

FELRA 4369 SPARC 2019



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**CHAMPIONS
FOR
BETTER™**

How will your plan be impacted?

HERE'S WHAT WE ARE WATCHING FOR YOUR PLAN AND YOUR MEMBERS

BY THE NUMBERS

22%

Of payer premium spending is attributed to prescription drug spend¹

55%

Of consumers are willing to take a test that predicts the likelihood of disease development²

50%

Estimated payer spend on specialty pharmacy drugs in the next two years³



PERSONALIZED CARE: precision and customization is the new name of the game



CARE FROM ANYWHERE: the spectrum of care is shifting to meet members where they are



OPIOIDS: an epidemic that continues to plague the healthcare system



VALUE-BASED CARE: demand for quality, evidence and transparency is on the rise



SUBSIDIZING GLOBAL HEALTH: equality of drug costs in the U.S. and the rest of the world



DYNAMIC INDUSTRY PRICING: policy changes are hitting pharmacies and impacting payers

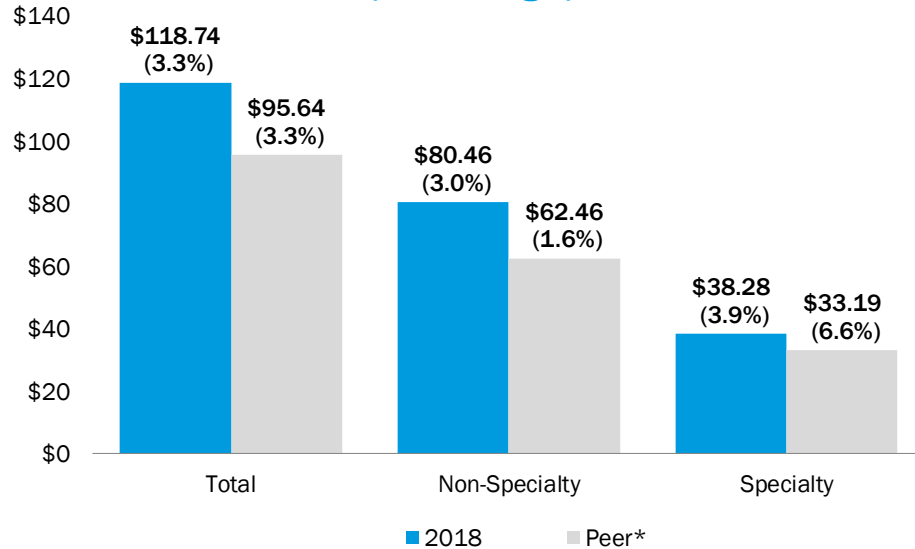
1. <https://healthpayerintelligence.com/news/prescription-drugs-account-for-22-of-payer-premium-spending>

2. Deloitte 2018 Study: The Convergence of Health Care Trends

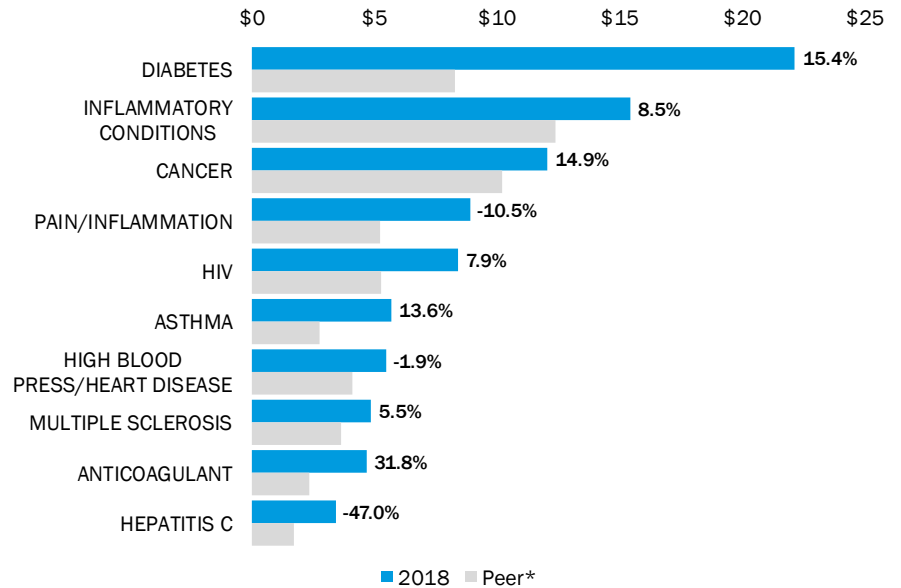
3. <http://lab.express-scripts.com/lab/insights/specialty-medications/specialty-medications-nearing-50-percent-of-spend>

Trend Dashboard – How Your Plan Compares

Plan Cost Net PMPM (% Change)



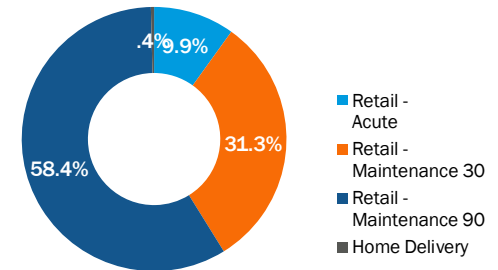
Plan Cost Net PMPM by Indication



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Description	2018	2017	Change
Average Members per Month	21,022	21,803	-3.6%
Total Plan Cost Net	\$29,954,686	\$30,082,493	-0.4%
Average Member Age	45.6	45.0	1.4%
Total Plan Cost Net PMPM	\$118.74	\$114.98	3.3%
Non-Specialty Plan Cost Net PMPM	\$80.46	\$78.12	3.0%
Specialty Plan Cost Net PMPM	\$38.28	\$36.86	3.9%
Generic Fill Rate	86.7%	86.4%	0.3
90 Day Utilization	58.8%	55.1%	3.7
Retail - Maintenance 90 Utilization	58.4%	54.8%	3.6
Home Delivery Utilization	0.4%	0.3%	0.1
Member Cost Net %	10.3%	10.4%	-0.2
Specialty Percent of Plan Cost Net	32.2%	32.1%	0.2

Peer*	
2018	Change
43.5	
\$95.64	3.3%
\$62.46	1.6%
\$33.19	6.6%
86.9%	0.0
28.7%	-0.2
5.8%	0.6
23.0%	-0.8
10.0%	0.0
34.7%	1.1

Days Supply by Channel



Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



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Trend Components Plan Cost Net PMPM

- Specialty trend is increasing at 3.9%, being driven primarily by Specialty Utilization

	Plan Cost Net PMPM	Your Trend			
Non-Specialty	\$80.46	3.0%	Cost State -2.0%	Utilization 5.0%	
Specialty	\$38.28	3.9%	Unit Cost -5.2%	Utilization 8.4%	Cost Share 0.6%
Total	\$118.74	3.3%	Unit Cost -1.9%	Utilization 5.0%	Cost Share 0.2%

