



catamaran

UFCW Union & P E HW Fund Catamaran Quarterly Review & Highlights 4Q2012



What's New In The Industry?

HHS Releases Proposed ACA Insurance Regulations

On November 20th, 2012 HHS released regulations to implement provisions of the healthcare reform law as it relates to *health insurance market reform, effective*

1/1/2014

- PPACA makes it illegal for health insurance companies to discriminate against people with pre-existing conditions
- Market Reforms Regulations
 - » Single, statewide risk pool for individual & small employer markets
 - » Provisions for enrollment in a catastrophic plan
- Essential health benefits
 - » Core set of critical benefits that would give consumers a consistent way to compare health plans in the individual and small group markets.
- Employment based wellness programs
 - » Promote health and help control health care spending, while also ensuring that individuals are protected from reduction in benefits based on health status



In the Spotlight

BriovaRx™ is Catamaran's Specialty Pharmacy

BriovaRx™ is more than a specialty pharmacy. For over 15 years, we've been a support system for patients with complex conditions and a trusted partner to their physicians.

- **Our Model:** High touch, patient-centric care is the foundation of our core service model. This enables us to deliver:
 - » Outstanding support for your members
 - » Expert treatment management
 - » Centralized technology
 - » Administrative support
 - » Clinical expertise

- **How We Support Clients:** Coupling high quality clinical service and cost containment strategies provides significant value to our clients. We offer clients choice on how they set up their specialty network whether it's going exclusive with BriovaRx™, preferred/limited network or an open network.

- **Key Services:**

- » Compliance monitoring
- » Physician follow-up
- » Injection training
- » 24-hour emergency clinical support
- » Convenient home delivery
- » Benefit investigation/prior authorization
- » Insurance Billing



In the Spotlight:

BrivoRx™ is Catamaran's Specialty Pharmacy

Catamaran Specialty Pharmacy Opportunities		Cost Control
Utilization management • Evidence-based guidelines • Improved patient outcomes		✓
Dose optimization • Integrated clinical information with appropriate dosing • Waste management		✓
Quantity limits • Dispensing limited to a one month supply • Proactive medication management		✓
Step therapy • Ensures use of clinically appropriate medication • Retrospective claim review		✓
Preferred products • Drives preferred product utilization • Restricts non-preferred products with PAs, NDC block, tiered copays		✓
Utilize Exclusive Specialty Pharmacy Network • Comprehensive and consistent patient management • Improved cost savings • Access to specialty medications • Relevant data reporting		✓



Catamaran's Discount Card Program

Catamaran's discount card program is a flexible solution that is designed to offer tangible benefits to plans/plan sponsors and members on prescription medications.

Plan/Plan Sponsor Benefits

- Dedicated account management
- Full reporting using RxTrack
- State and Federal compliance support
- Can complement current benefit offering

Member Benefits

- **Lower cost on prescriptions:** average savings of 47%; 15% savings on brands and 53% savings on generics
- **Wide Acceptance:** discount card can be used at over 60,000 network pharmacies
- **Medication Coverage:**
 - » *Uninsured members:* covers all medications
 - » *Insured members:* covers all medications not on formulary/excluded, or in lieu of a deductible or co-pay plan
- **Program Support:** 24/7 Pharmacy help desk

For more information on how this program can address your specific needs, please contact your account manager.



catamaran

plan performance review

plan performance review



plan performance review

key performance

Description	UFCW Union & P E HW Fund			Book of Business			Industry		
	UFCW			Catamaran			UFCW		
	Jan 12	Dec 12	% Change	Jan 12	Dec 12	% Change	Jan 12	Dec 12	% Change
Average Eligible Members	5,259		-16.6%						
Average Age	42.4		3.0%				38.8		0.4%
Percent Total Utilizers	72.2%		0.9%				62.8%		-1.6%
Total Plan Paid	\$5,963,653		-8.8%						
Total Rx's	68,045		-14.1%						
Plan Paid PMPM	\$94.49		9.3%	\$56.78		5.7%	\$53.30		4.5%
Plan Paid per Rx	\$87.64		6.1%	\$56.82		6.9%	\$75.33		4.4%
Rx's PMPM	1.08		3.0%	0.85		1.1%	0.84		0.0%
Days Supply PMPM	\$7.5		3.8%	27.5		0.6%	29.9		1.0%
Member Cost Share	7.8%		-1.0%	19.5%		-6.0%	15.0%		-5.4%
Generic Dispensing Rate	73.0%		6.4%	78.0%		4.5%	77.6%		5.6%
Mail Order Rate	0.0%		0.0%	3.4%		-8.4%	2.5%		-8.5%
Average Days Supply	35.1		0.8%	32.4		1.8%	35.6		1.0%
Specialty Plan Paid PMPM	\$14.19		29.1%	\$14.44		21.3%	\$11.83		19.1%
Percent of Specialty Plan Paid	15.0%		18.1%	25.4%		14.8%	18.7%		14.0%

