

Bakers Union and FELRA Health and Welfare fund

Quarterly Review
January – September 2019

December 9, 2019

Presenters:
Holly Agoney: Account Executive

Agenda

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2. Cost Drivers...page 7

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4. Orphan Drug program...page 14

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Your OptumRx Team



Holly Agoney

Strategic Account Executive



Nicole Rogers

Pharmacy Account Manager



Fabian Gonzalez

Pharmacy Service Specialist



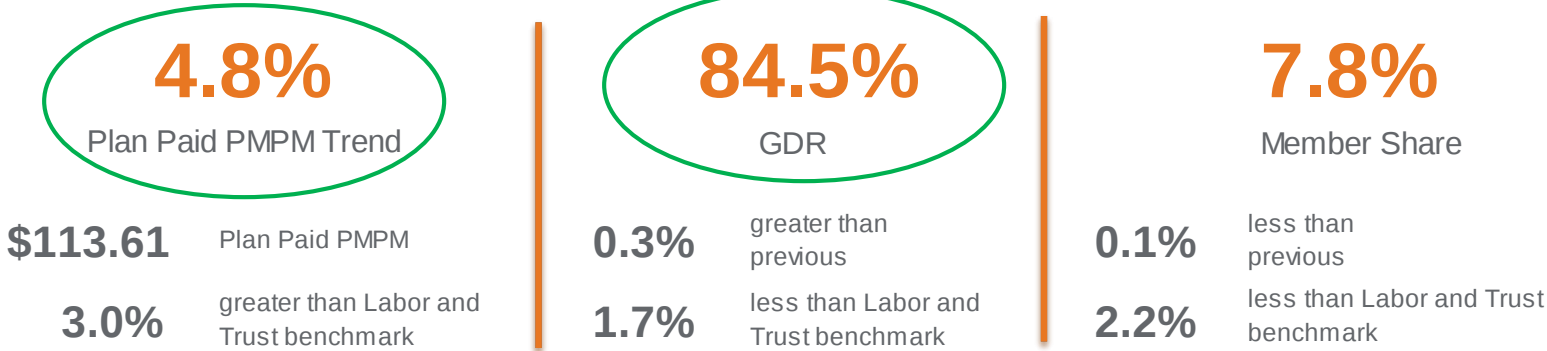
Adam Towner

Director, Client Management

1. Key Performance Indicators

Bakers Union and FELRA Health and Welfare Fund

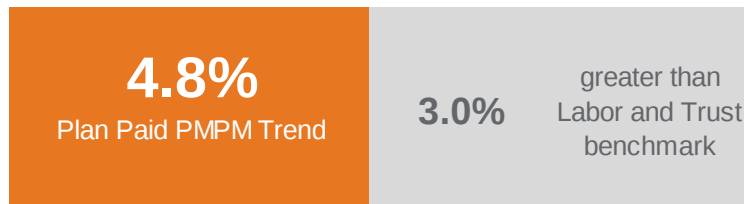
Date Submitted: Jan 19 - Sep 19 vs Jan 18 - Sep 18



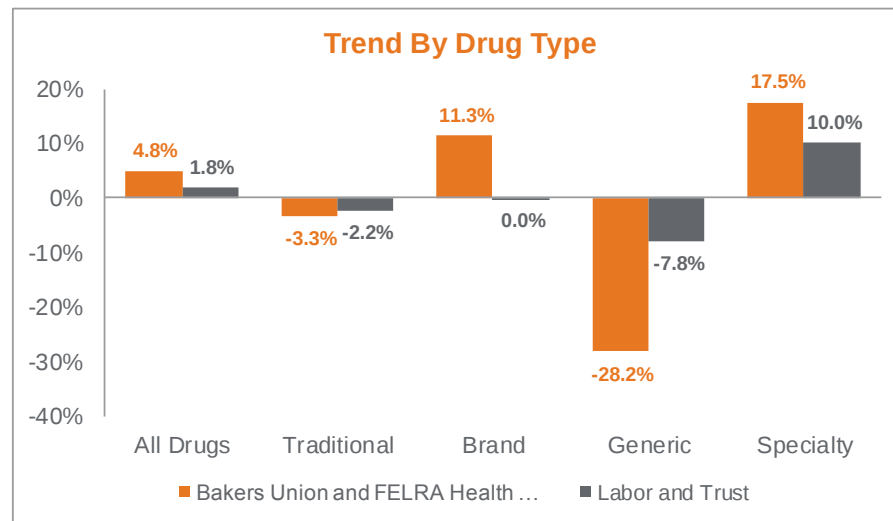
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