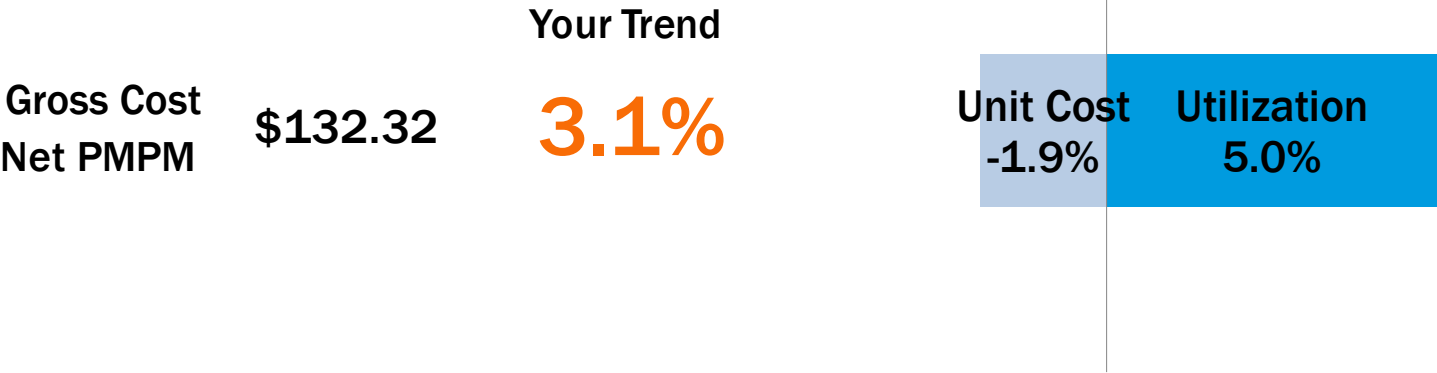
Rebates reduced costs by \$6.2 Million



BETTER TOGETHER

Trend Comparison

0.4%
Increase in U.S. drug spend*



* Express Scripts 2018 Drug Trend Report. Trend is based on gross cost net of rebate change for Commercial Plans.

Plan Performance

- Plan Cost PMPM increased \$7.06 (+5.2%) to \$143.23
- Member Cost decreased 2.2%, contributing \$78.8K less to the plan
- Rebates reduced Plan Cost PMPM from \$143.23 to \$118.74 (-17.1%)

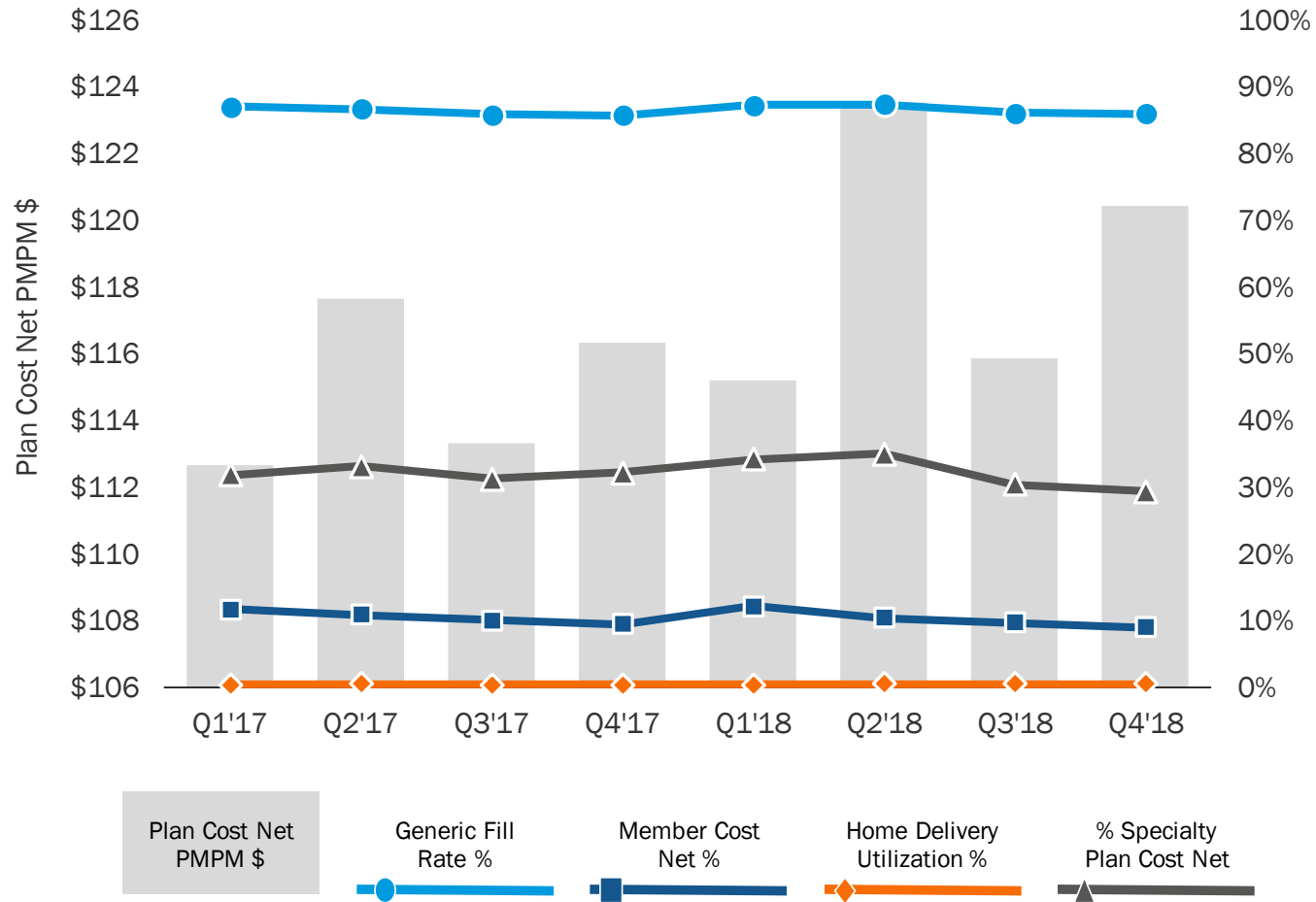
Plan Performance			
	2018	2017	Change %
AWP	\$80,102,506	\$78,621,942	1.9%
Network & Mail Discount Savings (includes dispensing fees)	-\$40,545,316	-\$39,491,714	2.7%
Tax	\$42	\$183	-76.8%
Gross Cost	\$39,557,232	\$39,130,410	1.1%
Member Cost	-\$3,424,369	-\$3,503,141	-2.2%
Plan Cost	\$36,132,863	\$35,627,269	1.4%
Rebates*	-\$6,178,178	-\$5,544,776	11.4%
Plan Cost Net	\$29,954,686	\$30,082,493	-0.4%

Members	21,022	21,803	-3.6%
Gross Cost Net PMPM	\$132.32	\$128.37	3.1%
Plan Cost PMPM	\$143.23	\$136.17	5.2%
Plan Cost Net PMPM	\$118.74	\$114.98	3.3%

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



Key Metrics by Quarter



Generic Fill Rate % calculated with Adjusted Rx



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Top Line Performance Metrics

- Plan Cost Net PMPM increased \$3.76 (+3.3%) to \$118.74, primarily driven by the Utilization Trend Component
- Specialty Plan Cost Net PMPM increased \$1.42 (+3.9%) to \$38.28, primarily driven by the Specialty Utilization Trend Component
- Generic Fill Rate (GFR) increased 0.3 percentage points to 86.7%, 0.2 percentage points lower than the peer

