ranked 24 vs 62

| Top Specialty Indications by Plan Cost Net |              |                   |                                   |             |          |               |                    |              |             |          |               |                    |
|--------------------------------------------|--------------|-------------------|-----------------------------------|-------------|----------|---------------|--------------------|--------------|-------------|----------|---------------|--------------------|
| 2020                                       |              |                   |                                   |             |          |               |                    | 2019         |             |          |               |                    |
| Management Strategy                        | Overall Rank | Overall Peer Rank | Indication                        | Adjusted Rx | Patients | Plan Cost Net | Plan Cost Net PMPM | Overall Rank | Adjusted Rx | Patients | Plan Cost Net | Plan Cost Net PMPM |
| ST/PA/DQM                                  | 1            | 1                 | INFLAMMATORY CONDITIONS           | 44          | 5        | \$178,594     | \$50.79            | 1            | 62          | 7        | \$273,603     | \$65.14            |
| ST/PA/DQM                                  | 2            | 15                | DEPRESSION                        | 15          | 1        | \$28,455      | \$8.09             |              |             |          |               |                    |
| N/A                                        | 15           | 4                 | HIV                               | 2           | 1        | \$5,715       | \$1.63             | 4            | 8           | 1        | \$14,921      | \$3.55             |
| PA                                         | 24           | 62                | NEUROMUSCULAR CONDITIONS/COSMETIC | 6           | 2        | \$2,273       | \$0.65             |              |             |          |               |                    |
| ST/PA                                      | 32           | 60                | OSTEOARTHRITIS                    | 1           | 1        | \$1,309       | \$0.37             |              |             |          |               |                    |
|                                            |              |                   | Total Top 5:                      | 68          |          | \$216,346     | \$61.53            |              | 70          |          | \$288,523     | \$68.70            |
|                                            |              |                   | Differences Between Periods:      | -2          |          | -\$72,178     | -\$7.16            |              |             |          |               |                    |

Peer = 'Coalition - NY Labor Healthcare Alliance' market segment



# Top 8 Specialty Drugs

- Represent 53.5% of your total Plan Cost Net and comprise 5 indications

Top Specialty Drugs by Plan Cost Net

| 2020                |              |                   |                              |                              |         |      |               |                         |                    | 2019         |         |      |                         |                    | % Change           |
|---------------------|--------------|-------------------|------------------------------|------------------------------|---------|------|---------------|-------------------------|--------------------|--------------|---------|------|-------------------------|--------------------|--------------------|
| Management Strategy | Overall Rank | Overall Peer Rank | Brand Name                   | Indication                   | Adj. Rx | Pts. | Plan Cost Net | Plan Cost Net / Adj. Rx | Plan Cost Net PMPM | Overall Rank | Adj. Rx | Pts. | Plan Cost Net / Adj. Rx | Plan Cost Net PMPM | Plan Cost Net PMPM |
| ST/PA/DQM           | 1            | 30                | SIMPONI                      | INFLAMMATORY CONDITIONS      | 21      | 3    | \$87,332      | \$4,159                 | \$24.84            | 1            | 27      | 3    | \$4,514                 | \$29.02            | -14.4%             |
| ST/PA/DQM           | 2            | 102               | XELJANZ                      | INFLAMMATORY CONDITIONS      | 12      | 1    | \$47,137      | \$3,928                 | \$13.41            | 2            | 15      | 2    | \$4,213                 | \$15.05            | -10.9%             |
| PA                  | 3            | 185               | SPRAVATO                     | DEPRESSION                   | 15      | 1    | \$28,455      | \$1,897                 | \$8.09             |              |         |      |                         |                    |                    |
| ST/PA/DQM           | 4            | 21                | XELJANZ XR                   | INFLAMMATORY CONDITIONS      | 6       | 1    | \$23,568      | \$3,928                 | \$6.70             |              |         |      |                         |                    |                    |
| ST/PA/DQM           | 5            | 28                | ORENCIA CLICKJECT            | INFLAMMATORY CONDITIONS      | 5       | 2    | \$20,557      | \$4,111                 | \$5.85             | 3            | 12      | 1    | \$4,283                 | \$12.24            | -52.2%             |
| N/A                 | 15           | 19                | BIKTARVY                     | HIV                          | 2       | 1    | \$5,715       | \$2,858                 | \$1.63             | 7            | 4       | 1    | \$2,727                 | \$2.60             | -37.4%             |
| PA                  | 30           | 165               | BOTOX                        | NEUROMUSCULAR CONDITIONS/CO: | 6       | 2    | \$2,273       | \$379                   | \$0.65             |              |         |      |                         |                    |                    |
| ST/PA               | 43           | 463               | ORTHOVISC                    | OSTEOARTHRITIS               | 1       | 1    | \$1,309       | \$1,309                 | \$0.37             |              |         |      |                         |                    |                    |
|                     |              |                   | Total Top 8:                 |                              | 68      |      | \$216,346     | \$3,182                 | \$61.53            |              | 58      |      | \$4,265                 | \$58.90            | 4.5%               |
|                     |              |                   | Differences Between Periods: |                              | 10      |      | -\$31,031     | -\$1,084                | \$2.63             |              |         |      |                         |                    |                    |