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

Client Trend



Specialty: Greatest PMPM Change of \$7.38



Plan Paid PMPM

Specialty/Traditional

Claim Type	Jan 19 - Sep 19	Jan 18 - Sep 18	Percent Change
Specialty	\$49.47	\$42.09	17.5%
Traditional	\$64.14	\$66.30	-3.3%
All Drugs	\$113.61	\$108.39	4.8%

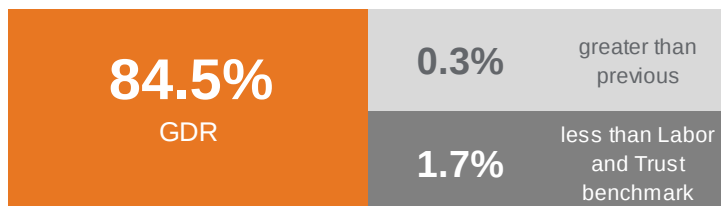
Traditional

Claim Type	Jan 19 - Sep 19	Jan 18 - Sep 18	Percent Change
Brand	\$46.56	\$41.83	11.3%
Generic	\$17.57	\$24.47	-28.2%
Traditional	\$64.14	\$66.30	-3.3%

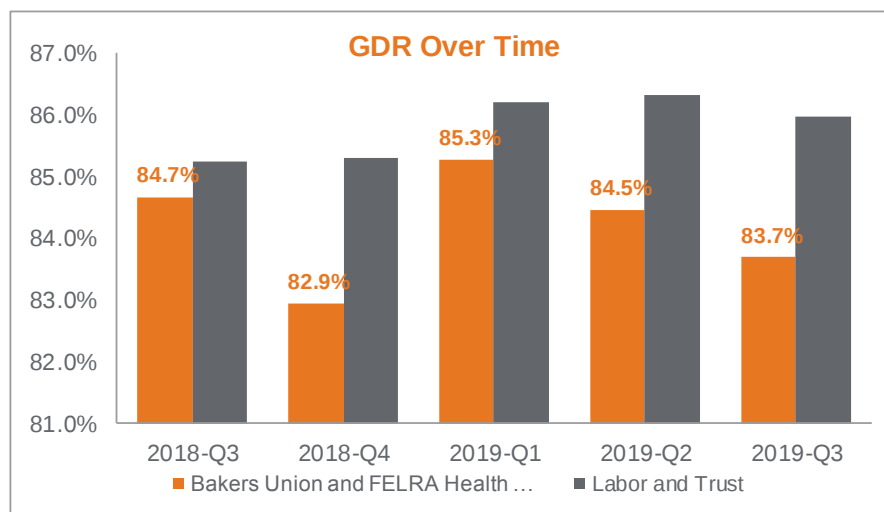
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

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

GDR



GDR increase of 0.3% equals a savings of \$13,990



Top Classes GDR Increase

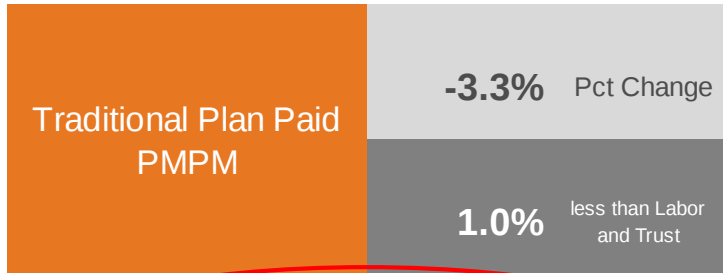
Class	Jan 19 - Sep 19	Jan 18 - Sep 18	Increase
Impotence Agents	100.0%	52.2%	47.8%
Atypical Antipsychotics	79.1%	59.1%	20.0%
Gout Agents & Combos	88.5%	71.4%	17.0%