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Description	2018	2017	Change
Avg Subscribers per Month	13,134	13,611	-3.5%
Avg Members per Month	21,022	21,803	-3.6%
Number of Unique Patients	16,061	16,504	-2.7%
Pct Members Utilizing Benefit	76.4%	75.7%	0.7
Total Plan Cost Net	\$29,954,686	\$30,082,493	-0.4%
Total Days	12,242,091	12,091,258	1.2%
Total Adjusted Rx	452,719	449,392	0.7%
Average Member Age	45.6	45.0	1.4%
Plan Cost Net PMPM	\$118.74	\$114.98	3.3%
Plan Cost Net/Day	\$2.45	\$2.49	-1.7%
Plan Cost Net per Adjusted Rx	\$66.17	\$66.94	-1.2%
Nbr Adjusted Rx PMPM	1.79	1.72	4.5%
Generic Fill Rate	86.7%	86.4%	0.3
90 Day Utilization	58.8%	55.1%	3.7
Retail - Maintenance 90 Utilization	58.4%	54.8%	3.6
Home Delivery Utilization	0.4%	0.3%	0.1
Member Cost Net %	10.3%	10.4%	-0.2
Specialty Percent of Plan Cost Net	32.2%	32.1%	0.2
Specialty Plan Cost Net PMPM	\$38.28	\$36.86	3.9%
Formulary Compliance Rate	98.7%	98.5%	0.2

Large Employer - Accom and Food Services		Labor - Northeast Region	
2018	Change	2018	Change
43.5		39.7	
\$95.64	3.3%	\$92.32	0.3%
\$2.76	0.4%	\$2.82	-0.3%
\$73.91	0.4%	\$74.79	-0.3%
1.29	2.8%	1.23	0.6%
86.9%	0.0	85.7%	0.2
28.7%	-0.2	54.5%	-1.7
5.8%	0.6	2.6%	0.3
23.0%	-0.8	52.0%	-2.0
10.0%	0.0	10.3%	-0.1
34.7%	1.1	41.2%	3.3
\$33.19	6.6%	\$38.04	9.1%
98.5%	0.1	97.8%	0.2



Key Statistics: Specialty Detailed

- Your Specialty Plan Cost Net PMPM is \$5.09 higher than your peer, and trending 2.7 points lower
- You have 413 unique specialty patients, a decrease of 14 specialty patients

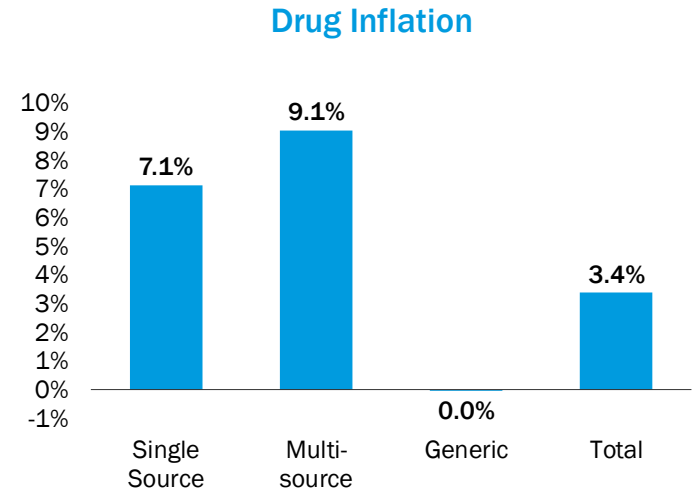
FELRA 4369						
Non-Specialty				Specialty		
Description	2018	2017	Change	2018	2017	Change
Avg Subscribers per Month	13,134	13,611	-3.5%	13,134	13,611	-3.5%
Avg Members per Month	21,022	21,803	-3.6%	21,022	21,803	-3.6%
Number of Unique Patients	16,054	16,496	-2.7%	413	427	-3.3%
Pct Members Utilizing Benefit	76.4%	75.7%	0.7	2.0%	2.0%	0.0
Total Plan Cost Net	\$20,298,144	\$20,438,951	-0.7%	\$9,656,542	\$9,643,542	0.1%
Percent of Total Plan Cost Net	67.8%	67.9%	-0.2	32.2%	32.1%	0.2
Total Days	12,183,562	12,035,274	1.2%	58,529	55,984	4.5%
Total Adjusted Rx	450,573	447,335	0.7%	2,146	2,057	4.3%
Percent of Total Adjusted Rx	99.53%	99.54%	0.0	0.47%	0.46%	0.0
Plan Cost Net PMPM	\$80.46	\$78.12	3.0%	\$38.28	\$36.86	3.9%
Plan Cost Net/Day	\$1.67	\$1.70	-1.9%	\$164.99	\$172.26	-4.2%
Plan Cost Net per Adjusted Rx	\$45.05	\$45.69	-1.4%	\$4,499.79	\$4,688.16	-4.0%
Nbr Adjusted Rx PMPM	1.79	1.71	4.5%	0.009	0.008	8.2%
Generic Fill Rate	87.1%	86.7%	0.4	11.3%	12.5%	-1.3
Member Cost Net %	12.1%	12.1%	0.0	6.2%	6.8%	-0.6

Specialty Large Employer - Accom and Food Services	
2018	Change
\$33.19	6.6%
\$195.03	-1.4%
\$5,428.91	-1.4%
0.006	8.1%
11.2%	0.9
5.6%	0.4



Trend Components: Inflation

- Drug inflation accounted for an increase of \$4.60 in PMPM
- Brands nearing patent expiration, specialty drugs, and limited supply drugs are typically the highest price inflated drugs



Drug Inflation - Top Impacted Drugs*

2018						2017			% Change	
Drug Name/ Strength	Specialty Flag	Scheduled Release	AWP	QTY	AWP/ QTY	AWP	QTY	AWP/ QTY	AWP/ QTY	Inflation Impact on AWP
HUMIRA PEN 40MG/0.8ML	Yes	2023	\$1,449,400	496	\$2,922.18	\$1,727,538	650	\$2,657.75	9.9%	\$131,156
FENOFIBRATE 145MG	No	2012	\$126,573	23,911	\$5.29	\$69,782	34,119	\$2.05	158.8%	\$77,670
ENBREL SURECLICK 50 MG/ML	Yes	N/A	\$706,898	474	\$1,490.34	\$739,273	545	\$1,356.76	9.8%	\$63,358
JANUVIA 100 MG	No	2023	\$665,285	38,782	\$17.15	\$656,583	42,106	\$15.59	10.0%	\$60,535
ELIQUIS 5 MG	No	2026	\$717,479	85,642	\$8.38	\$511,111	65,845	\$7.76	7.9%	\$52,697
TRULICITY 1.5 MG/0.5	No	2027	\$605,402	1,398	\$433.05	\$415,753	1,047	\$397.09	9.1%	\$50,271
REVLIMID 10 MG	Yes	2020	\$460,684	567	\$812.49	\$171,439	231	\$742.16	9.5%	\$39,879
XARELTO 20 MG	No	2024	\$478,032	28,531	\$16.75	\$360,940	23,442	\$15.40	8.8%	\$38,736
LANTUS SOLOSTAR 100/ML (3)	No	N/A	\$616,143	19,332	\$31.87	\$599,951	19,959	\$30.06	6.0%	\$35,039
OTEZLA 30 MG	Yes	N/A	\$354,195	5,472	\$64.73	\$233,924	3,992	\$58.60	10.5%	\$33,546

