

Bakers Union and FELRA Health and Welfare fund

Quarterly Review
January – March 2019

March 22, 2019

Presenters:
Holly Agoney: Account Executive

Agenda

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4. Copay Card Accumulator Adjustment Program (CCAA)...page 16

5. Variable Copay Solution (VCS)...page 21

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Your OptumRx Team



Holly Agoney

Strategic Account Executive



Aimee Cegelski

Pharmacy Account Manager



Fabian Gonzalez

Pharmacy Service Specialist



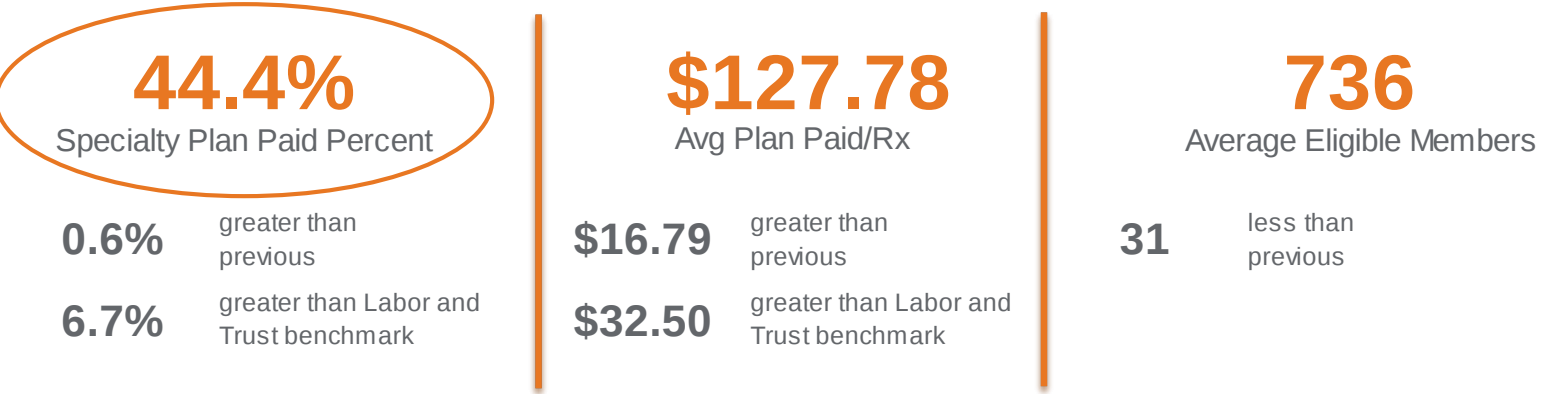
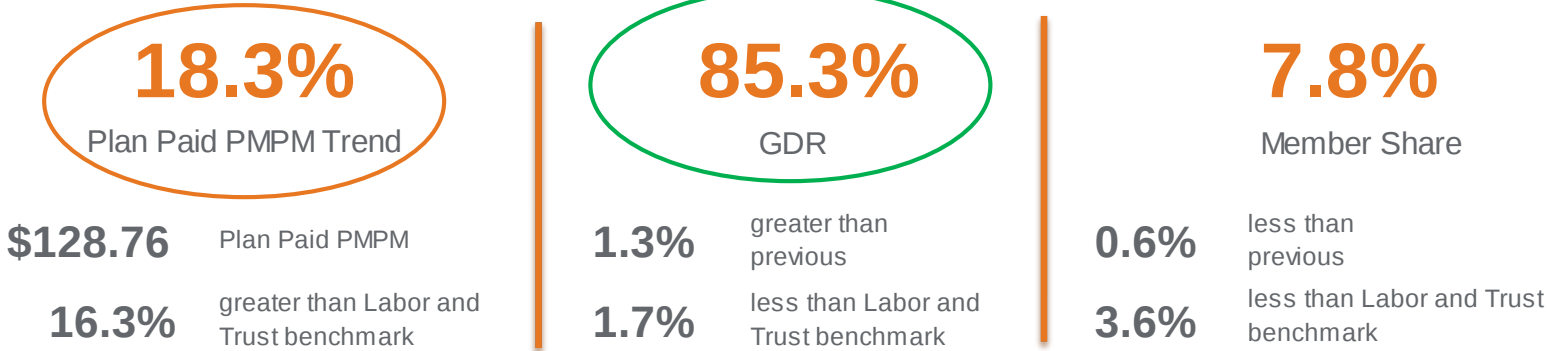
Adam Towner

Director, Client Management

1. Key Performance Indicators

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

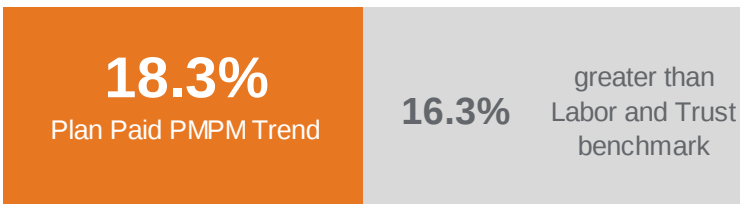


BOB specialty - Percent of Specialty Plan Paid - 47.9%

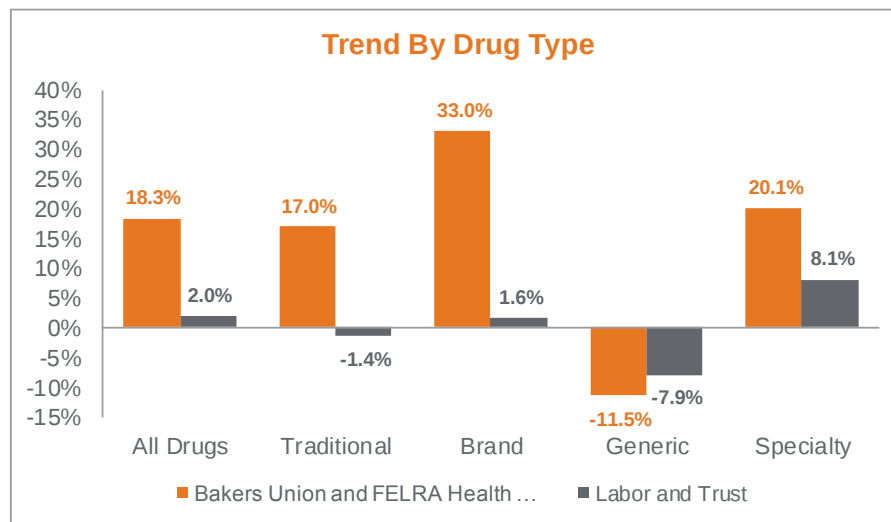
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Client Trend



**Brand: Greatest PMPM Change
of \$12.90**



Plan Paid PMPM

Specialty/Traditional

Claim Type	Jan 19 - Mar 19	Jan 18 - Mar 18	Percent Change
Specialty	\$57.23	\$47.66	20.1%
Traditional	\$71.53	\$61.15	17.0%
All Drugs	\$128.76	\$108.82	18.3%

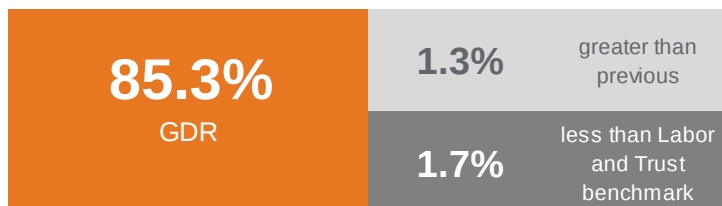
Traditional

Claim Type	Jan 19 - Mar 19	Jan 18 - Mar 18	Percent Change
Brand	\$52.06	\$39.16	33.0%
Generic	\$19.47	\$21.99	-11.5%
Traditional	\$71.53	\$61.15	17.0%

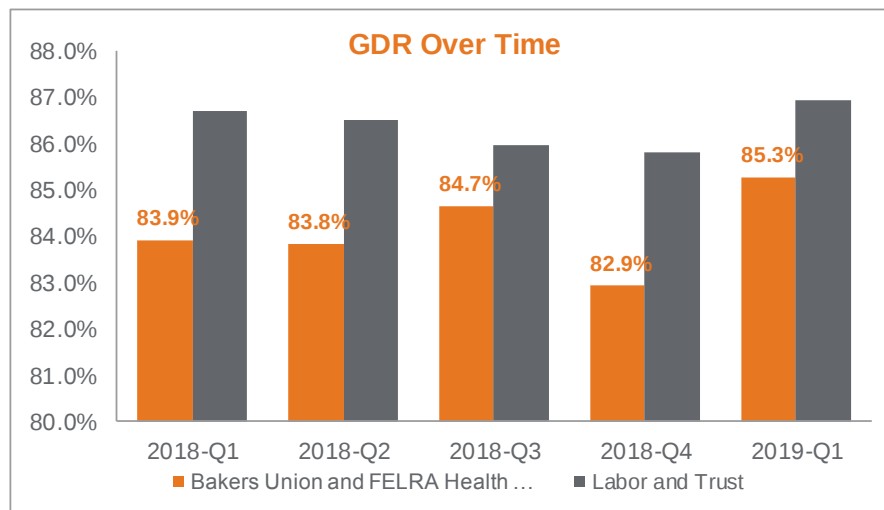
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