2. Cost Drivers

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

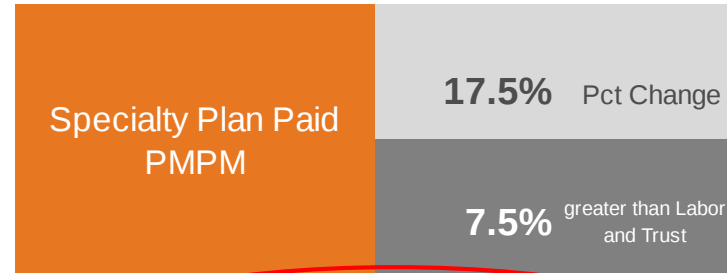
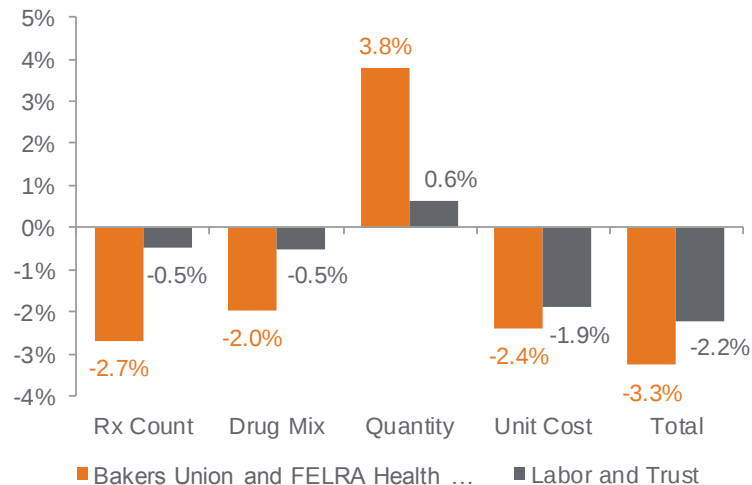
Date Submitted: Jan 19 - Sep 19 vs Jan 18 - Sep 18

Traditional and Specialty Plan Paid PMPM



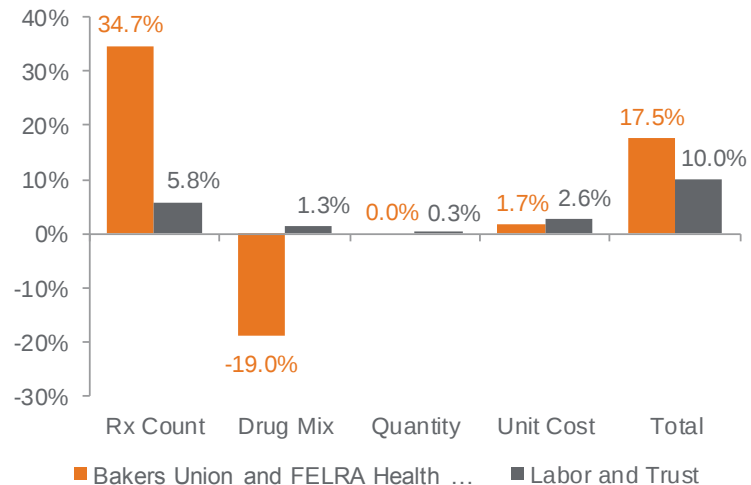
Most Significant Driver: Quantity
3.8% increase