*Compounds are excluded from the Top 10 Impacted Drugs



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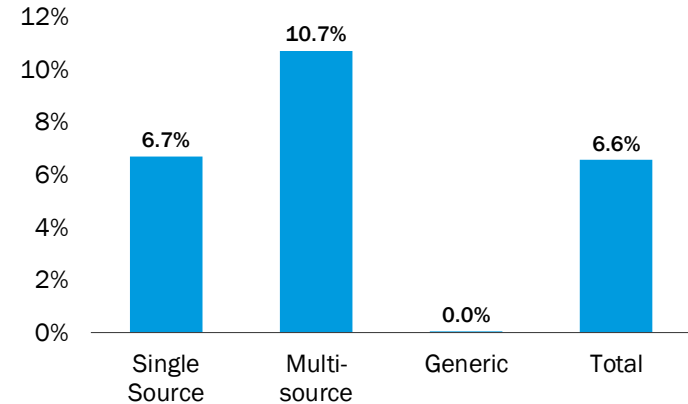
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Trend Components: Specialty Inflation

- Drug inflation accounted for an increase of \$2.66 in Specialty PMPM
- Brands nearing patent expiration, specialty drugs, and limited supply drugs are typically the highest price inflated drugs

Drug Inflation



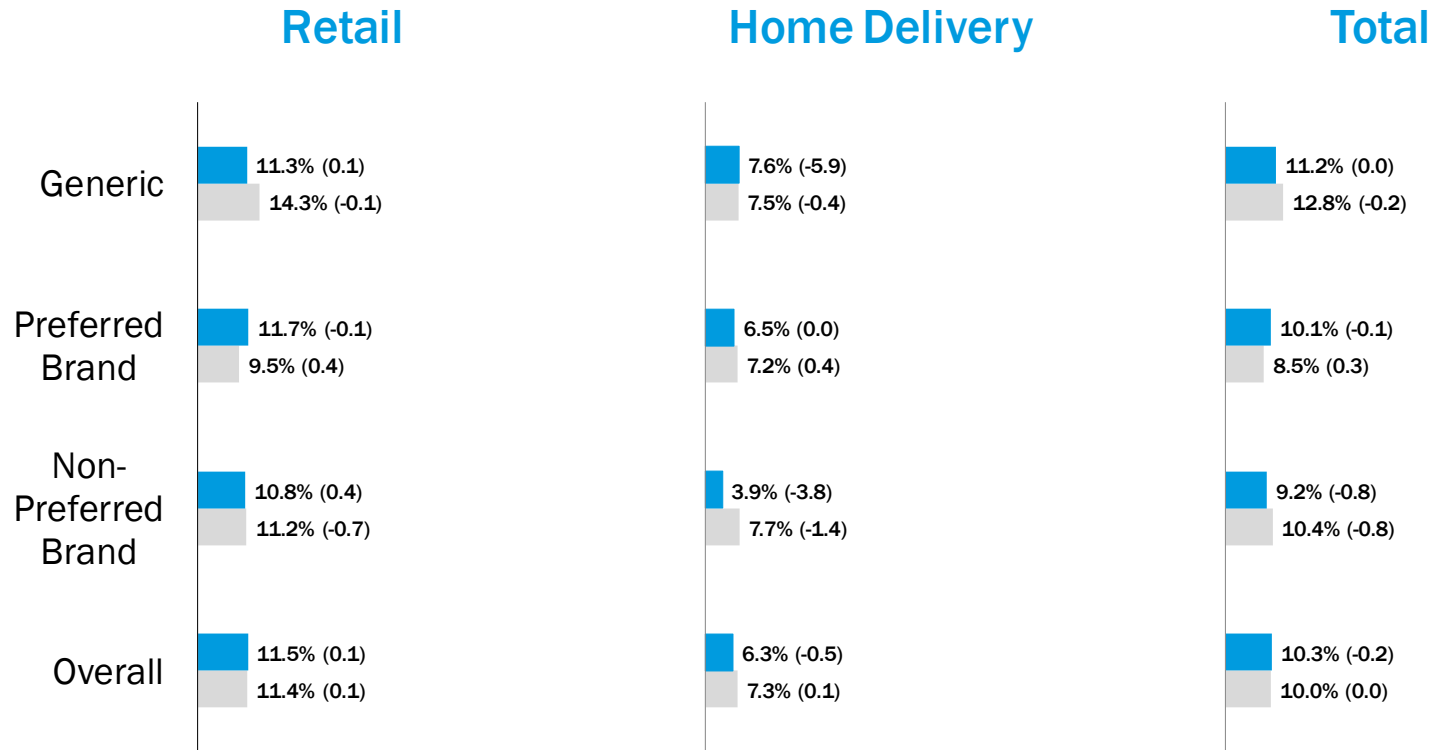
Drug Inflation - Top Impacted Drugs

2018						2017			% Change	
Drug Name/ Strength	Specialty Flag	Scheduled Release	AWP	QTY	AWP/ QTY	AWP	QTY	AWP/ QTY	AWP/ QTY	Inflation Impact on AWP
HUMIRA PEN 40MG/0.8ML	Yes	2023	\$1,449,400	496	\$2,922.18	\$1,727,538	650	\$2,657.75	9.9%	\$131,156
ENBREL SURECLICK 50 MG/ML	Yes	N/A	\$706,898	474	\$1,490.34	\$739,273	545	\$1,356.76	9.8%	\$63,358
REVLIMID 10 MG	Yes	2020	\$460,684	567	\$812.49	\$171,439	231	\$742.16	9.5%	\$39,879
OTEZLA 30 MG	Yes	N/A	\$354,195	5,472	\$64.73	\$233,924	3,992	\$58.60	10.5%	\$33,546
TECFIDERA 240 MG	Yes	2020	\$415,417	2,820	\$147.31	\$401,016	2,940	\$136.40	8.0%	\$30,769
GILENYA 0.5 MG	Yes	2023	\$395,462	1,260	\$313.86	\$382,130	1,320	\$289.49	8.4%	\$30,702
ENBREL 50 MG/ML	Yes	N/A	\$292,320	196	\$1,491.43	\$212,803	157	\$1,357.16	9.9%	\$26,316
HUMIRA 40MG/0.8ML	Yes	2023	\$286,476	98	\$2,923.22	\$202,107	76	\$2,659.31	9.9%	\$25,864
POMALYST 3 MG	Yes	2020	\$232,747	252	\$923.60	\$226,144	273	\$828.37	11.5%	\$23,998
COSENTYX PEN (2 PENS) 150 MG/ML	Yes	2029	\$311,017	110	\$2,827.43	\$292,238	112	\$2,609.27	8.4%	\$23,998