GDR



GDR increase of 1.3% equals a savings of \$13,352



Top Classes GDR Increase

Class	Jan 19 - Mar 19	Jan 18 - Mar 18	Increase
Impotence Agents	100.0%	46.4%	53.6%
Atypical Antipsychotics	80.0%	50.0%	30.0%
Gout Agents & Combos	82.4%	68.8%	13.6%

Bakers Union and FELRA Health and Welfare Fund

Date Filled: Apr 2018 - Mar 2019

Clinical Outcomes

10.2%

Percent Plan Paid Savings

			Savings		
Clinical Program	Number of Interventions	Number of Members Impacted	Total Plan Paid	Pct Plan Paid	Plan Paid PMPM
Prior Authorization	16	14	\$86,828	8.7%	\$9.72
Quantity Limit	2	2	\$8,487	0.8%	\$0.95
Step Therapy	16	13	\$6,568	0.7%	\$0.74
Total Savings:			\$101,883	10.2%	\$11.40

2. Cost Drivers

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

\$128.76 Current Plan Paid PMPM	\$108.82 Previous Plan Paid PMPM	\$19.94 Plan Paid PMPM Change	18.3% Plan Paid PMPM Pct Change
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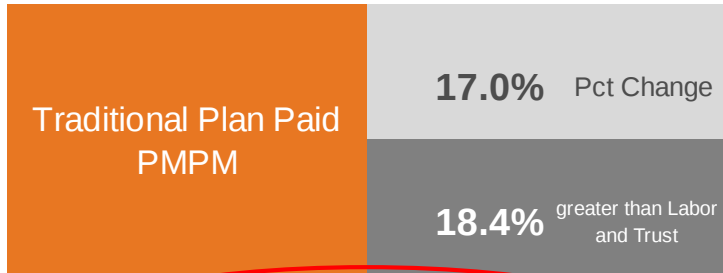
Cost Drivers

Rx Count	Drug Mix	Quantity	Unit Cost
2.7%	8.9%	5.4%	1.3%

4a. Driver Analytics - Bakers Union and FELRA Health and Welfare Fund

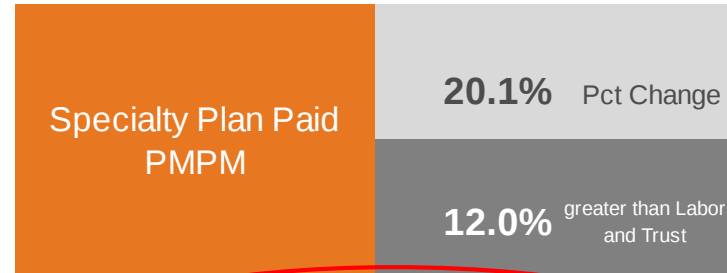
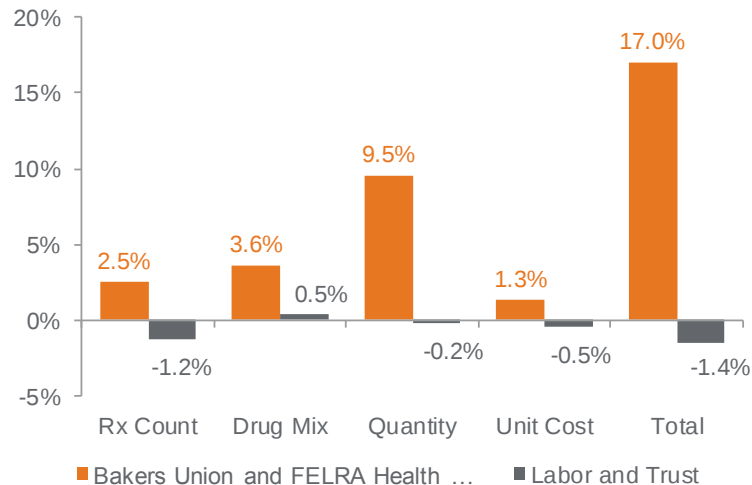
Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Traditional and Specialty Plan Paid PMPM



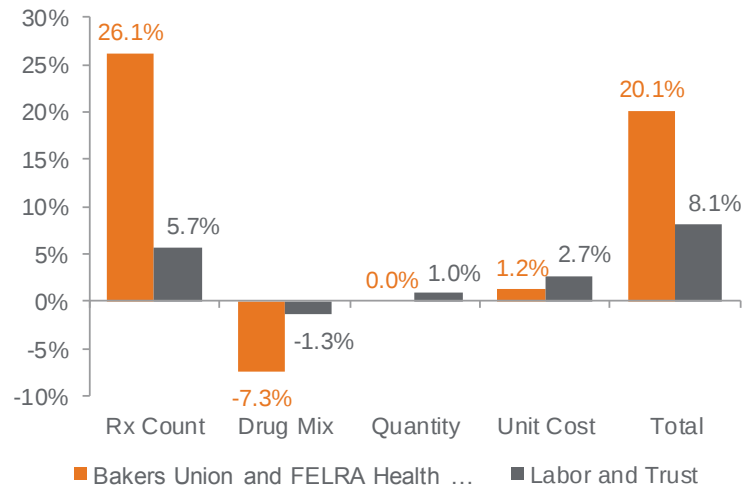
Most Significant Driver: Quantity
9.5% increase

Traditional



Most Significant Driver: Rx Count
26.1% increase

Specialty



top disease categories by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Curr Rank	Prev Rank	Disease Category Name	Jan 19 - Mar 19								
			Plan Paid	Utilizers	Rxs	Plan Paid per Rx	GDR	Plan Paid PMPM	Avg Plan Paid Pct Change	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change
1	1	Inflammatory Conditions	\$76,541	5	12	\$6,378.40	0.0%	\$34.65	20.6%	56.3%	88.4%
2	4	Oncology	\$37,232	5	15	\$2,482.13	80.0%	\$16.85	-5.9%	73.7%	63.4%
3	2	Diabetes	\$35,008	47	187	\$187.21	62.6%	\$15.85	15.7%	-8.1%	6.4%
4	19	Non-Narcotic Analgesics	\$23,689	56	89	\$266.17	86.5%	\$10.72	676.9%	27.1%	887.0%
5	8	HIV	\$10,385	2	6	\$1,730.89	50.0%	\$4.70	-15.0%	56.3%	32.8%
6	9	Misc Skin Condition	\$10,187	32	43	\$236.91	83.7%	\$4.61	39.4%	9.3%	52.4%
7	10	Seizure Disorders	\$9,401	24	59	\$159.34	67.8%	\$4.26	43.6%	-0.8%	42.4%
8	6	Cardiovascular	\$8,807	130	465	\$18.94	94.4%	\$3.99	-19.5%	-0.5%	-19.9%
9	5	Asthma / COPD	\$8,660	27	63	\$137.45	47.6%	\$3.92	-21.9%	-4.9%	-25.7%
10	11	Cholesterol Low ering Agents	\$6,359	79	215	\$29.58	96.7%	\$2.88	-2.9%	2.8%	-0.2%
Totals:			\$226,269		1,154	\$196.07	83.4%	\$102.43	49.6%	1.7%	52.0%
Plan Totals:			\$284,432		2,226	\$127.78	85.3%	\$128.76	15.1%	2.8%	18.3%

- Inflammatory = 27% of total pharmacy spend
- Oncology = 13% of total pharmacy spend
- Diabetes = 12% of total pharmacy spend on one disease
 - We are implementing the Diabetes program effective 7/1/19