Peer = 'Coalition - NY Labor Healthcare Alliance' market segment



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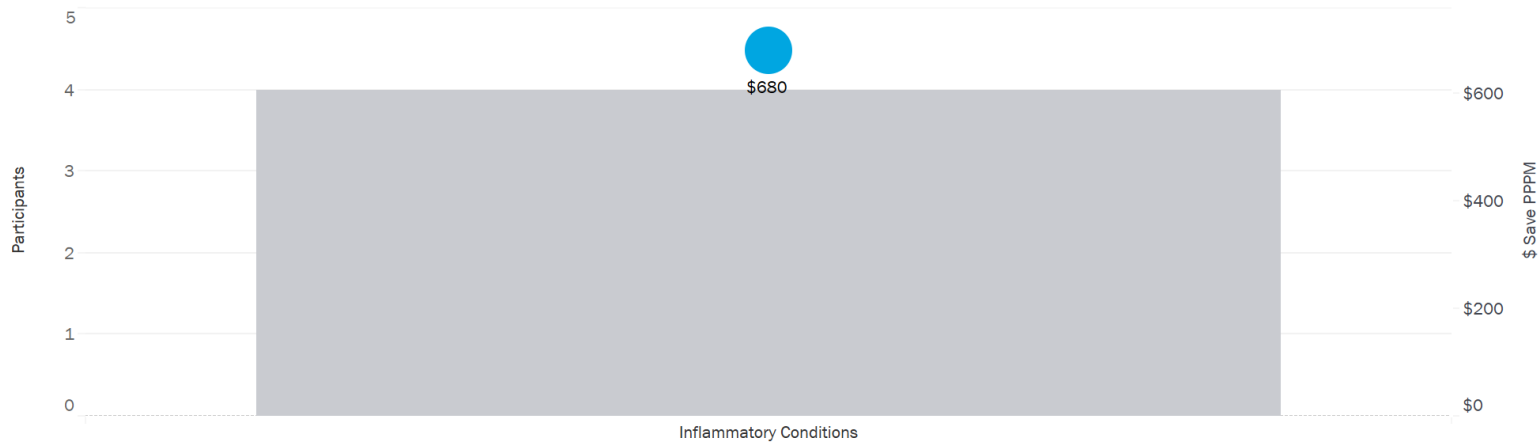
# Industry and Local 338 Welfare Fund Savings Report

## Claims with Invoice Dates Between 6/1/2020 and 12/22/2020



| Therapeutic Category    | Manufacturer Dollars | Participant Savings | Total Tertiary | Net Savings 75% | \$ Save per Claim | \$ Save PPM* | Claim Count | Participants |
|-------------------------|----------------------|---------------------|----------------|-----------------|-------------------|--------------|-------------|--------------|
| <b>Grand Total</b>      | <b>\$28,735</b>      | <b>\$3,344</b>      | <b>\$10</b>    | <b>\$19,036</b> | <b>\$2,379</b>    | <b>\$680</b> | <b>8</b>    | <b>4</b>     |
| Inflammatory Conditions | \$28,735             | \$3,344             | \$10           | \$19,036        | \$2,379           | \$680        | 8           | 4            |