Trend Components: Member Cost

- Overall Member Cost Net is 10.3% a 0.2 point decrease over previous period



**Current Member Cost
Net %**

**Current Peer Member
Cost Net %**

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



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Top 10 Indications

- The largest financially impactful change was in Hepatitis C, driving \$0.8M in reduced net cost
- Hepatitis C trend decreased 47.0%, contributing -\$3.02 to Net PMPM
- Generic Fill Rate (GFR) in HIV lags your peer by 6.9 points

Represent
76.7%
Of Your Total
Plan Cost Net

Top Indications by Plan Cost Net															
2018										2017					%
Peer										2017					Change
AUM Strategy	Rank	Peer Rank	Indication	Adjusted		Plan Cost	Generic Fill	Generic Fill	Plan Cost Net	Adjusted		Generic Fill	Plan Cost Net	Plan Cost Net	
				Rxs	Patients	Net	Rate	Rate	PMPM	Rank	Rxs	Patients	Rate	PMPM	PMPM
ST/PA/DQM	1	3	DIABETES	36,775	2,201	\$5,588,393	53.9%	52.6%	\$22.15	1	35,970	2,223	54.6%	\$19.19	15.4%
ST/PA/DQM	2	1	INFLAMMATORY CONDITIONS	2,393	262	\$3,894,751	57.5%	54.5%	\$15.44	2	2,397	272	55.5%	\$14.23	8.5%
ST/PA/DQM	3	2	CANCER	1,523	195	\$3,039,071	81.7%	81.2%	\$12.05	3	1,551	197	82.1%	\$10.49	14.9%
ST/PA/DQM	4	5	PAIN/INFLAMMATION	35,967	6,920	\$2,251,008	93.2%	94.0%	\$8.92	4	37,891	7,273	92.1%	\$9.98	-10.5%
PA	5	4	HIV	1,011	87	\$2,124,871	8.0%	14.9%	\$8.42	5	1,174	97	3.6%	\$7.81	7.9%
ST/PA/DQM	6	8	ASTHMA	13,452	2,591	\$1,431,917	39.5%	37.7%	\$5.68	8	13,349	2,607	37.9%	\$5.00	13.6%
ST/DQM	7	6	HIGH BLOOD PRESS/HEART DISEASE	108,226	6,662	\$1,379,812	98.2%	98.3%	\$5.47	7	103,977	6,669	98.0%	\$5.58	-1.9%
ST/PA/DQM	8	7	MULTIPLE SCLEROSIS	185	20	\$1,228,784	12.4%	18.7%	\$4.87	9	194	23	1.5%	\$4.62	5.5%
PA	9	10	ANTICOAGULANT	5,219	618	\$1,178,333	40.3%	37.2%	\$4.67	11	4,756	603	46.3%	\$3.54	31.8%
ST/PA/DQM	10	14	HEPATITIS C	34	15	\$860,771	0.0%	2.4%	\$3.41	6	66	23	7.6%	\$6.44	-47.0%
			Total Top 10:	204,785		\$22,977,710	82.9%		\$91.09		201,325		82.6%	\$86.86	4.9%
			Differences Between Periods:	3,460		\$253,307	0.3%		\$4.23						

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



Top 25 Drugs

- Represent 36.9% of your total Plan Cost Net and comprise 11 indications
- 11 of your top 25 are specialty drugs, making up 47.6% of your Top 25 spend

Top Drugs by Plan Cost Net													
2018								2017				% Change	
AUM 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	1	HUMIRA PEN*	INFLAMMATORY CONDITIONS	220	27	\$1,132,412	\$4.49	1	254	41	\$5.16	-13.1%
PA/DQM	2	6	TRULICITY	DIABETES	1,030	139	\$665,573	\$2.64	5	804	120	\$1.82	45.3%
PA	3	9	ELIQUIS	ANTICOAGULANT	1,797	255	\$636,254	\$2.52	8	1,376	185	\$1.74	45.0%
ST/DQM	4	7	JANUVIA	DIABETES	1,705	215	\$632,484	\$2.51	3	1,861	216	\$2.42	3.6%
ST/PA/DQM	5	3	ENBREL SURECLICK*	INFLAMMATORY CONDITIONS	121	16	\$536,779	\$2.13	4	139	15	\$2.18	-2.2%
ST/PA/DQM	6	20	HARVONI*	HEPATITIS C	17	7	\$521,663	\$2.07	2	41	15	\$4.75	-56.4%
PA/DQM	7	10	IMBRUVICA*	CANCER	47	4	\$513,094	\$2.03	14	34	4	\$1.23	65.9%
PA	8		HAEGARDA*	HEREDITARY ANGIOEDEMA	26	1	\$501,842	\$1.99	79	6	1	\$0.44	357.3%
ST	9	8	LYRICA	PAIN/INFLAMMATION	1,089	200	\$471,505	\$1.87	6	1,230	236	\$1.79	4.6%
PA	10	2	REVLIMID*	CANCER	33	3	\$453,434	\$1.80	19	23	3	\$1.07	68.4%
N/A	11	40	LANTUS SOLOSTAR	DIABETES	1,624	197	\$446,364	\$1.77	9	1,674	200	\$1.68	5.5%
N/A	12	33	HUMALOG KWIKPEN U-100	DIABETES	1,310	205	\$434,948	\$1.72	10	1,133	189	\$1.50	15.0%
N/A	13	5	GENVOYA	HIV	143	16	\$399,168	\$1.58	26	90	14	\$0.91	74.2%
PA	14	12	XARELTO	ANTICOAGULANT	1,105	152	\$394,876	\$1.57	16	922	146	\$1.17	34.0%
PA/DQM	15	26	SYMBICORT	ASTHMA	1,315	295	\$356,130	\$1.41	15	1,243	279	\$1.22	15.7%
PA/DQM	16	11	IBRANCE*	CANCER	33	5	\$353,850	\$1.40	7	45	8	\$1.75	-19.7%
ST	17	14	TECFIDERA*	MULTIPLE SCLEROSIS	47	4	\$342,877	\$1.36	13	47	5	\$1.28	5.9%
N/A	18	985	THIOLA*	URINARY DISORDERS	12	1	\$321,034	\$1.27	11	13	1	\$1.33	-4.3%
ST	19	23	GILENYA*	MULTIPLE SCLEROSIS	42	4	\$303,329	\$1.20	18	44	4	\$1.12	7.1%
ST/PA	20	17	OTEZLA*	INFLAMMATORY CONDITIONS	92	17	\$286,192	\$1.13	36	68	11	\$0.73	55.4%
ST/PA/DQM	21	38	OXYCONTIN	PAIN/INFLAMMATION	591	74	\$280,011	\$1.11	20	558	80	\$1.03	8.2%
N/A	22	31	TRIUMEQ	HIV	105	11	\$279,868	\$1.11	41	75	9	\$0.69	59.9%
ST/DQM	23	30	JARDIANCE	DIABETES	675	100	\$275,514	\$1.09	43	455	80	\$0.65	66.8%
ST/DQM	24	41	JANUMET	DIABETES	738	90	\$264,687	\$1.05	22	797	96	\$0.99	5.8%
N/A	25	85	ODEFSEY	HIV	102	10	\$263,715	\$1.05	59	63	9	\$0.58	79.5%
			Total Top 25:		14,019		\$11,067,604	\$43.87		12,995		\$39.21	11.9%
			Differences Between Periods:		1,024		\$807,953	\$4.66					