- The trend was 9.3%. The UFCW Industry is at 4.5%.
- Specialty is a substantial contributor to the overall trend as the specialty PMPM on its own increased by 29%, higher than the Industry and Book of Business.

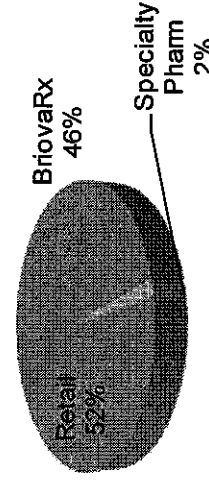


plan performance review

traditional vs specialty - UFCW Union & P E HW Fund

Description	Traditional		% Change	Specialty		% Change
	Jan 12 - Dec 12	Jan 11 - Dec 11		Jan 11 - Dec 11	Jan 12 - Dec 12	
Average Eligible Members	5,259	6,305	-16.6%	6,305	6,305	-16.6%
Total Utilizers	3,792	4,507	-15.9%	96	96	-10.4%
Total Plan Paid	\$5,067,839	\$5,709,224	-11.2%	\$832,075	\$895,814	7.7%
Percent of Total Plan Paid	85.0%	87.3%	-2.6%	12.7%	15.0%	18.1%
Total Rx's	67,346	78,407	-14.1%	806	699	-13.3%
Plan Paid PMPM	\$80.30	\$76.46	6.4%	\$11.00	\$14.19	29.1%
Plan Paid per Rx	\$75.25	\$72.82	3.3%	\$1,032.36	\$1,284.57	24.1%
Rxs PMPM	1.07	1.04	3.0%	0.012	0.011	4.0%
Days Supply PMPM	37.6	36.1	3.8%	0.298	0.313	4.8%
Generic Dispensing Rate	73.4%	69.0%	6.4%	30.3%	32.9%	8.7%
Member Cost Share	7.9%	7.9%	0.0%	8.0%	7.5%	-6.8%
Copay per Rx	\$6.43	\$6.22	3.3%	\$89.95	\$103.51	15.1%

Percent of Specialty Rx's



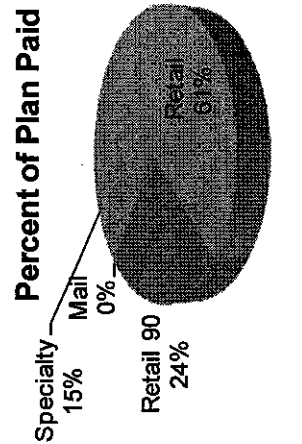
Specialty represents 1.6% of the total members, but 15.0% of the total paid by the plan.

Specialty Pharm are pharmacies that primarily dispense only specialty drugs

retail vs retail 90 vs mail - UFCW Union & P E HW Fund

Description	Results Exclude Specialty Claims									
	Retail					Retail 90				
	Jan 12 Dec 12	Jan 11 Dec 11	% Change	Jan 12 Dec 12	Jan 11 Dec 11	% Change	Jan 12 Dec 12	Jan 11 Dec 11	% Change	Jan 12 Dec 12
Average Eligible Members	5,259	6,305	-16.6%	5,259	6,305	-16.6%	5,259	6,305	-16.6%	5,259
Total Utilizers	3,677	4,370	-15.9%	1,574	1,834	-14.2%	0	0	0.0%	0
Total Plan Paid	\$3,622,706	\$4,065,034	-10.9%	\$1,445,133	\$1,644,190	-12.1%	\$0	\$0	0.0%	\$0
Percent of Total Plan Paid	60.7%	62.1%	-2.2%	24.2%	25.1%	-3.6%	0.0%	0.0%	0.0%	0.0%
Total Rx's	56,261	66,143	-14.9%	11,085	12,264	-9.6%	0	0	0.0%	0
Percent of Total Rx's	82.7%	83.5%	-1.0%	16.3%	15.5%	5.2%	0.0%	0.0%	0.0%	0.0%
Plan Paid PMPM	\$57.40	\$53.73	6.8%	\$22.90	\$21.73	5.4%	\$0.00	\$0.00	0.0%	\$0.00
Plan Paid per Rx	\$64.39	\$61.45	4.8%	\$130.37	\$134.07	-2.8%	\$0.00	\$0.00	0.0%	\$0.00
Rx's PMPM	0.89	0.87	2.0%	0.18	0.16	8.4%	0.00	0.00	0.0%	0.00
Days Supply PMPM	21.7	21.6	0.7%	15.8	14.6	8.3%	0.0	0.0	0.0%	0.00
Generic Dispensing Rate	72.4%	69.0%	4.9%	78.4%	68.8%	14.0%	0.0%	0.0%	0.0%	0.0%
Member Cost Share	8.1%	8.1%	-0.3%	7.3%	7.3%	0.8%	0.0%	0.0%	0.0%	0.0%
Copay per Rx	\$5.67	\$5.43	4.4%	\$10.28	\$10.48	-2.0%	\$0.00	\$0.00	0.0%	\$0.00