top traditional drugs by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Mar 19							
				Plan Paid	Utilizers	Rxs	Plan Paid Per Rx	Plan Paid PMPM	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change	Pct Total Plan Paid
1	54	VIMOVO	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$19,412	3	8	\$2,426.47	\$8.79	733.7%	2,729.4%	12.3%
2	3	LYRICA	Anticonvulsants - 2nd Generation	\$8,072	7	18	\$448.46	\$3.65	87.6%	104.5%	5.1%
3	1	HUMALOG MIX 50/50 KWIKPEN ←	Insulin	\$4,936	2	3	\$1,645.34	\$2.23	-65.3%	-12.0%	3.1%
4		ABSORICA *	Acne Products	\$4,462	1	2	\$2,230.75	\$2.02			2.8%
5	6	JANUVIA ←	DPP-4 Inhibitors & Combos	\$4,319	3	10	\$431.91	\$1.96	30.3%	38.4%	2.7%
6		TADALAFIL * generic cialis	Impotence Agents	\$3,904	7	16	\$244.02	\$1.77			2.5%
7		TRINTELLIX *	Antidepressants	\$3,772	2	7	\$538.85	\$1.71			2.4%
8	23	VICTOZA ←	Injectable Diabetic Meds	\$3,587	2	4	\$896.65	\$1.62	38.9%	140.8%	2.3%
9	7	JARDIANCE ←	SGLT-2 Inhibitors & Combos	\$2,838	2	6	\$473.04	\$1.28	-10.7%	-5.2%	1.8%
10	43	TOUJEO SOLOSTAR ←	Insulin	\$2,615	1	4	\$653.73	\$1.18	38.9%	204.9%	1.7%
11	24	JANUMET ←	DPP-4 Inhibitors & Combos	\$2,591	2	6	\$431.91	\$1.17	56.3%	76.6%	1.6%
12	10	REXULTI	Atypical Antipsychotics	\$2,578	1	3	\$859.29	\$1.17	4.2%	19.6%	1.6%
13	8	SYMBICORT	Inhaled Asthma/COPD Combo	\$2,302	2	7	\$328.83	\$1.04	-27.1%	-21.6%	1.5%
14	27	LANTUS SOLOSTAR ←	Insulin	\$2,277	3	11	\$207.02	\$1.03	43.3%	68.6%	1.4%
15	50	SHINGRIX	Vaccines	\$2,220	13	15	\$148.00	\$1.00	212.6%	212.6%	1.4%
16		SOOLANTRA *	Rosacea Agents	\$2,042	4	4	\$510.39	\$0.92			1.3%
17	26	DEXILANT	Proton Pump Inhibitors	\$2,041	3	8	\$255.12	\$0.92	38.9%	45.1%	1.3%
18	15	BYDUREON PEN ←	Injectable Diabetic Meds	\$2,032	1	3	\$677.39	\$0.92	4.2%	10.6%	1.3%
19		MYRBETRIQ *	Urinary Antispasmodics & OAB Drugs	\$2,006	1	2	\$1,003.21	\$0.91			1.3%
20	33	OSELTAMIVIR PHOSPHATE	Influenza Agents	\$1,815	15	16	\$113.45	\$0.82	66.7%	63.0%	1.1%
Totals:				\$79,821		153	\$521.71	\$36.13	77.2%	151.9%	50.5%
Traditional Plan Totals:				\$158,019		2,203	\$71.73	\$71.53	2.6%	17.0%	

* New meds not ranked previously for this time frame comparison

← Diabetes – 8 out of the top 20 are diabetic medications

These 8 meds equal \$25,195 of your top 20 traditional plan spend which is 16% of your total traditional plan spend and 9% of total plan spend.

top specialty drugs by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Mar 19							
				Plan Paid	Utilizers	Rxs	Plan Paid Per Rx	Plan Paid PMPM	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change	Pct Specialty Plan Paid
1	2	IBRANCE	Oncology	\$36,920	1	3	\$12,306.77	\$16.71	56.3%	62.5%	29.2%
2	4	TREMFYA	Chronic Inflammatory Disease	\$22,514	1	2	\$11,257.12	\$10.19	108.4%	123.8%	17.8%
3		SIMPONI ARIA *	Chronic Inflammatory Disease	\$14,879	1	2	\$7,439.43	\$6.74			11.8%
4		OTEZLA *	Chronic Inflammatory Disease	\$14,048	2	4	\$3,512.12	\$6.36			11.1%
5		ENBREL SURECLICK *	Chronic Inflammatory Disease	\$10,518	1	2	\$5,259.18	\$4.76			8.3%
6		HUMIRA PEN-PS/UV STARTER *	Chronic Inflammatory Disease	\$9,210	1	1	\$9,210.17	\$4.17			7.3%
7	6	STRIBILD	HIV-Multiclass Combo	\$8,856	1	3	\$2,951.97	\$4.01	56.3%	51.9%	7.0%
8	3	HUMIRA PEN	Chronic Inflammatory Disease	\$5,371	1	1	\$5,370.71	\$2.43	-79.2%	-76.1%	4.2%
9	7	TENOFOVIR DISOPROXIL FUMARATE	HIV-NRTI	\$1,529	1	3	\$509.81	\$0.69	56.3%	-23.1%	1.2%
10		SYNISC ONE *	Osteoarthritis	\$1,334	1	1	\$1,333.83	\$0.60			1.1%
11	9	BOTOX	Muscle Relaxants & Combos	\$1,233	1	1	\$1,232.68	\$0.56	4.2%	5.6%	1.0%
Totals:				\$126,413		23	\$5,496.22	\$57.23	84.4%	96.8%	100.0%
Specialty Plan Totals:				\$126,413		23	\$5,496.22	\$57.23	26.1%	20.1%	

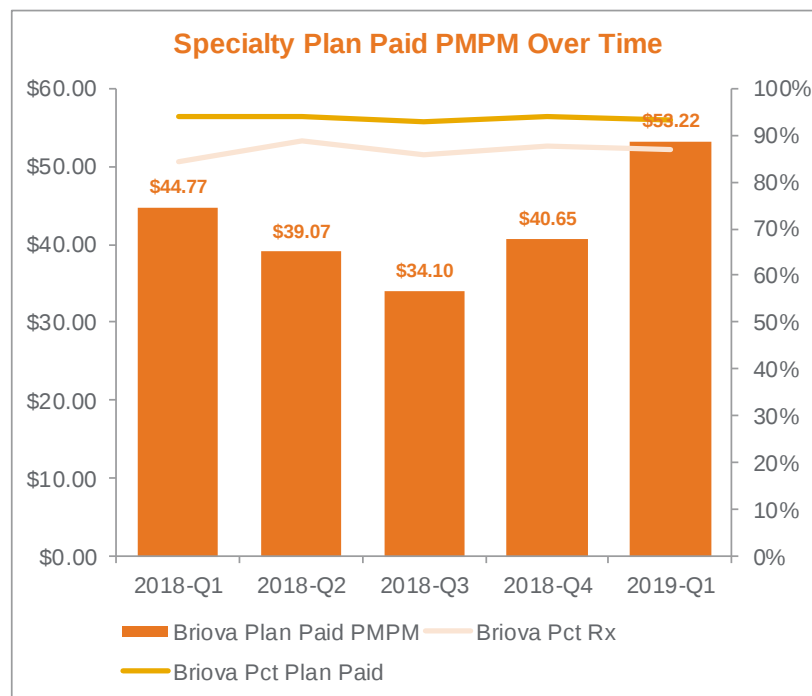
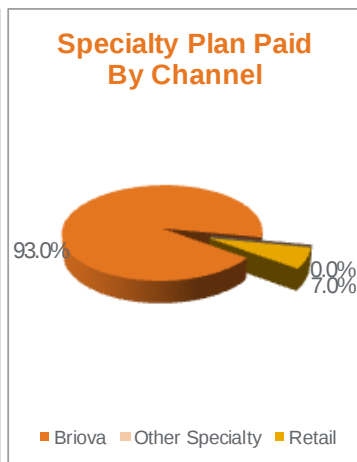
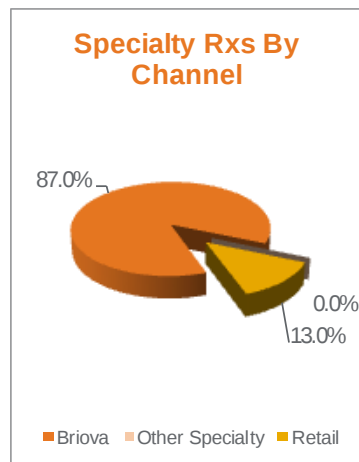
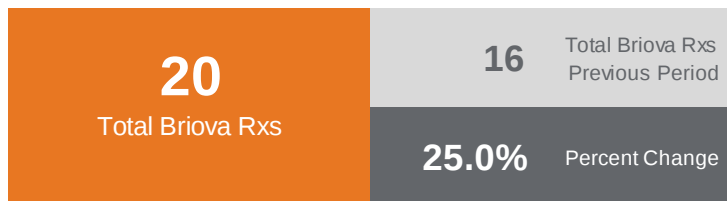
* New meds not ranked previously for this time frame comparison

3. Specialty

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Specialty Analysis - BriovaRx®



Top Specialty Classes	Rx Volume					
	Briova	% Total	Retail	Retail %	Other	Other %
Chronic Inflammatory Disease	12	100.0%	0	0.0%	0	0.0%
Oncology	3	100.0%	0	0.0%	0	0.0%
HIV-NRTI	3	100.0%	0	0.0%	0	0.0%
Osteoarthritis	1	100.0%	0	0.0%	0	0.0%
Muscle Relaxants & Combos	1	100.0%	0	0.0%	0	0.0%

4. Copay Card Accumulator Adjustment program (CCAA)

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Specialty Analysis - Copay Assistance at BriovaRx®