Traditional



Most Significant Driver: Rx Count
34.7% increase

Specialty



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

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

Curr Rank	Prev Rank	Disease Category Name	Jan 19 - Sep 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	\$204,392	8	42	\$4,866.47	14.3%	\$29.48	-16.6%	87.4%	56.3%
2	2	Diabetes	\$120,956	56	573	\$211.09	58.3%	\$17.45	15.7%	-2.0%	13.4%
3	3	Oncology	\$100,077	6	34	\$2,943.44	76.5%	\$14.43	-13.6%	19.2%	2.9%
4	24	Non-Narcotic Analgesics	\$43,236	103	222	\$194.76	89.2%	\$6.24	650.4%	-5.7%	608.0%
5	5	Cardiovascular	\$31,472	153	1,497	\$21.02	94.1%	\$4.54	-11.1%	0.3%	-10.8%
6	9	HIV	\$30,193	2	17	\$1,776.06	52.9%	\$4.35	2.2%	19.2%	21.8%
7	8	Misc Skin Condition	\$29,516	65	126	\$234.25	85.7%	\$4.26	10.4%	-2.6%	7.6%
8	4	Asthma / COPD	\$28,274	43	201	\$140.67	44.8%	\$4.08	-19.7%	-0.3%	-20.0%
9	10	Cholesterol Lowering Agents	\$20,455	96	626	\$32.68	95.8%	\$2.95	-5.0%	-4.7%	-9.5%
10	12	Seizure Disorders	\$19,339	35	183	\$105.68	78.7%	\$2.79	-0.6%	2.1%	1.4%
Totals:			\$627,908		3,521	\$178.33	83.0%	\$90.57	25.1%	-0.7%	24.3%
Plan Totals:			\$787,636		6,646	\$118.51	84.5%	\$113.61	7.8%	-2.8%	4.8%

- Inflammatory = 26% of total pharmacy spend
- Diabetes = 15% of total pharmacy spend on one disease
- Oncology = 13% of total pharmacy spend

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

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

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Sep 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	135	VIMOVO	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$33,963	3	14	\$2,425.93	\$4.90	1,274.4%	4,563.3%	7.6%
2	1	HUMALOG MIX 50/50 KWIKPEN ←	Insulin	\$14,846	2	10	\$1,484.59	\$2.14	-55.4%	-24.8%	3.3%
3	4	LYRICA ←	Anticonvulsants - 2nd Generation	\$14,537	7	35	\$415.35	\$2.10	14.5%	17.3%	3.3%
4	14	VICTOZA ←	Injectable Diabetic Meds	\$14,346	2	16	\$896.65	\$2.07	74.5%	119.0%	3.2%
5	26	ABSORICA	Acne Products	\$12,285	2	6	\$2,047.46	\$1.77	194.5%	182.0%	2.8%
6	11	SYMBICORT	Inhaled Asthma/COPD Combo	\$10,523	5	32	\$328.83	\$1.52	42.8%	52.6%	2.4%
7	16	JANUMET ←	DPP-4 Inhibitors & Combos	\$9,934	3	23	\$431.91	\$1.43	50.5%	61.4%	2.2%
8	7	REXULTI	Atypical Antipsychotics	\$9,098	1	9	\$1,010.84	\$1.31	-1.8%	3.6%	2.0%
9	10	JANUVIA ←	DPP-4 Inhibitors & Combos	\$9,070	3	21	\$431.91	\$1.31	21.3%	28.2%	2.0%
10	9	INVOKANA ←	SGLT-2 Inhibitors & Combos	\$8,541	2	18	\$474.48	\$1.23	35.9%	9.5%	1.9%
11	6	JARDIANCE ←	SGLT-2 Inhibitors & Combos	\$8,515	2	18	\$473.04	\$1.23	-23.2%	-18.4%	1.9%
12	28	LANTUS SOLOSTAR ←	Insulin	\$7,843	4	34	\$230.67	\$1.13	85.4%	92.4%	1.8%
13	24	HUMULIN R U-500 (CONCENTRATED) ←	Insulin	\$7,274	1	5	\$1,454.86	\$1.05	63.6%	63.6%	1.6%
14	22	DEXILANT	Proton Pump Inhibitors	\$7,157	3	28	\$255.60	\$1.03	44.7%	51.2%	1.6%
15	54	TRINTELLIX	Antidepressants	\$6,687	2	14	\$477.66	\$0.96	129.1%	192.3%	1.5%
16	43	TOUJEO SOLOSTAR ←	Insulin	\$6,512	1	10	\$651.21	\$0.94	9.1%	130.4%	1.5%
17	539	HUMALOG KWIKPEN ←	Insulin	\$6,238	4	15	\$415.84	\$0.90			1.4%
18		TADALAFIL * generic cialis	Impotence Agents	\$5,476	12	53	\$103.31	\$0.79			1.2%
19	31	SHINGRIX	Vaccines	\$5,180	24	35	\$148.00	\$0.75	32.1%	32.1%	1.2%
20	63	VASCEPA	Antihyperlipidemics - Misc.	\$4,684	2	16	\$292.74	\$0.68	124.4%	151.7%	1.1%
Totals:				\$202,707		412	\$492.01	\$29.24	61.1%	76.2%	45.6%
Traditional Plan Totals:				\$444,659		6,576	\$67.62	\$64.14	-3.1%	-3.3%	