*Specialty Drugs

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



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Top 10 Specialty Indications

- The largest financially impactful change in Specialty was in Hepatitis C, driving \$0.8M in reduced net cost from a 47.0% decrease in Net PMPM
- Hereditary Angioedema trend increased 357.3%, contributing an additional \$1.55 to Specialty Cost Net PMPM
- Urinary Disorders has a larger impact on your spend than it does on the peer, ranked 11 vs 24

Top Specialty Indications by Plan Cost Net													
2018								2017					% Change
AUM Strategy	Overall Rank	Overall Peer Rank	Indication	Adjusted Rxs	Patients	Plan Cost Net	Plan Cost Net PMPM	Overall Rank	Adjusted Rxs	Patients	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM
ST/PA/DQM	2	1	INFLAMMATORY CONDITIONS	741	96	\$3,509,231	\$13.91	2	741	97	\$3,347,998	\$12.80	8.7%
ST/PA/DQM	3	2	CANCER	314	43	\$2,995,020	\$11.87	3	312	51	\$2,705,878	\$10.34	14.8%
ST/PA/DQM	8	7	MULTIPLE SCLEROSIS	185	20	\$1,228,784	\$4.87	9	194	23	\$1,208,165	\$4.62	5.5%
ST/PA/DQM	10	14	HEPATITIS C	34	15	\$860,771	\$3.41	6	66	23	\$1,683,903	\$6.44	-47.0%
PA	15		HEREDITARY ANGIOEDEMA	26	1	\$501,842	\$1.99	44	6	1	\$113,812	\$0.44	357.3%
ST/DQM	11	24	URINARY DISORDERS	12	1	\$321,034	\$1.27	12	13	1	\$347,997	\$1.33	-4.3%
PA/DQM	30	38	IDIOPATHIC PULMONARY FIBROSIS	26	3	\$226,188	\$0.90	50	12	1	\$94,121	\$0.36	149.2%
PA	38	0	IRON TOXICITY	11	2	\$176,248	\$0.70	29	17	2	\$231,216	\$0.88	-20.9%
ST/PA/DQM	6	8	ASTHMA	58	7	\$171,855	\$0.68	8	29	4	\$59,539	\$0.23	199.4%
ST/PA/DQM	42	23	PULMONARY HYPERTENSION	72	46	\$136,472	\$0.54	46	80	43	\$102,423	\$0.39	38.2%
			Total Top 10:	1,479		\$10,127,444	\$40.15		1,470		\$9,895,052	\$37.82	6.2%
			Differences Between Periods:	9		\$232,392	\$2.33						

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



Top 25 Specialty Drugs

- Represent 27.5% of your total Plan Cost Net and comprise 8 indications

Top Specialty Drugs by Plan Cost Net															
2018									2017					% Change	
AUM Strategy	Overall Rank	Overall Peer Rank	Brand Name	Indication	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net / Adj. Rx	Plan Cost Net PMPM	Overall Rank	Adj. Rxs	Pts.	Plan Cost Net / Adj. Rx	Plan Cost Net PMPM	Plan Cost Net PMPM
ST/PA/DQM	1	1	HUMIRA PEN	INFLAMMATORY CONDITIONS	220	27	\$1,132,412	\$5,147	\$4.49	1	254	41	\$5,320	\$5.16	-13.1%
ST/PA/DQM	5	3	ENBREL SURECLICK	INFLAMMATORY CONDITIONS	121	16	\$536,779	\$4,436	\$2.13	4	139	15	\$4,097	\$2.18	-2.2%
ST/PA/DQM	6	20	HARVONI	HEPATITIS C	17	7	\$521,663	\$30,686	\$2.07	2	41	15	\$30,285	\$4.75	-56.4%
PA/DQM	7	10	IMBRUVICA	CANCER	47	4	\$513,094	\$10,917	\$2.03	14	34	4	\$9,435	\$1.23	65.9%
PA	8		HAEGARDA	HEREDITARY ANGIOEDEMA	26	1	\$501,842	\$19,302	\$1.99	79	6	1	\$18,969	\$0.44	357.3%
PA	10	2	REVLIMID	CANCER	33	3	\$453,434	\$13,740	\$1.80	19	23	3	\$12,143	\$1.07	68.4%
PA/DQM	16	11	IBRANCE	CANCER	33	5	\$353,850	\$10,723	\$1.40	7	45	8	\$10,151	\$1.75	-19.7%
ST	17	14	TECFIDERA	MULTIPLE SCLEROSIS	47	4	\$342,877	\$7,295	\$1.36	13	47	5	\$7,144	\$1.28	5.9%
N/A	18	985	THIOLA	URINARY DISORDERS	12	1	\$321,034	\$26,753	\$1.27	11	13	1	\$26,769	\$1.33	-4.3%
ST	19	23	GILENYA	MULTIPLE SCLEROSIS	42	4	\$303,329	\$7,222	\$1.20	18	44	4	\$6,678	\$1.12	7.1%
ST/PA	20	17	OTEZLA	INFLAMMATORY CONDITIONS	92	17	\$286,192	\$3,111	\$1.13	36	68	11	\$2,809	\$0.73	55.4%
ST/PA/DQM	26	19	EPCLUSA	HEPATITIS C	11	5	\$262,856	\$23,896	\$1.04	17	12	5	\$25,151	\$1.15	-9.7%
ST/PA	27	18	COSENTYX PEN (2 PENS)	INFLAMMATORY CONDITIONS	54	6	\$256,702	\$4,754	\$1.02	25	49	6	\$4,964	\$0.93	9.5%
ST/PA/DQM	28	36	ZYTIGA	CANCER	25	3	\$254,134	\$10,165	\$1.01	71	14	5	\$8,912	\$0.48	111.3%
PA	29	28	POMALYST	CANCER	16	3	\$250,522	\$15,658	\$0.99	37	13	1	\$14,587	\$0.72	37.0%
ST/PA/DQM	30	77	ENBREL	INFLAMMATORY CONDITIONS	54	6	\$246,288	\$4,561	\$0.98	40	46	5	\$3,970	\$0.70	39.9%
ST/PA	31	4	STELARA	INFLAMMATORY CONDITIONS	31	5	\$244,330	\$7,882	\$0.97	38	37	6	\$5,029	\$0.71	36.2%
PA/DQM	34	29	OFEV	IDIOPATHIC PULMONARY FIBROSIS	26	3	\$226,188	\$8,700	\$0.90	95	12	1	\$7,843	\$0.36	149.2%
ST/PA/DQM	35	15	HUMIRA	INFLAMMATORY CONDITIONS	41	6	\$225,547	\$5,501	\$0.89	52	37	6	\$4,257	\$0.60	48.5%
PA	40	74	AFINITOR	CANCER	13	2	\$194,657	\$14,974	\$0.77	85	8	1	\$13,334	\$0.41	89.3%
PA/DQM	42		ALECENSA	CANCER	13	1	\$190,856	\$14,681	\$0.76	391	1	1	\$13,820	\$0.05	1332.3%
ST/PA/DQM	44	202	REBIF REBIDOSE	MULTIPLE SCLEROSIS	27	2	\$189,546	\$7,020	\$0.75	55	24	3	\$6,512	\$0.60	25.8%
N/A	57		DARZALEX	CANCER	9	1	\$149,770	\$16,641	\$0.59						
ST/PA	62	48	XELJANZ XR	INFLAMMATORY CONDITIONS	37	6	\$136,732	\$3,695	\$0.54	75	35	5	\$3,361	\$0.45	20.5%
PA/DQM	63	54	XOLAIR	ASTHMA	44	5	\$136,354	\$3,099	\$0.54	137	29	4	\$2,053	\$0.23	137.5%
			Total Top 25:		1,091		\$8,230,988	\$7,544	\$32.63		1,031		\$7,212	\$28.42	14.8%
			Differences Between Periods:		60		\$795,689	\$333	\$4.21						