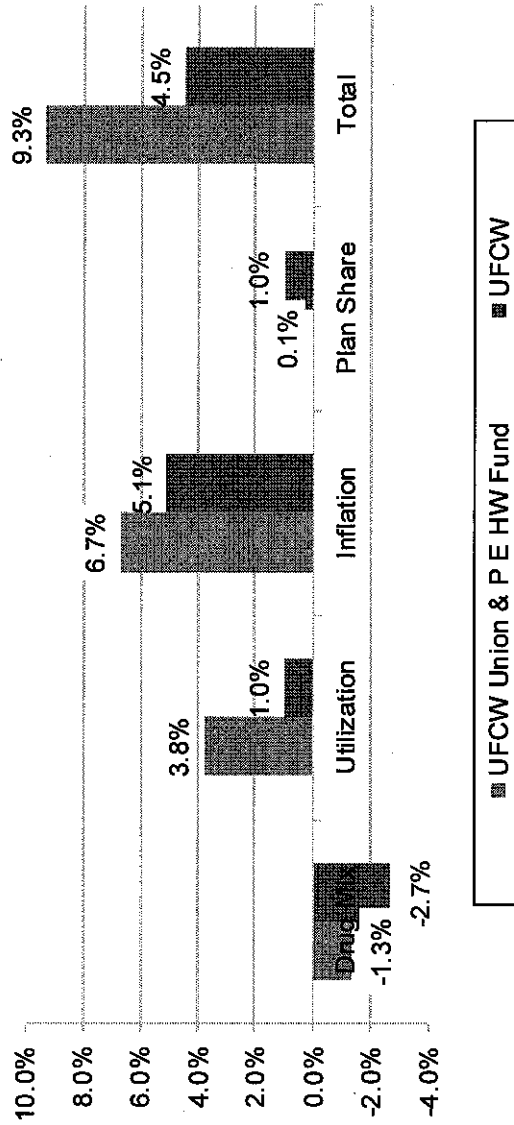
- Retail 90 represents 29.9% of the total members, but 24.2% of the total paid by the plan.





trend components - UFCW Union & P E HW Fund

Components of Trend	Jan 12 - Dec 12 vs Jan 11 - Dec 11		
	Impact of Change	Change in Plan Paid PMPM	UFCW Impact of Change
Drug Mix	-1.3%	-\$1.15	-2.7%
Utilization	3.8%	\$3.30	1.0%
Inflation	6.7%	\$5.81	5.1%
Plan Share	0.1%	\$0.07	1.0%
Total	9.3%	\$8.04	4.5%