85.5%

of Member Paid is Covered
by Copay Assistance

90.4%

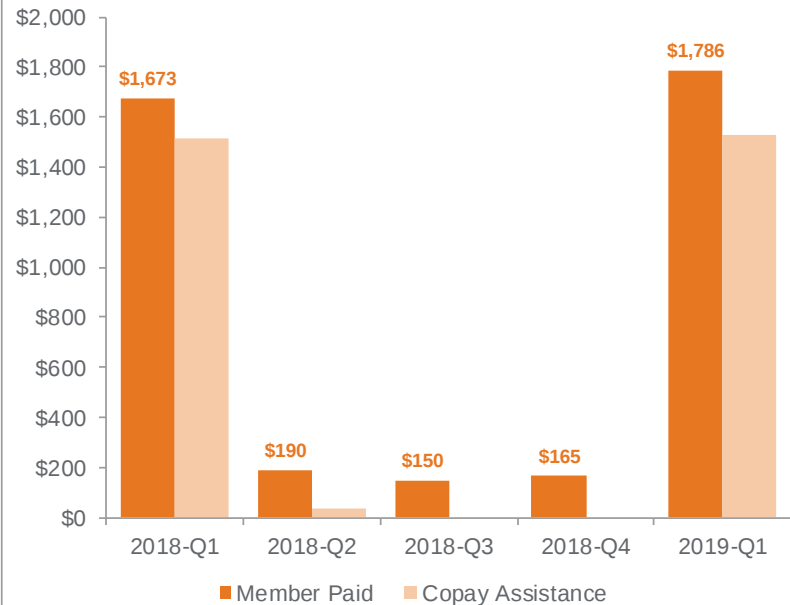
Copay Coverage
Previous Period

4.9%

Percent Change

**Copay Assistance is provided on 85.5%
of Briova scripts**

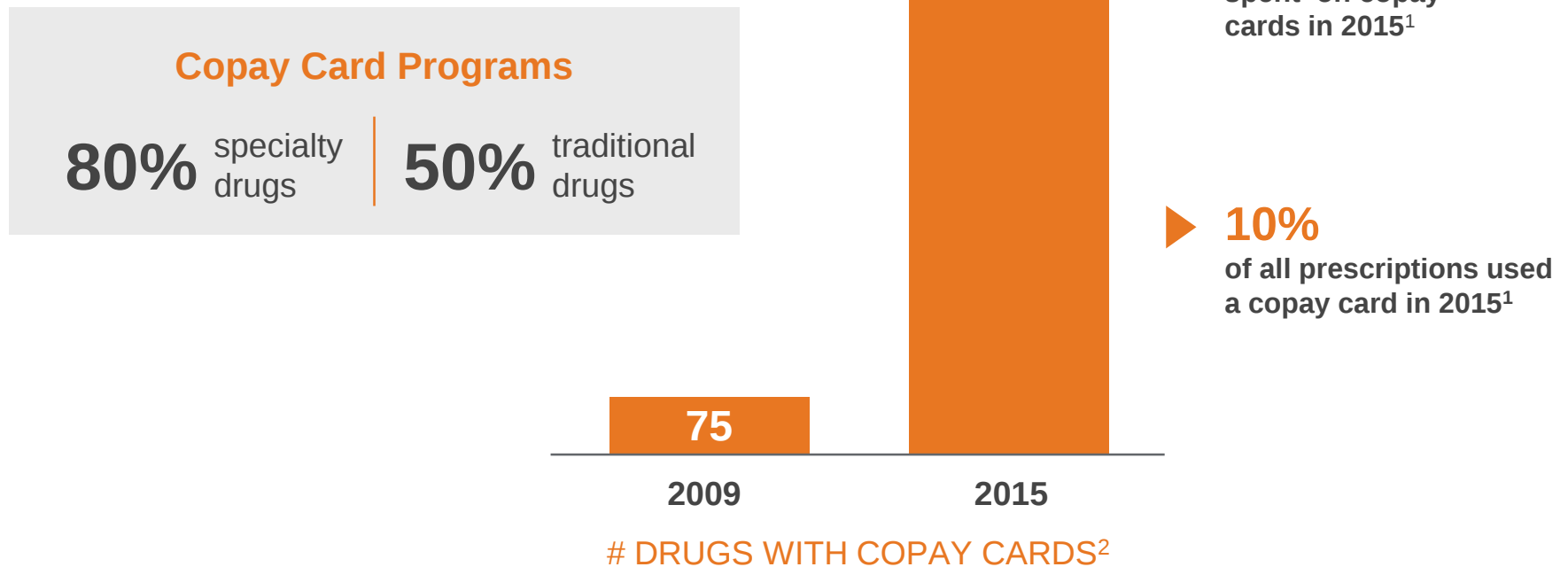
Copay Assistance Over Time



Top Specialty Drugs with Copay Assistance	Member Paid Share		Copay Assistance	Net Out of Pocket		
	Rxs	Total	Total	Total	Pct	Total Per Rx
HUMIRA PEN-PS/UV STARTER	1	\$1,531	\$1,528	\$4	0.2%	\$3.75

The growth of copay cards

Copay cards are significantly increasing in availability and use



\$700M → \$2.7B

Total drug spend increase from 2007 to 2010 when coupons were offered on 23 drugs facing generic competition³

Copay Card Accumulator Adjustment (CCAA)

Problem



Manufacturer copay card dollars counting towards member deductible and out-of-pocket maximum, **increasing plan sponsor cost** share throughout the year

Solution



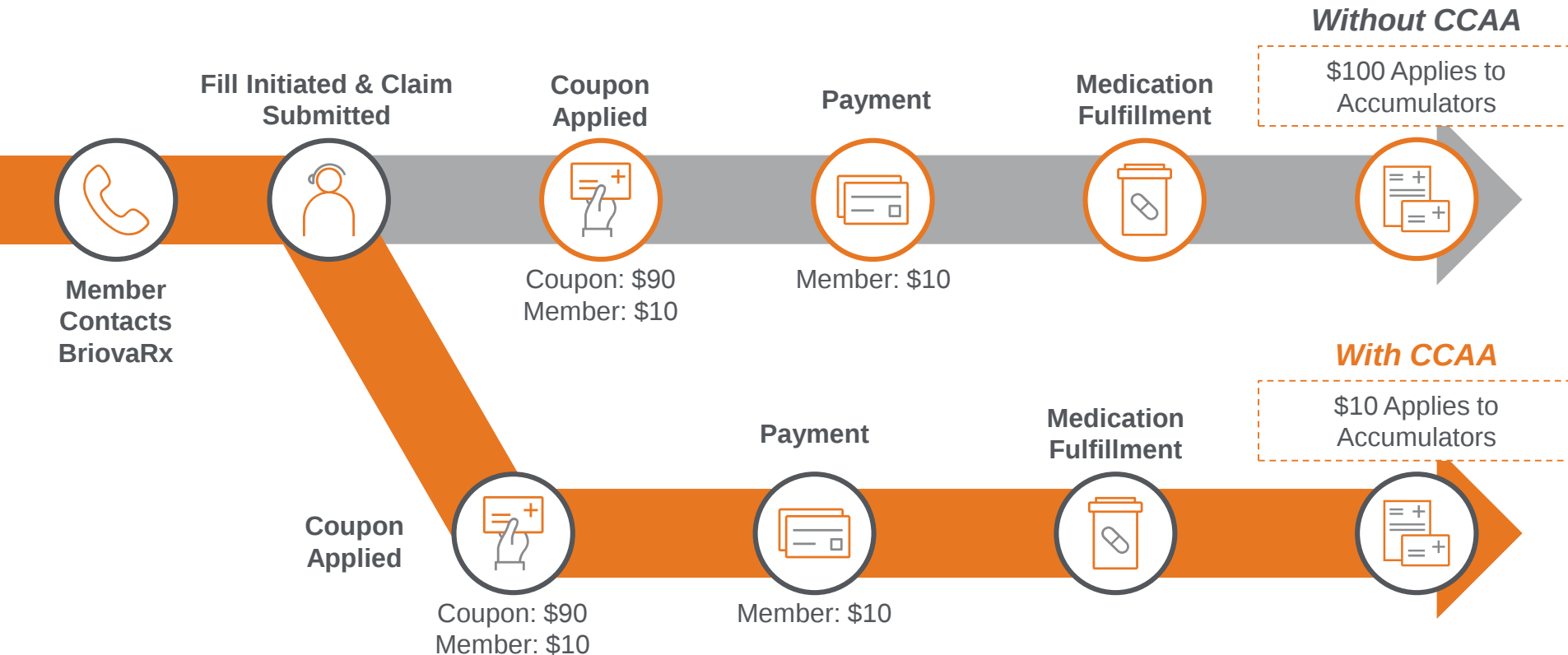
Remove pharmaceutical-sponsored **copay card dollars** from member's accumulator calculations in real time

Benefit



Ensures the benefit design **works as intended** – reflecting true member pay – driving **plan sponsor savings**

Specialty Medication Fill with a \$100 member copay & available pharma sponsored coupon



Minimal member impact during drug fill – member impact may occur when coupon dollars NO longer apply to accumulators

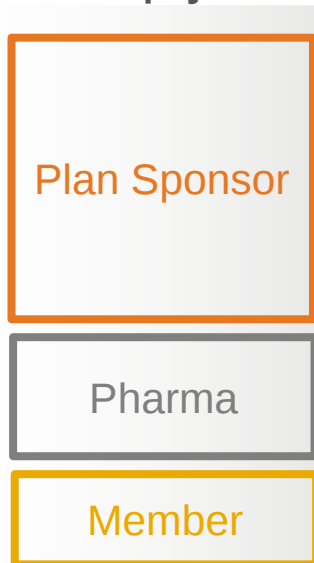
5. Variable Copay Solution (VCS)

Executive Summary: Optum's Copay Program Suite Solution

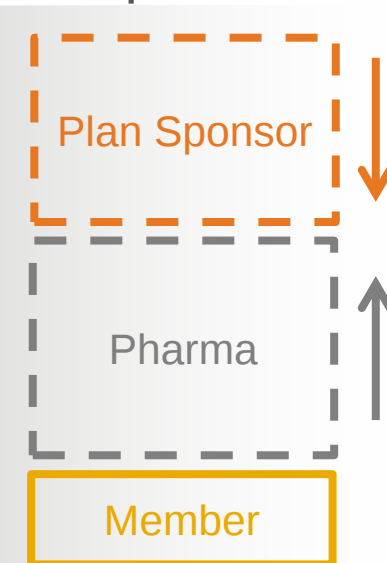
Problem | Traditional benefit designs are not leveraging all available manufacturer sponsored copayment assistance card funds

Solution | Modify the benefit design to leverage maximum yield from manufacturer sponsored copayment assistance cards.