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



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Top 10 Non-Specialty Indications

- The largest financially impactful change in Non-Specialty was in Diabetes, driving \$0.6M in reduced net cost from a 15.4% increase in Net PMPM
- Anticoagulant trend increased 35.3%, contributing an additional \$1.16 to Non-Specialty Cost Net PMPM
- Attention Disorders has a larger impact on your spend than it does on the peer, ranked 14 vs 20

Top Non-Specialty Indications by Plan Cost Net													
2018								2017					% Change
AUM Strategy	Overall Rank	Overall Peer Rank	Indication	Adjusted Rxs	Adjusted Patients	Plan Cost Net	Plan Cost Net PMPM	Overall Rank	Adjusted Rxs	Adjusted Patients	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net PMPM
ST/PA/DQM	1	3	DIABETES	36,775	2,201	\$5,588,393	\$22.15	1	35,970	2,223	\$5,021,088	\$19.19	15.4%
ST/PA/DQM	4	5	PAIN/INFLAMMATION	35,966	6,920	\$2,249,506	\$8.92	4	37,887	7,273	\$2,604,624	\$9.96	-10.4%
PA	5	4	HIV	1,011	87	\$2,124,871	\$8.42	5	1,174	97	\$2,042,979	\$7.81	7.9%
ST/DQM	7	6	HIGH BLOOD PRESS/HEART DISEASE	108,226	6,662	\$1,379,812	\$5.47	7	103,977	6,669	\$1,458,625	\$5.58	-1.9%
ST/PA/DQM	6	8	ASTHMA	13,394	2,590	\$1,260,062	\$5.00	8	13,320	2,606	\$1,247,460	\$4.77	4.8%
PA	9	10	ANTICOAGULANT	5,101	583	\$1,119,050	\$4.44	11	4,624	550	\$857,701	\$3.28	35.3%
ST/PA/DQM	12	9	HIGH BLOOD CHOLESTEROL	45,166	4,515	\$593,173	\$2.35	10	43,733	4,440	\$933,178	\$3.57	-34.1%
ST/PA	14	20	ATTENTION DISORDERS	3,145	377	\$561,204	\$2.22	13	3,317	408	\$546,292	\$2.09	6.5%
ST/PA/DQM	13	11	SKIN CONDITIONS	3,989	1,961	\$508,147	\$2.01	14	3,992	1,993	\$495,042	\$1.89	6.5%
PA/DQM	16	21	COPD	1,715	303	\$496,182	\$1.97	15	1,792	315	\$476,657	\$1.82	8.0%
			Total Top 10:	254,488		\$15,880,400	\$62.95		249,786		\$15,683,645	\$59.94	5.0%
			Differences Between Periods:	4,702		\$196,755	\$3.01						

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



Top 25 Non-Specialty Drugs

- Represent 26.8% of your total Plan Cost Net and comprise 7 indications

Top Non-Specialty Drugs by Plan Cost Net															
2018									2017					% Change	
AUM Strategy	Overall Rank	Overall Peer Rank	Brand Name	Indication	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net / Adj. Rx	Plan Cost Net PMPM	Overall Rank	Adj. Rxs	Pts.	Plan Cost Net / Adj. Rx	Plan Cost Net PMPM	Plan Cost Net PMPM
PA/DQM	2	6	TRULICITY	DIABETES	1,030	139	\$665,573	\$646	\$2.64	5	804	120	\$591	\$1.82	45.3%
PA	3	9	ELIQUIS	ANTICOAGULANT	1,797	255	\$636,254	\$354	\$2.52	8	1,376	185	\$331	\$1.74	45.0%
ST/DQM	4	7	JANUVIA	DIABETES	1,705	215	\$632,484	\$371	\$2.51	3	1,861	216	\$340	\$2.42	3.6%
ST	9	8	LYRICA	PAIN/INFLAMMATION	1,089	200	\$471,505	\$433	\$1.87	6	1,230	236	\$380	\$1.79	4.6%
N/A	11	40	LANTUS SOLOSTAR	DIABETES	1,624	197	\$446,364	\$275	\$1.77	9	1,674	200	\$262	\$1.68	5.5%
N/A	12	33	HUMALOG KWIKPEN U-100	DIABETES	1,310	205	\$434,948	\$332	\$1.72	10	1,133	189	\$346	\$1.50	15.0%
N/A	13	5	GENVOYA	HIV	143	16	\$399,168	\$2,791	\$1.58	26	90	14	\$2,641	\$0.91	74.2%
PA	14	12	XARELTO	ANTICOAGULANT	1,105	152	\$394,876	\$357	\$1.57	16	922	146	\$331	\$1.17	34.0%
PA/DQM	15	26	SYMBICORT	ASTHMA	1,315	295	\$356,130	\$271	\$1.41	15	1,243	279	\$257	\$1.22	15.7%
ST/PA/DQM	21	38	OXYCONTIN	PAIN/INFLAMMATION	591	74	\$280,011	\$474	\$1.11	20	558	80	\$481	\$1.03	8.2%
N/A	22	31	TRIUMEQ	HIV	105	11	\$279,868	\$2,665	\$1.11	41	75	9	\$2,420	\$0.69	59.9%
ST/DQM	23	30	JARDIANCE	DIABETES	675	100	\$275,514	\$408	\$1.09	43	455	80	\$376	\$0.65	66.8%
ST/DQM	24	41	JANUMET	DIABETES	738	90	\$264,687	\$359	\$1.05	22	797	96	\$325	\$0.99	5.8%
N/A	25	85	ODEFSEY	HIV	102	10	\$263,715	\$2,585	\$1.05	59	63	9	\$2,419	\$0.58	79.5%
N/A	32	67	HUMALOG	DIABETES	547	82	\$242,692	\$444	\$0.96	27	528	88	\$443	\$0.89	7.5%
N/A	33	27	METOPROLOL SUCCINATE	HIGH BLOOD PRESS/HEART DISEASE	8,789	941	\$235,102	\$27	\$0.93	42	8,208	932	\$21	\$0.66	40.7%
N/A	36	143	TRESIBA FLEXTOUCH U-200	DIABETES	404	49	\$219,381	\$543	\$0.87	73	273	40	\$446	\$0.47	87.0%
PA/DQM	37	62	CIALIS	ERECTILE DYSFUNCTION	679	137	\$217,581	\$320	\$0.86	32	717	153	\$285	\$0.78	10.4%
N/A	38	44	ATRIPLA	HIV	77	9	\$201,078	\$2,611	\$0.80	30	93	12	\$2,400	\$0.85	-6.6%
N/A	39	63	STRIBILD	HIV	66	7	\$195,869	\$2,968	\$0.78	12	122	18	\$2,805	\$1.31	-40.6%
ST	41	42	BYSTOLIC	HIGH BLOOD PRESS/HEART DISEASE	1,589	175	\$193,737	\$122	\$0.77	48	1,467	177	\$114	\$0.64	20.6%
ST	43	107	DUEXIS	PAIN/INFLAMMATION	100	31	\$190,495	\$1,905	\$0.76	31	117	39	\$1,832	\$0.82	-7.8%
ST/DQM	45	57	FARXIGA	DIABETES	462	66	\$188,870	\$409	\$0.75	66	352	43	\$379	\$0.51	46.8%
ST/DQM	46	51	INVOKANA	DIABETES	443	49	\$183,079	\$413	\$0.73	39	490	63	\$378	\$0.71	2.6%
N/A	47	150	LEVEMIR FLEXTOUCH	DIABETES	528	72	\$172,880	\$327	\$0.69	28	711	89	\$326	\$0.88	-22.6%
			Total Top 25:		27,013		\$8,041,864	\$298	\$31.88	25,359			\$276	\$26.71	19.4%
			Differences Between Periods:		1,654		\$1,053,831	\$22	\$5.17						