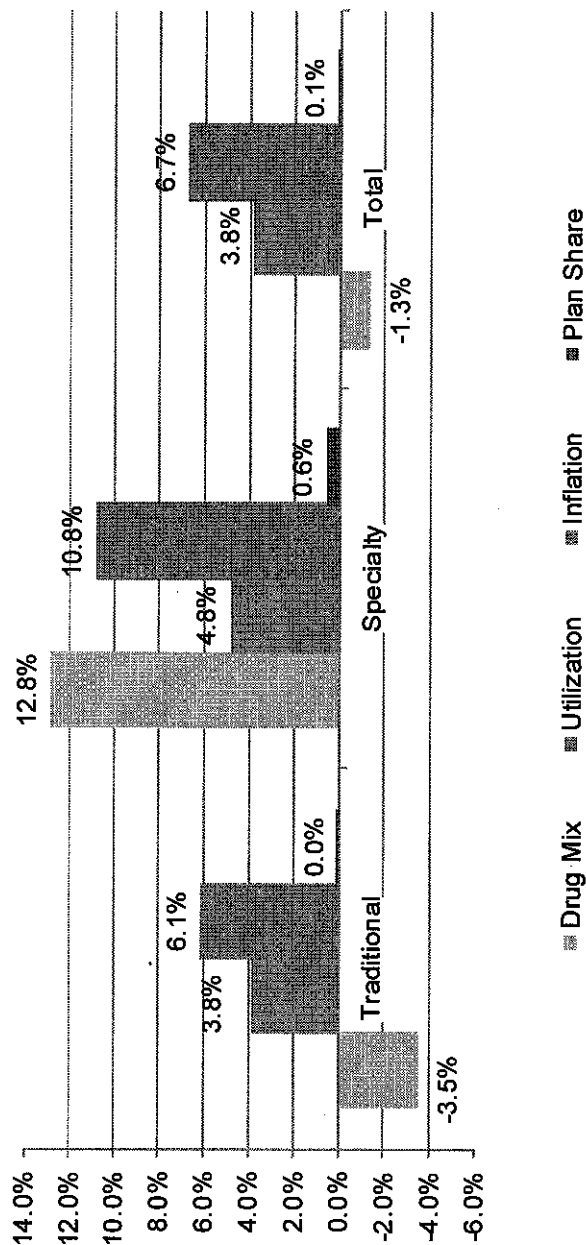


- Inflation is the biggest contributor to the overall trend.



trend components - UFCW Union & P E HW Fund

Jan 12 - Dec 12 vs Jan 11 - Dec 11				
Components of Trend	Traditional	Specialty	Total	
Drug Mix	-3.5%	12.8%	-1.3%	
Utilization	3.8%	4.8%	3.8%	
Inflation	6.1%	10.8%	6.7%	
Plan Share	0.0%	0.6%	0.1%	
Total	6.4%	29.1%	9.3%	

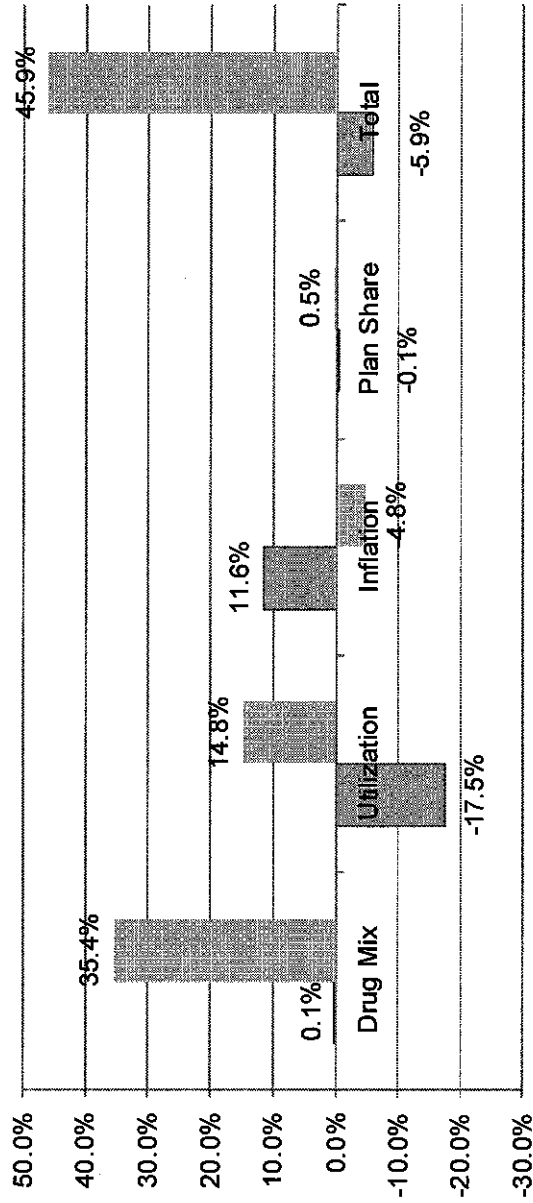


- Although specialty utilization increased by 4.8%, drug mix and inflation were greater contributors towards the 29% trend.
- A finitor entered the drug mix for 2012 landing in the number two spot of the top 10 specialty drugs adding over \$74,000 in total plan paid.