What *pharma does* pay...



What *pharma is willing to* pay...



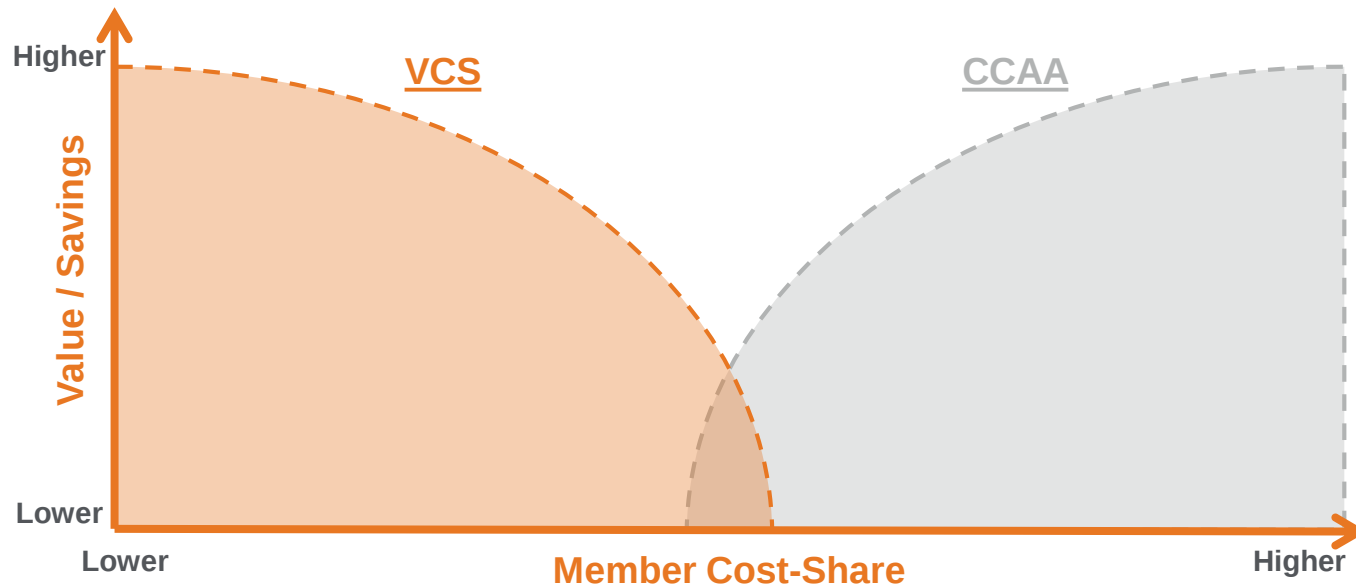
Variable Copay Solution

Benefit | Decrease client cost share on specialty drug spend while maintaining the member experience. Shifting costs **from** the health plan **to** pharma sponsored copayment assistance cards.

Coupon Suite Value Synergy

***CCAA** – Greatest client savings will be realized by High Deductible Health Plans (HDHPs), as accumulator satisfaction delay will be longer with coupon dollars no longer accruing, under higher OOPMs, longer accumulator delay = higher client savings

Variable Copay Solution & Copay Card Accumulator Adjustment



VCS – Greatest client savings will be realized by Traditional Copay Plans, as clients have greater potential to shift MORE cost-share to manufacturer sponsored coupon programs. **Typical annual copay assistance can be as high as \$12K/product/year.**

** CCAA is a required component of Variable Copay Program*

6. Orphan Drug program

Targeting orphan drugs

- Clinical evidence drives drug selection process
- Orphan drugs are costly and treat rare conditions

~7,000 rare conditions **impact one in ten Americans**,¹ with therapy as high as \$750K per year.²

We evaluated **2,000+ FDA-approved orphan drugs** using the following criteria:



Used only to treat orphan diseases



Ultra high-cost medications (\$50k+ per year)



Chronic medications mostly self-managed at home



Clinical evidence shows:

- limited response and considerable intolerability rates
- complicated dosing and significant adverse events
- multiple opportunities for pharmacist to optimize care



**19 orphan drugs
for initial targeting**

- Though a fraction of specialty spend, average yearly cost of therapy per member is ~\$123,000
- Will continue to assess the market and look at targeting additional orphan drugs in the near future

CURRENT ORPHAN DRUGS IN PROGRAM

<u>Brand</u>	<u>Generic</u>	<u>Brand</u>	<u>Generic</u>
Xyrem	Oxybate	Juxtapid	Lomitapide
Hetlioz	tasimelteon	Myalept	Metreleptin
Emflaza	Deflazacort	Korlym	Mifepristone
Apokyn	Apomorphine HCL	Natpara	Parathyroid hormone
Keveyis	dichlorphenamide	Gattex	Teduglutide [rDNA origin]
Northera	droxidopa	Procysbi	Cysteamine enteric coated
Austedo	d6-tetrabenazine, deutetabenazine	Cystaran	Cysteamine hydrochloride
Xenazine	Tetrabenazine	Thiola	Tiopronin
Exondys 51	eteplirsen	Syprine	Trientine HCl
Ravicti	glycerol phenylbutyrate		

OptumRx Orphan Drug Program

**Program
costs \$300**
per engaged
member per year

- Personalized clinical assessment and support

OptumRx pharmacists who specialize in orphan drugs **tailor one-one-one experiences** for members, offering advanced clinical counseling to address unique medication needs

Rules-driven platform enables clinical pharmacist to achieve optimal value for orphan drug therapies



Targeted focus
on orphan drugs/diseases w/
greatest opportunity for clinical
intervention and cost savings



One-on-one coaching
via pharmacists w/ explicit
training and expertise in
orphan drugs and diseases



Provider engagement
to supplement member
monitoring and advise on
clinically appropriate therapy
changes as needed



Opportunity Summary

Program	Program Savings	Percentage of Plan Paid	Potential Member Impact	Implementation timeline
CCAA Program	\$*	%		60 days
Variable Program***	TBD	TBD	TBD	60 days
Orphan Drug Program**	TBD	TBD	TBD	60 days
Total Savings	\$ *	%		



* Estimated annual savings

**Savings based on program utilizers

***Future state – planned for 1/1/2020

7. Appendix

plan performance - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Description	Bakers Union and FELRA Health and Welfare Fund			Book of Business: Labor and Trust	
	Jan 19 - Mar 19	Jan 18 - Mar 18	Pct Change	Jan 19 - Mar 19	Pct Change
Average Eligible Members	736	767	-4.0%		
Average Age	41.3	41.2	0.3%	38.1	0.3%
Total Plan Paid	\$284,432	\$250,495	13.5%		
Total Rxs	2,226	2,257	-1.4%		
Plan Paid PMPM	\$128.76	\$108.82	18.3%	\$65.51	2.0%
Plan Paid per Rx	\$127.78	\$110.99	15.1%	\$95.27	4.2%
Rxs PMPM	1.01	0.98	2.8%	0.69	-2.1%
Member Paid Share	7.8%	8.4%	-7.0%	11.4%	-15.7%
Generic Dispensing Rate	85.3%	83.9%	1.6%	86.9%	0.3%
Mail Order Rate	1.1%	1.4%	-18.2%	6.4%	-1.8%
Average Days Supply	26.2	26.6	-1.7%	35.4	2.2%
Specialty Plan Paid PMPM	\$57.23	\$47.66	20.1%	\$24.71	8.1%
Percent of Specialty Plan Paid	44.4%	43.8%	1.5%	37.7%	6.0%