### Participant Count vs. \$ Save Per Participant Per Month (PPPM)



\*PPPM – Per Participant Per Month

SaveOnSP | HIGHLY CONFIDENTIAL | January 23, 2021

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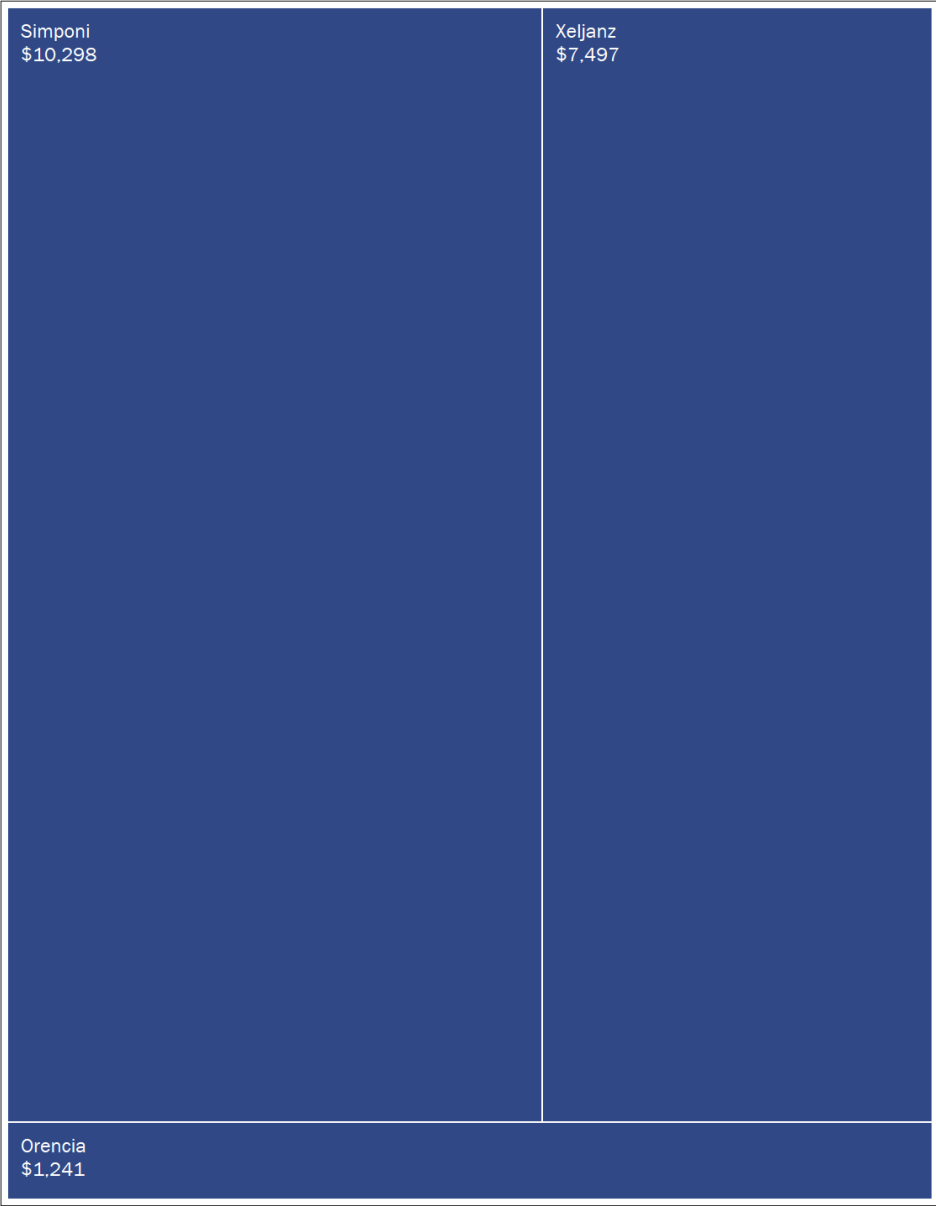


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# Net Save by Drug



| Therapeutic Category    | Drug Name | Net Savings 75% | Participants |   |
|-------------------------|-----------|-----------------|--------------|---|
| Inflammatory Conditions | Simponi   | \$10,298.25     | 2            | ■ |
|                         |           |                 |              |   |
|                         | Xeljanz   | \$7,497.00      | 2            | ■ |
|                         |           |                 |              |   |
|                         | Orencia   | \$1,240.50      | 1            | ■ |



## Savings Report: Definition of Terms

(includes only claims invoiced through the SaveonSP program during the reporting period)

**Manufacturer Dollars:** Total copay the prescription adjudicated for with Express Scripts, and therefore, amount billed to the manufacturer's copay assistance program.

**Participant:** Patient enrolled in SaveonSP program with a claim filled during the reporting time period

**Participant Savings:** Average member copay prior to SaveonSP program implementation

**Total Tertiary:** Used for residual member cost after copay assistance pays (\$5-\$50 generally), member's 13th fill in the year, or pass thru copays

**Net Savings:** Program Savings x 75%

**Program Savings:** Manufacturer Dollars - Participant Savings - Tertiary

**Carrier Number:** 4296





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