trend components - UFCW Union & P E HW Fund

Jan 12 - Dec 12 vs Jan 11 - Dec 11			
Components of Trend	Brand	Generic	
Drug Mix	0.1%	35.4%	
Utilization	-17.5%	14.8%	
Inflation	11.6%	-4.8%	
Plan Share	-0.1%	0.5%	
Total	-5.9%	45.9%	



top therapy class by plan paid - UFCW Union & P E HW Fund

Curr Rank	Prev Rank	Therapeutic Class Name	Plan Paid	Pxs	Plan Paid per Rx	GDR	UFCW/GDR	Plan Paid / PPM	Jan 12 - Dec 12			
									Avg Plan Paid Pct	Utilization Rate Pct	Chg	Plan Paid Pct
1	1	ANTHYPERLIPIDEMICS	\$606,317	4,894	\$123.89	64.4%	70.7%	\$9.61	-4.4%	-17.7%	-5.7%	
2	2	ANTIDIABETICS	\$555,129	3,793	\$146.36	55.5%	59.4%	\$8.80	9.3%	-18.2%	-7.2%	
3	3	ANTIHYPERTENSIVES	\$421,050	5,942	\$70.86	72.4%	80.9%	\$6.67	11.1%	-18.3%	-8.8%	
4	4	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	\$417,041	2,934	\$142.14	14.4%	14.7%	\$6.61	6.8%	-8.0%	-17.8%	
5	5	ULCER DRUGS	\$368,515	3,004	\$122.67	55.2%	71.5%	\$5.84	4.7%	-12.7%	-9.6%	
6	6	ANTIVIRALS	\$338,640	731	\$463.26	55.1%	65.8%	\$5.37	0.6%	-4.2%	-15.5%	
7	8	ANALGESICS - OPIOID	\$278,777	5,385	\$51.77	91.6%	94.1%	\$4.42	8.3%	-9.6%	-17.4%	
8	7	ANTIDEPRESSANTS	\$270,724	3,178	\$85.19	80.0%	86.7%	\$4.29	6.3%	-10.6%	-13.9%	
9	14	ANTINEOPLASTICS	\$208,319	288	\$723.33	86.8%	90.3%	\$3.30	48.3%	-2.1%	-81.6%	
10	10	DERMATOLOGICALS	\$197,338	2,002	\$98.57	71.0%	77.4%	\$3.13	25.2%	-19.7%	-20.5%	
Totals			\$3,661,849	32,151	\$113.90	65.9%		\$58.02	8.6%	-14.4%	-11.5%	
Plan Totals:			\$5,963,653	68,045	\$87.64	73.0%	77.6%	\$94.49	6.1%	-14.1%	-9.3%	

Key Observations:

- The top therapeutic categories by plan paid represent 47.2% of the overall claims volume and 61.4% of the total plan spend. The trend increased by 11.5% as a result of the increase in the average plan paid (i.e. 8.6%).
- The top six categories ranking remained the same when compare to the same timeframe for 2011.
- Antihyperlipidemic agents, indicated to lower high cholesterol, trend declined by 5.7% due to the decline in utilization (i.e. 17.7%) and average plan paid (i.e. 4.4%). Atorvastatin (Lipitor), currently available from multiple generic manufacturers, lower plan paid per prescription (i.e. \$143.36) also contributed to the decrease in average plan paid and trend.
- Antineoplastics, agents to treat cancer, trend increased by 81.6%. The trend increase was driven primarily by an increase in the average plan paid of 48.3%. Utilization also increased slightly (i.e. 2.1%).