traditional vs specialty - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Description	Traditional			Specialty		
	Jan 19 -	Jan 18 -	Pct	Jan 19 -	Jan 18 -	Pct
	Mar 19	Mar 18	Change	Mar 19	Mar 18	Change
Average Eligible Members	736	767	-4.0%	736	767	-4.0%
Total Plan Paid	\$158,019	\$140,775	12.2%	\$126,413	\$109,719	15.2%
Percent of Total Plan Paid	55.6%	56.2%	-1.1%	44.4%	43.8%	1.5%
Total Rx's	2,203	2,238	-1.6%	23	19	21.1%
Plan Paid PMPM	\$71.53	\$61.15	17.0%	\$57.23	\$47.66	20.1%
Plan Paid per Rx	\$71.73	\$62.90	14.0%	\$5,496.22	\$5,774.70	-4.8%
Rx's PMPM	1.00	0.97	2.6%	0.010	0.008	26.1%
Generic Dispensing Rate	86.0%	84.4%	1.9%	13.0%	26.3%	-50.4%
Member Paid Share	12.3%	13.1%	-6.0%	1.5%	1.5%	-4.9%
Member Paid per Rx	\$10.10	\$9.51	6.2%	\$81.58	\$90.15	-9.5%

retail vs mail vs specialty - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Description	Retail			Mail			Specialty		
	Jan 19 - Mar 19	Jan 18 - Mar 18	Pct Change	Jan 19 - Mar 19	Jan 18 - Mar 18	Pct Change	Jan 19 - Mar 19	Jan 18 - Mar 18	Pct Change
Average Eligible Members	736	767	-4.0%	736	767	-4.0%	736	767	-4.0%
Total Plan Paid	\$150,767	\$134,327	12.2%	\$7,252	\$6,448	12.5%	\$126,413	\$109,719	15.2%
Percent of Total Plan Paid	53.0%	53.6%	-1.2%	2.5%	2.6%	-1.0%	44.4%	43.8%	1.5%
Total Rxs	2,178	2,207	-1.3%	25	31	-19.4%	23	19	21.1%
Plan Paid PMPM	\$68.25	\$58.35	17.0%	\$3.28	\$2.80	17.2%	\$57.23	\$47.66	20.1%
Plan Paid per Rx	\$69.22	\$60.86	13.7%	\$290.07	\$208.01	39.5%	\$5,496.22	\$5,774.70	-4.8%
Rxs PMPM	0.99	0.96	2.8%	0.01	0.01	-16.0%	0.01	0.01	26.1%
Generic Dispensing Rate	86.1%	84.3%	2.1%	80.0%	90.3%	-11.4%	13.0%	26.3%	-50.4%
Member Paid Share	12.6%	13.5%	-6.7%	6.6%	4.5%	47.7%	1.5%	1.5%	-4.9%
Member Paid per Rx	\$9.98	\$9.51	5.0%	\$20.56	\$9.76	110.6%	\$81.58	\$90.15	-9.5%

key performance by quarter - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Description	Bakers Union and FELRA Health and Welfare Fund				
	2019-Q1	2018-Q4	2018-Q3	2018-Q2	2018-Q1
Average Eligible Members	736	741	743	759	767
Total Utilizers	350	333	348	355	353
Percent Total Utilizers	47.5%	45.0%	46.9%	46.8%	46.0%
Total Plan Paid	\$284,432	\$231,876	\$234,037	\$253,183	\$250,495
Total Rxs	2,226	2,168	2,203	2,250	2,257
Plan Paid PMPM	\$128.76	\$104.35	\$105.04	\$111.24	\$108.82
Plan Paid per Rx	\$127.78	\$106.95	\$106.24	\$112.53	\$110.99
Rxs PMPM	1.01	0.98	0.99	0.99	0.98
Member Paid Share	7.8%	8.0%	7.6%	7.7%	8.4%
Generic Dispensing Rate	85.3%	82.9%	84.7%	83.8%	83.9%
Mail Order Rate	1.1%	1.2%	1.0%	1.2%	1.4%
Average Days Supply	26.2	26.6	26.5	26.6	26.6
Specialty Plan Paid PMPM	\$57.23	\$43.32	\$36.76	\$41.67	\$47.66
Percent of Specialty Plan Paid	44.4%	41.5%	35.0%	37.5%	43.8%

1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Member Summary

736

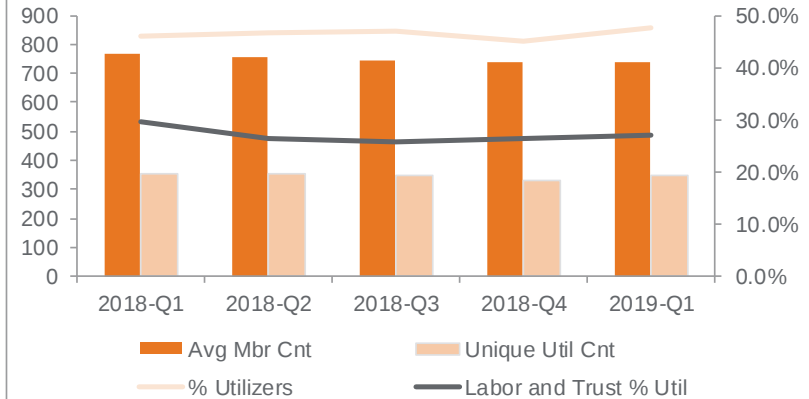
Average Eligible Members

31

less than
previous

**15.2% of members using maintenance drugs
are being treated for 4 or more disease
categories**

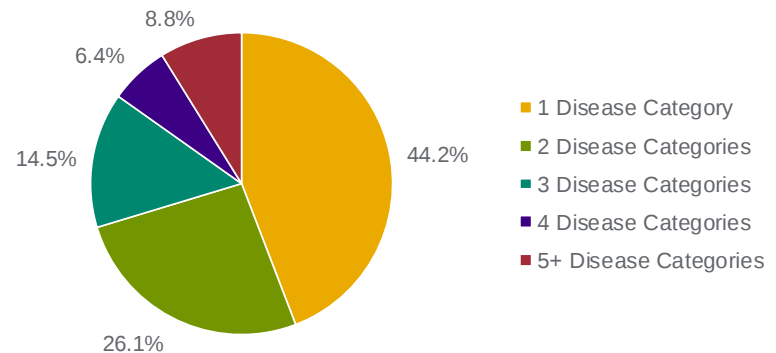
Members and Utilizers Over Time



Age Bands PMPM

Age Band	Plan Paid PMPM			BOB Age Adjusted PMPM
	Male	Female	Total	
< 10	\$0.28	\$1.22	\$1.50	\$1.06
10 - 19	\$0.33	\$1.06	\$1.39	\$2.48
20 - 34	\$1.70	\$18.56	\$20.26	\$4.62
35 - 44	\$1.10	\$2.07	\$3.16	\$5.06
45 - 54	\$9.73	\$16.26	\$25.99	\$20.09
55 - 64	\$22.05	\$44.18	\$66.23	\$33.23
65 - 74	\$5.04	\$2.22	\$7.26	\$6.42
75 - 84	\$1.02	\$0.00	\$1.02	\$0.72
85 +	\$1.19	\$0.00	\$1.19	\$0.28

% of Members by Disease Category Maintenance Drugs



top therapy class by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

			Jan 19 - Mar 19								
Curr Rank	Prev Rank	Therapeutic Class Name	Plan Paid	Utilizers	Rxs	Plan Paid per Rx	GDR	Plan Paid PMPM	Avg Plan Paid Pct Change	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change
1	1	Chronic Inflammatory Disease	\$76,541	5	12	\$6,378.40	0.0%	\$34.65	20.6%	56.3%	88.4%
2	3	Oncology	\$37,232	5	15	\$2,482.13	80.0%	\$16.85	-5.9%	73.7%	63.4%
3	22	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$22,399	54	84	\$266.66	85.7%	\$10.14	809.7%	25.1%	1,037.6%
4	4	Insulin	\$14,529	11	33	\$440.26	0.0%	\$6.58	-3.3%	-7.1%	-10.1%
5	9	Anticonvulsants - 2nd Generation	\$9,089	23	55	\$165.25	65.5%	\$4.11	54.7%	-2.9%	50.3%
6	10	HIV-Multiclass Combo	\$8,856	1	3	\$2,951.97	0.0%	\$4.01	-2.8%	56.3%	51.9%
7	6	DPP-4 Inhibitors & Combos	\$8,206	6	19	\$431.91	0.0%	\$3.71	8.1%	-5.7%	2.0%
8	16	Injectable Diabetic Meds	\$7,063	4	9	\$784.72	0.0%	\$3.20	35.8%	56.3%	112.3%
9	7	Inhaled Asthma/COPD Combo	\$5,674	6	15	\$378.25	13.3%	\$2.57	4.0%	-25.6%	-22.6%
10	40	Acne Products	\$5,485	6	9	\$609.49	77.8%	\$2.48	130.4%	134.5%	440.3%
Totals:			\$195,073		254	\$768.01	50.8%	\$88.31	54.4%	11.7%	72.4%
Plan Totals:			\$284,432		2,226	\$127.78	85.3%	\$128.76	15.1%	2.8%	18.3%