← Diabetes – 10 out of the top 20 are diabetic medications
 These 10 meds equal \$93,119 of your top 20 traditional plan spend which is 21% of your total traditional plan spend and 12% of total plan spend.

* New meds not ranked previously for this time frame comparison

80% of the medications in the top 20 have moved up in rank

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

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

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Sep 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	1	IBRANCE	Oncology	\$99,448	1	8	\$12,430.98	\$14.34	-1.8%	2.6%	29.0%
2	12	OTEZLA	Chronic Inflammatory Disease	\$45,658	2	13	\$3,512.12	\$6.59			13.3%
3	2	TREMFYA	Chronic Inflammatory Disease	\$45,028	1	4	\$11,257.12	\$6.49	-21.5%	-16.0%	13.1%
4	3	HUMIRA PEN	Chronic Inflammatory Disease	\$42,966	1	8	\$5,370.71	\$6.20	-1.8%	9.4%	12.5%
5	7	SIMPONI ARIA	Chronic Inflammatory Disease	\$37,197	1	5	\$7,439.43	\$5.37	390.8%	414.9%	10.8%
6	6	STRIBILD	HIV-Multiclass Combo	\$24,346	1	8	\$3,043.29	\$3.51	30.9%	33.2%	7.1%
7		ENBREL SURECLICK*	Chronic Inflammatory Disease	\$15,936	1	3	\$5,312.04	\$2.30			4.6%
8		HUMIRA PEN-PS/UV STARTER *	Chronic Inflammatory Disease	\$9,210	1	1	\$9,210.17	\$1.33			2.7%
9		DUPIXENT *	Chronic Inflammatory Disease	\$6,347	1	2	\$3,173.59	\$0.92			1.9%
10	8	TENOFOVIR DISOPROXIL FUMARATE	HIV-NRTI	\$5,847	1	9	\$649.64	\$0.84	10.4%	-10.2%	1.7%
11		JADENU *	Antidotes	\$4,991	1	1	\$4,990.67	\$0.72			1.5%
12	9	BOTOX	Muscle Relaxants & Combos	\$3,698	1	3	\$1,232.68	\$0.53	-1.8%	-1.4%	1.1%
13		SYNISC ONE *	Osteoarthritis	\$1,334	1	1	\$1,333.83	\$0.19			0.4%
14		REPATHA SURECLICK *	PCSK9 Inhibitors	\$960	1	2	\$480.18	\$0.14			0.3%
15	11	ENOXAPARIN SODIUM	Injectable Anticoagulants	\$10	1	2	\$5.14	\$0.00	96.3%	-98.3%	0.0%
Totals:				\$342,976		70	\$4,899.66	\$49.47	71.8%	51.6%	100.0%
Specialty Plan Totals:				\$342,976		70	\$4,899.66	\$49.47	34.7%	17.5%	

* New meds not ranked previously for this time frame comparison

3. Supplemental

Bakers Union and FELRA Health and Welfare Fund

Date Filled: Oct 2018 - Sept 2019

Clinical Outcomes

16.2%

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	24	22	\$104,369	10.2%	\$11.40
Quantity Limit	5	5	\$21,934	2.2%	\$2.40
Step Therapy	116	91	\$38,983	3.8%	\$4.26
Total Savings:			\$165,286	16.2%	\$18.05

4. 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

Disease examples:

Huntingtons
Parkinsons
Narcolepsy

<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, deutetrabenazine	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



5. Appendix

plan performance - Bakers Union and FELRA Health and Welfare Fund

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

Description	Bakers Union and FELRA Health and Welfare Fund			Book of Business: Labor and Trust	
	Jan 19 - Sep 19	Jan 18 - Sep 18	Pct Change	Jan 19 - Sep 19	Pct Change
Average Eligible Members	770	756	1.9%		
Average Age	41.4	41.0	0.9%	38.5	0.1%
Total Plan Paid	\$787,636	\$737,715	6.8%		
Total Rxs	6,646	6,710	-1.0%		
Plan Paid PMPM	\$113.61	\$108.39	4.8%	\$75.23	1.8%
Plan Paid per Rx	\$118.51	\$109.94	7.8%	\$110.35	3.7%
Rxs PMPM	0.96	0.99	-2.8%	0.68	-1.9%
Member Paid Share	7.8%	7.9%	-0.9%	10.0%	1.4%
Generic Dispensing Rate	84.5%	84.1%	0.4%	86.2%	0.6%
Mail Order Rate	1.1%	1.2%	-7.7%	7.1%	-4.5%
Average Days Supply	26.8	26.6	0.7%	37.3	2.8%
Specialty Plan Paid PMPM	\$49.47	\$42.09	17.5%	\$26.78	10.0%
Percent of Specialty Plan Paid	43.5%	38.8%	12.1%	35.6%	8.1%

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

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

Description	Traditional			Specialty		
	Jan 19 -	Jan 18 -	Pct	Jan 19 -	Jan 18 -	Pct
	Sep 19	Sep 18	Change	Sep 19	Sep 18	Change
Average Eligible Members	770	756	1.9%	770	756	1.9%
Total Plan Paid	\$444,659	\$451,246	-1.5%	\$342,976	\$286,469	19.7%
Percent of Total Plan Paid	56.5%	61.2%	-7.7%	43.5%	38.8%	12.1%
Total Rx's	6,576	6,659	-1.2%	70	51	37.3%
Plan Paid PMPM	\$64.14	\$66.30	-3.3%	\$49.47	\$42.09	17.5%
Plan Paid per Rx	\$67.62	\$67.76	-0.2%	\$4,899.66	\$5,617.04	-12.8%
Rx's PMPM	0.95	0.98	-3.1%	0.010	0.007	34.7%
Generic Dispensing Rate	85.2%	84.6%	0.7%	15.7%	23.5%	-33.2%
Member Paid Share	12.7%	11.9%	5.9%	0.7%	0.7%	-0.7%
Member Paid per Rx	\$9.80	\$9.19	6.6%	\$35.88	\$41.43	-13.4%

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

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

Description	Bakers Union and FELRA Health and Welfare Fund				
	2019-Q3	2019-Q2	2019-Q1	2018-Q4	2018-Q3
Average Eligible Members	847	727	736	741	743
Total Utilizers	332	325	350	333	348
Percent Total Utilizers	39.2%	44.7%	47.5%	45.0%	46.9%
Total Plan Paid	\$254,732	\$248,472	\$284,432	\$231,876	\$234,037
Total Rx's	2,182	2,238	2,226	2,168	2,203
Plan Paid PMPM	\$100.21	\$113.87	\$128.76	\$104.35	\$105.04
Plan Paid per Rx	\$116.74	\$111.02	\$127.78	\$106.95	\$106.24
Rx's PMPM	0.86	1.03	1.01	0.98	0.99
Member Paid Share	7.5%	8.2%	7.8%	8.0%	7.6%
Generic Dispensing Rate	83.7%	84.5%	85.3%	82.9%	84.7%
Mail Order Rate	1.1%	1.2%	1.1%	1.2%	1.0%
Average Days Supply	26.9	27.3	26.2	26.6	26.5
Specialty Plan Paid PMPM	\$47.07	\$44.42	\$57.23	\$43.32	\$36.76
Percent of Specialty Plan Paid	47.0%	39.0%	44.4%	41.5%	35.0%