Peer = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment



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Generic Fill Rate Opportunity

You are spending

3.6%

more in plan cost for every 1% of
GFR not achieved

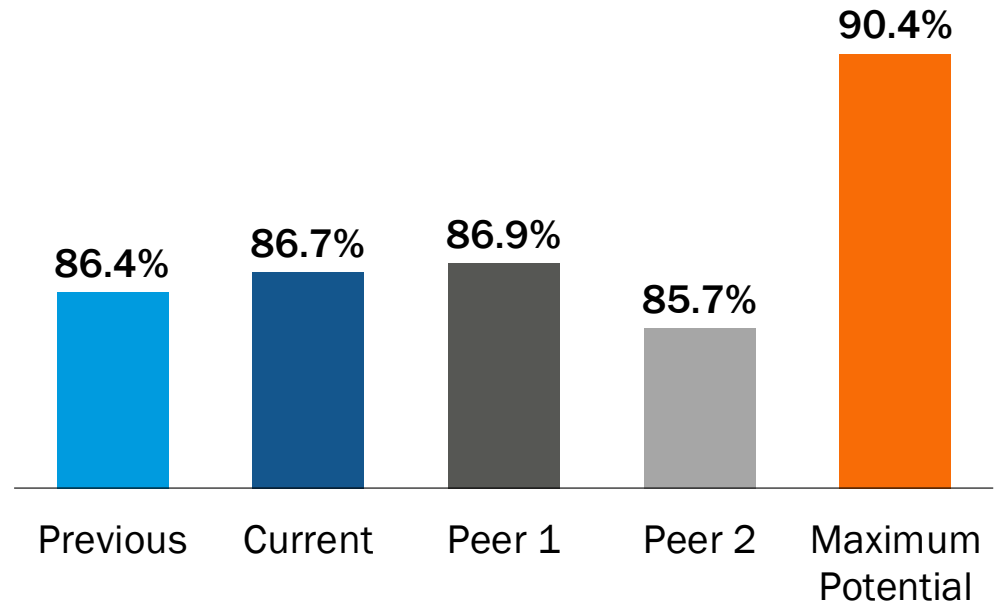
Increased GFR this period
reduced your plan cost by

\$482K

The difference between your
current GFR and Peer 1 is
costing your plan

\$262K

Generic Fill Rate



GFR Savings calculation excludes Specialty drugs and Rebate impact is not included
Generic Fill Rate (GFR) and Maximum GFR Potential calculated with Adjusted Rx's
Peer 1 = Express Scripts Peer 'Large Employer - Accom and Food Services' market segment
Peer 2 = Express Scripts Peer 'Labor - Northeast Region' market segment

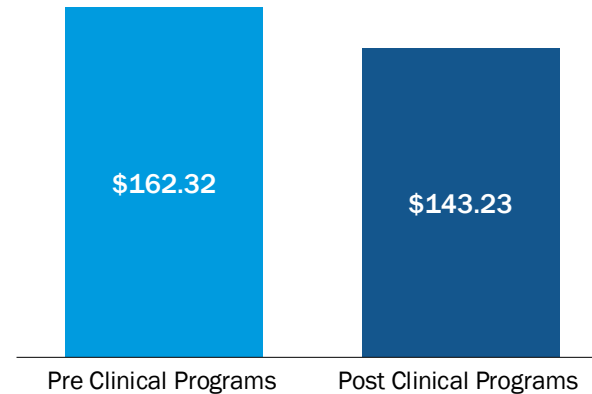


Clinical Savings and Impact

- FELRA 4369 saved \$4,814,379 by helping patients make clinically appropriate decisions via Clinical Programs
- Savings from these programs decreased Plan Cost PMPM by 11.8%

Plan Cost Savings			
Program	Current 2018	Previous 2017	Change
AUM	\$504,617	\$945,035	-46.6%
CDUR	\$3,570,856	\$3,166,332	12.8%
RDUR	\$108,555	\$116,197	-6.6%
Interchange	\$3,607	\$63	5607.1%
NPF	\$626,744	\$973,577	-35.6%

Plan Cost PMPM



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

The first targets Multi-Source Brand drugs with DAW 1 or 2 alerting patients or prescribers of a Generic equivalent.

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

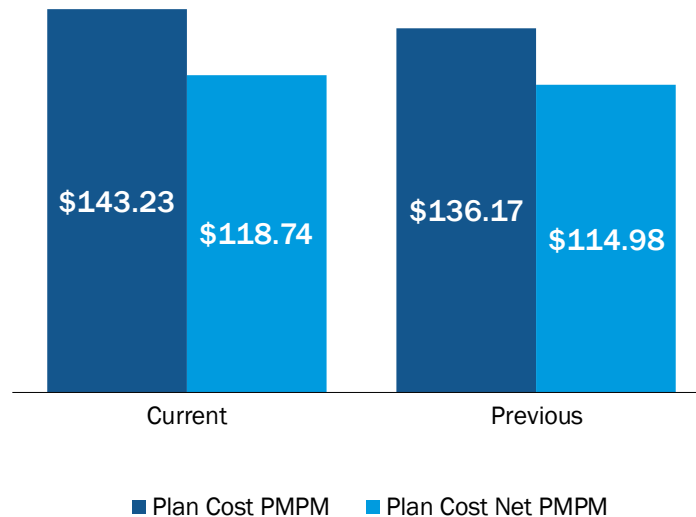
Program fees are not included in these savings numbers



Value of Rebates

- FELRA 4369 earned \$6.2M in manufacturer rebates in 2018
- Rebates reduced Plan Cost PMPM from \$143.23 to \$118.74 (-17.1%)
- Drug trend after rebates was 3.3%

Rebates*			
Program	Current 2018	Previous 2017	Change
Retail	\$4,846,278	\$4,653,436	4.1%
Home Delivery	\$1,331,900	\$891,340	49.4%
Total	\$6,178,178	\$5,544,776	11.4%



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





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