top drugs by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Mar 19							
				Plan Paid	Utilizers	Rxs	Plan Paid Per Rx	Plan Paid PMPM	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change	Pct Total Plan Paid
1	2	IBRANCE	Oncology	\$36,920	1	3	\$12,306.77	\$16.71	56.3%	62.5%	13.0%
2	4	TREMFYA	Chronic Inflammatory Disease	\$22,514	1	2	\$11,257.12	\$10.19	108.4%	123.8%	7.9%
3	63	VIMOVO	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$19,412	3	8	\$2,426.47	\$8.79	733.7%	2,729.4%	6.8%
4		SIMPONI ARIA	Chronic Inflammatory Disease	\$14,879	1	2	\$7,439.43	\$6.74			5.2%
5		OTEZLA	Chronic Inflammatory Disease	\$14,048	2	4	\$3,512.12	\$6.36			4.9%
6		ENBREL SURECLICK	Chronic Inflammatory Disease	\$10,518	1	2	\$5,259.18	\$4.76			3.7%
7		HUMIRA PEN-PS/UV STARTER	Chronic Inflammatory Disease	\$9,210	1	1	\$9,210.17	\$4.17			3.2%
8	6	STRIBILD	HIV-Multiclass Combo	\$8,856	1	3	\$2,951.97	\$4.01	56.3%	51.9%	3.1%
9	9	LYRICA	Anticonvulsants - 2nd Generation	\$8,072	7	18	\$448.46	\$3.65	87.6%	104.5%	2.8%
10	3	HUMIRA PEN	Chronic Inflammatory Disease	\$5,371	1	1	\$5,370.71	\$2.43	-79.2%	-76.1%	1.9%
11	7	HUMALOG MIX 50/50 KWIKPEN	Insulin	\$4,936	2	3	\$1,645.34	\$2.23	-65.3%	-12.0%	1.7%
12		ABSORICA	Acne Products	\$4,462	1	2	\$2,230.75	\$2.02			1.6%
13	12	JANUVIA	DPP-4 Inhibitors & Combos	\$4,319	3	10	\$431.91	\$1.96	30.3%	38.4%	1.5%
14		TADALAFIL	Impotence Agents	\$3,904	7	16	\$244.02	\$1.77			1.4%
15		TRINTELLIX	Antidepressants	\$3,772	2	7	\$538.85	\$1.71			1.3%
16	30	VICTOZA	Injectable Diabetic Meds	\$3,587	2	4	\$896.65	\$1.62	38.9%	140.8%	1.3%
17	13	JARDIANCE	SGLT-2 Inhibitors & Combos	\$2,838	2	6	\$473.04	\$1.28	-10.7%	-5.2%	1.0%
18	52	TOUJEO SOLOSTAR	Insulin	\$2,615	1	4	\$653.73	\$1.18	38.9%	204.9%	0.9%
19	31	JANUMET	DPP-4 Inhibitors & Combos	\$2,591	2	6	\$431.91	\$1.17	56.3%	76.6%	0.9%
20	16	REXULTI	Atypical Antipsychotics	\$2,578	1	3	\$859.29	\$1.17	4.2%	19.6%	0.9%
Totals:				\$185,403		105	\$1,765.74	\$83.93	88.7%	122.2%	65.2%
Plan Totals:				\$284,432		2,226	\$127.78	\$128.76	2.8%	18.3%	

top drugs by rxs - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

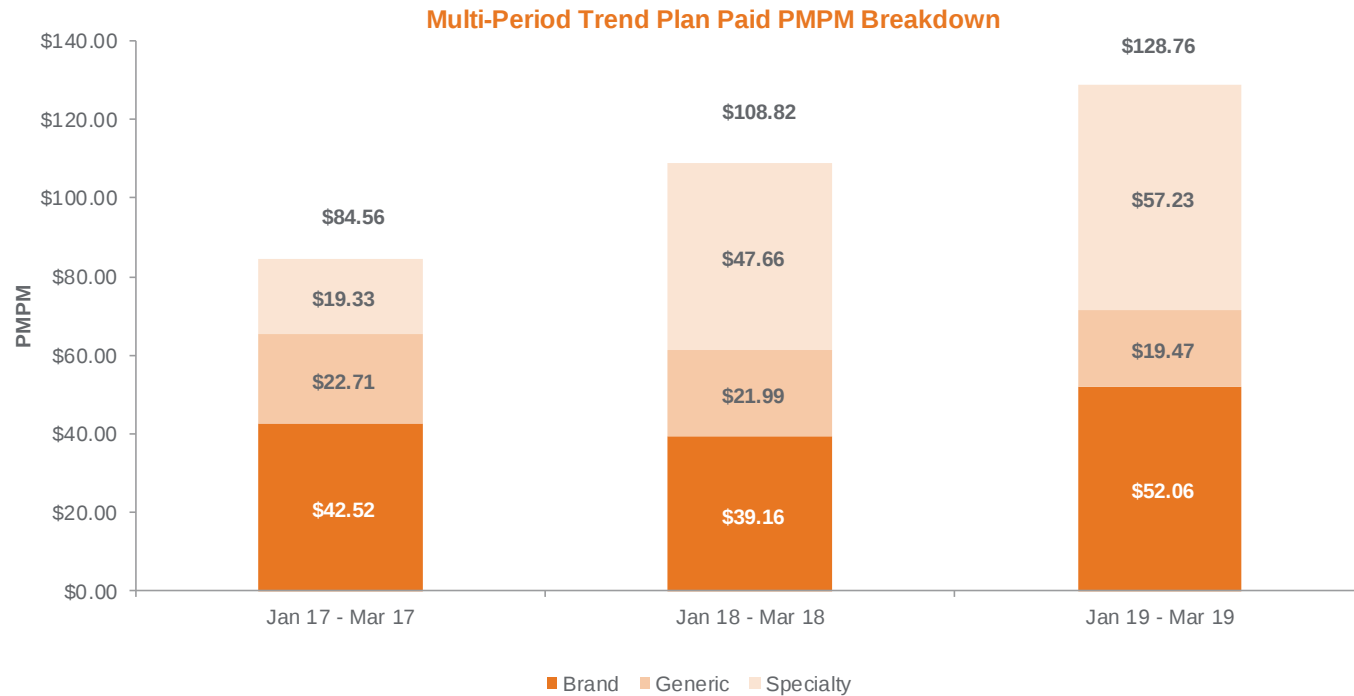
Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Mar 19							
				Plan Paid	Utilizers	Rxs	Plan Paid per Rx	Plan Paid PMPM	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change	Pct Total Plan Paid
1	1	ATORVASTATIN CALCIUM	Statins & Combos	\$537	46	103	\$5.22	\$0.24	7.3%	-66.9%	0.2%
2	2	LISINAPRIL	ACE Inhibitors & Combos	\$14	34	74	\$0.19	\$0.01	1.5%		0.0%
3	4	VITAMIN D	Vitamins & Supplements	\$1	32	66	\$0.02	\$0.00	10.9%	-79.1%	0.0%
4	5	LEVOTHYROXINE SODIUM	Thyroid Hormones	\$444	26	59	\$7.53	\$0.20	0.8%	-9.5%	0.2%
5	3	METFORMIN HYDROCHLORIDE	Biguanides & Combos	\$42	22	55	\$0.76	\$0.02	-18.1%	525.3%	0.0%
6	7	AMLODIPINE BESYLATE	Calcium Channel Blockers	\$8	23	50	\$0.15	\$0.00	15.8%	1,106.3%	0.0%
7	6	METOPROLOL SUCCINATE ER	Beta Blockers & Combos	\$797	17	43	\$18.54	\$0.36	-24.1%	-27.2%	0.3%
8	13	AMOXICILLIN	Penicillins	\$47	34	38	\$1.25	\$0.02	58.4%	2,262.4%	0.0%
9	12	HYDROCHLOROTHIAZIDE	Diuretics & Combos	\$0	15	37	\$0.00	\$0.00	42.8%	-100.0%	0.0%
10	22	LOSARTAN POTASSIUM/HYDROCHLOROTHIAZIDE	Angiotensin II Receptor Antagonists & Combos	\$200	13	36	\$5.56	\$0.09	120.7%	9.9%	0.1%
11	9	ROSUVASTATIN CALCIUM	Statins & Combos	\$271	14	35	\$7.74	\$0.12	1.3%	-68.3%	0.1%
12	17	IBUPROFEN	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$27	22	30	\$0.91	\$0.01	64.5%	1,486.3%	0.0%
13	8	SIMVASTATIN	Statins & Combos	\$0	10	30	\$0.00	\$0.00	-19.8%	-99.9%	0.0%
14	10	AZITHROMYCIN	Macrolides	\$207	27	28	\$7.38	\$0.09	0.6%	42.1%	0.1%
15	46	LOSARTAN POTASSIUM	Angiotensin II Receptor Antagonists & Combos	\$19	11	27	\$0.70	\$0.01	155.8%	-51.2%	0.0%
16	11	LISINAPRIL/HYDROCHLOROTHIAZIDE	ACE Inhibitors & Combos	\$2	11	24	\$0.10	\$0.00	-10.7%		0.0%
17	25	MONTELUKAST SODIUM	Leukotriene Modulators	\$100	11	23	\$4.33	\$0.05	59.8%	-69.9%	0.0%
18	21	ESCITALOPRAM OXALATE	Antidepressants	\$60	9	21	\$2.85	\$0.03	28.7%	-79.3%	0.0%
19	14	SERTRALINE HCL	Antidepressants	\$47	8	19	\$2.49	\$0.02	-5.7%	-0.4%	0.0%
20	48	LYRICA	Anticonvulsants - 2nd Generation	\$8,072	7	18	\$448.46	\$3.65	87.6%	104.5%	2.8%
Totals:				\$10,897		816	\$13.35	\$4.93	10.9%	18.7%	3.8%
Plan Totals:				\$284,432		2,226	\$127.78	\$128.76	2.8%	18.3%	

3. Three Period Trend

3. Multi-Period Trend - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Plan Paid PMPM Breakdown

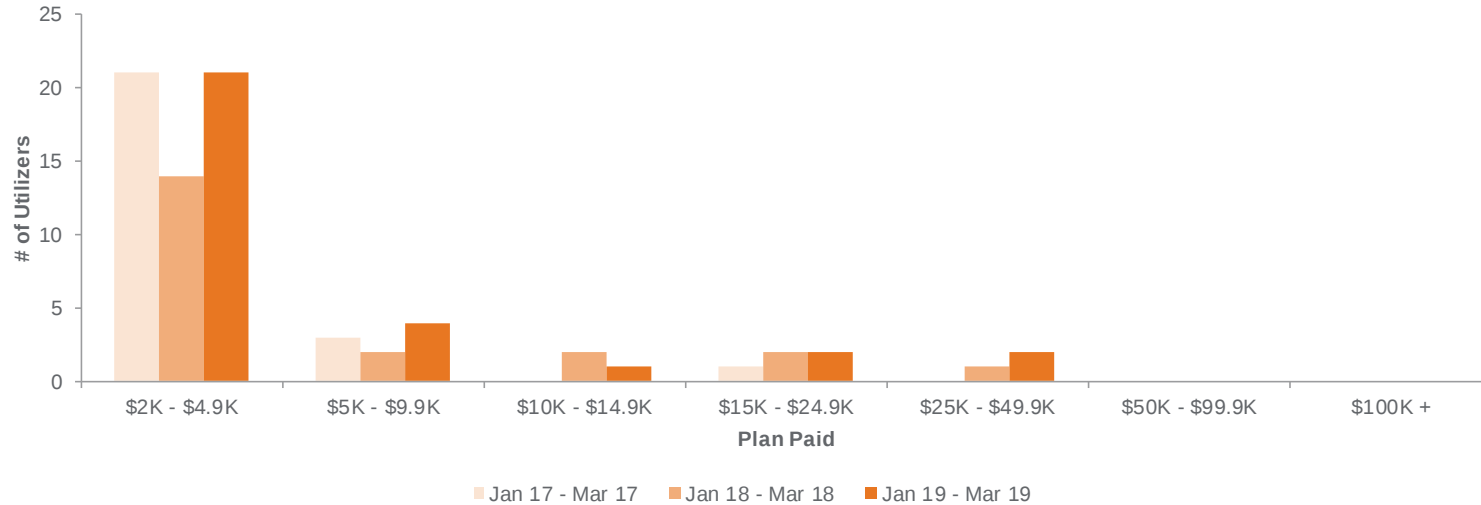


PMPM Trend	Brand	Generic	Specialty
Jan 19 - Mar 19 v Jan 18 - Mar 18	33.0%	-11.5%	20.1%
Jan 18 - Mar 18 v Jan 17 - Mar 17	-7.9%	-3.2%	146.5%
Average Trend	12.5%	-7.3%	83.3%

3. Multi-Period Trend - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Plan Paid Distribution

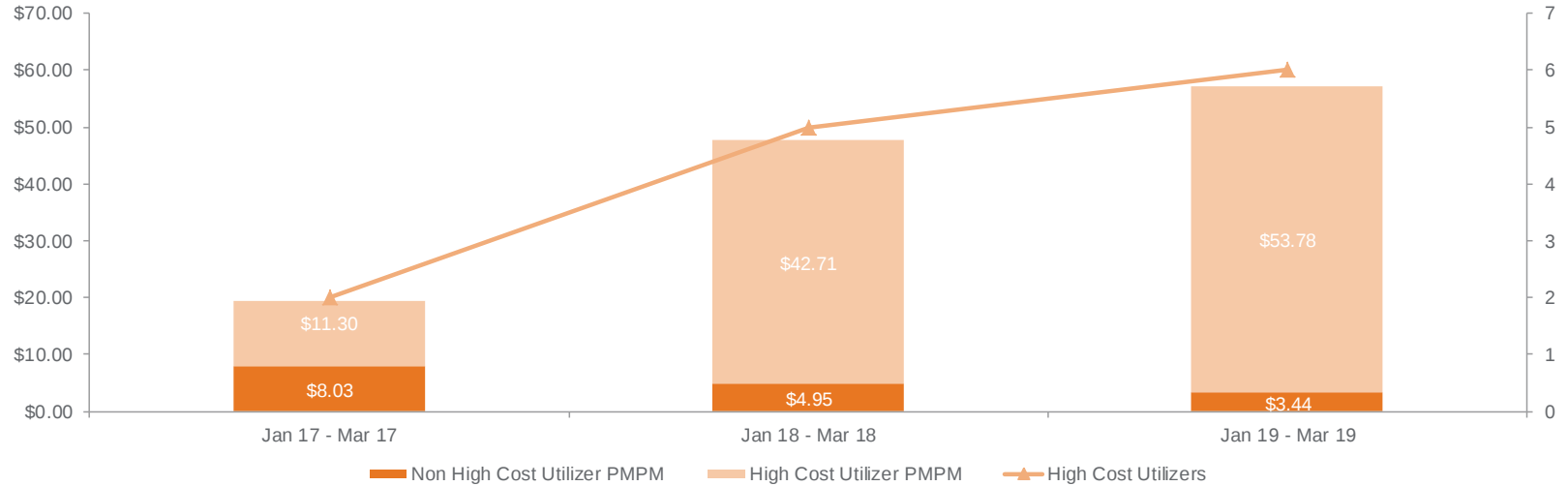


Total Plan Paid	Jan 19 - Mar 19				Jan 18 - Mar 18				Jan 17 - Mar 17			
	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid
\$0	38	\$0	10.9%	0.0%	54	\$0	15.4%	0.0%	60	\$0	16.5%	0.0%
>\$0 - \$1.9K	282	\$257	80.6%	25.6%	276	\$335	78.6%	36.9%	279	\$353	76.6%	49.4%
\$2K - \$4.9K	21	\$3,080	6.0%	22.9%	14	\$3,200	4.0%	17.9%	21	\$2,836	5.8%	29.9%
\$5K - \$9.9K	4	\$7,521	1.1%	10.6%	2	\$5,694	0.6%	4.5%	3	\$7,807	0.8%	11.8%
\$10K - \$14.9K	1	\$11,618	0.3%	4.1%	2	\$12,755	0.6%	10.2%	0	\$0	0.0%	0.0%
\$15K - \$24.9K	2	\$16,647	0.6%	11.8%	2	\$21,659	0.6%	17.3%	1	\$17,793	0.3%	8.9%
\$25K - \$49.9K	2	\$35,308	0.6%	25.0%	1	\$32,851	0.3%	13.1%	0	\$0	0.0%	0.0%
\$50K - \$99.9K	0	\$0	0.0%	0.0%	0	\$0	0.0%	0.0%	0	\$0	0.0%	0.0%
\$100K +	0	\$0	0.0%	0.0%	0	\$0	0.0%	0.0%	0	\$0	0.0%	0.0%

3. Multi-Period Trend - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Mar 19 vs Jan 18 - Mar 18

Specialty Plan Paid PMPM Breakdown - High Cost Utilizers vs Non High Cost Utilizers



Period	Specialty Utilizers		
	High Cost	Non High Cost	Total
Jan 19 - Mar 19	6	4	10
Jan 18 - Mar 18	5	5	10
Jan 17 - Mar 17	2	5	7

Period	Specialty Utilizer Trend			Specialty PMPM Trend		
	High Cost	Non High Cost	Total	High Cost	Non High Cost	Total
Jan 19 - Mar 19 v Jan 18 - Mar 18	20.0%	-20.0%	0.0%	25.9%	-30.5%	20.1%
Jan 18 - Mar 18 v Jan 17 - Mar 17	150.0%	0.0%	42.9%	278.0%	-64.1%	146.5%
Average Trend	85.0%	-10.0%	21.4%	151.9%	-47.3%	83.3%

6 Specialty High Cost Utilizers in the current period represented 60% of specialty utilizers and 94% of total Specialty Plan Paid

High Cost Utilizer is an individual utilizer with average monthly Plan Paid specialty spend of >=\$2,500 within the given reporting period

Thank You