plan performance review

top drugs by plan paid - UFCW Union & P E HW Fund

		Jan 12 - Dec 12									
Cur Rank	Prev Rank	Drug Name	Therapeutic Class Name	Plan Paid	Rxs	Plan Paid Per Rx	Plan Paid PMP	Utilization Rate	Plan Paid PMP	Plan Paid PMP	Pct Total Plan Paid
1	62	ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	\$217,906	1,520	\$143.36	\$3.45	1116.0%	1001.0%	3.7%	3.7%
2	2	NEXIUM	ULCER DRUGS	\$180,483	688	\$262.33	\$2.86	-18.5%	9.4%	3.0%	3.0%
3	3	CRESTOR	ANTHYPERLIPIDEMICS	\$164,973	753	\$219.09	\$2.61	-9.2%	24.3%	2.8%	2.8%
4	8	ADVAIR DISKUS	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	\$115,581	452	\$255.71	\$1.83	5.1%	38.4%	1.9%	1.9%
5	5	CYMBALTA	ANTIDEPRESSANTS	\$115,183	454	\$253.71	\$1.83	-1.7%	32.3%	1.8%	1.8%
6	96	REVLIMID	ASSORTED CLASSES	\$83,335	14	\$5,952.48	\$1.32	368.7%	506.9%	1.4%	1.4%
7	9	OXYCONTIN	ANALGESICS - OPIOID	\$78,205	165	\$472.73	\$1.24	-18.1%	-0.9%	1.3%	1.3%
8		AFINITOR	ANTINEOPLASTICS	\$74,620	10	\$7,462.00	\$1.18			1.3%	1.3%
9	12	ACIHEX	ULCER DRUGS	\$67,171	216	\$310.98	\$1.06	-16.9%	11.9%	1.1%	1.1%
10	10	JANUVIA	ANTIDIABETICS	\$67,125	227	\$295.71	\$1.06	-19.8%	5.7%	1.1%	1.1%
11	13	SPRIVA HANDIHALER	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	\$66,896	288	\$249.61	\$1.06	-8.5%	20.5%	1.1%	1.1%
12	19	GLEEVEC	ANTINEOPLASTICS	\$66,462	12	\$5,538.53	\$1.05	9.1%	55.6%	1.1%	1.1%
13	32	ATRIPLA	ANTIVIRALS	\$66,290	54	\$1,227.60	\$1.05	54.3%	91.1%	1.1%	1.1%
14	6	SINGULAR	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	\$64,223	347	\$185.08	\$1.02	-45.0%	-26.2%	1.1%	1.1%
15	4	PLAVIX	HEMATOLOGICAL AGENTS - MISC.	\$61,301	239	\$256.49	\$0.97	62.4%	53.7%	1.0%	1.0%
16	15	CELEBREX	ANALGESICS - ANTI-INFLAMMATORY	\$53,158	332	\$160.11	\$0.84	-19.6%	0.5%	0.9%	0.9%
17	23	DIOVAN	ANTHYPERTENSIVES	\$52,740	316	\$166.90	\$0.84	-19.2%	28.6%	0.9%	0.9%
18	21	LYRICA	ANTICONVULSANTS	\$51,809	220	\$235.49	\$0.82	-14.1%	25.5%	0.9%	0.9%
19	24	SOMAVERT	ENDOCRINE AND METABOLIC AGENTS - MISC.	\$51,767	12	\$4,313.93	\$0.82	-7.7%	27.3%	0.9%	0.9%
20	17	LANTUS	ANTIDIABETICS	\$48,069	155	\$310.12	\$0.76	-29.2%	8.8%	0.8%	0.8%
Totals:				\$1,747,299	6,474	\$269.89	\$27.69	1.8%	36.9%	29.3%	29.3%
Plan Totals:				\$5,963,653	68,045	\$87.64	\$94.49	-14.1%	9.3%		

Key Observations:

- The top drugs by plan paid represent 9.5% of the total claims volume and 29.3% of the total plan spend.
- The following drugs are now available as a generic product, Singulair (montelukast), Plavix (clopidogrel) and Diovan (valsartan). Additionally, the Food and Drug Administration (FDA) have approved a generic formulation of Lyrica (pregabalin). The generic product is not available.
- The specialty agents, Revlimid, Afinitor, Gleevec, Atripla and Somavert, represent 1.6% of the claims and 19.6% of the plan spend. The top drugs by plan paid.

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plan performance review

top drugs by rxs - UFCW Union & P E HW Fund

Jan 12 - Dec 12										
Cur Rank	Prev Rank	Drug Name	Therapeutic Class Name	Plan Paid	Rxs	Plan Paid Per Rx	Plan Paid PPM	Utilization Rate Ref Org	Plan Paid PPM Pct Chg	Pct Total Plan Paid
1	1	LISINAPRIL	ANTHY PERTENSIVES	\$11,866	1,540	\$7.71	\$0.19	17.6%	3.5%	0.2%
2	150	ATORVASTATIN CALCIUM	ANTHY/PERLIPIDEMICS	\$217,906	1,520	\$143.36	\$3.45	116.0%	100.0%	3.7%
3	2	HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	\$12,901	1,485	\$8.69	\$0.20	13.8%	20.6%	0.2%
4	5	OXYCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	\$26,636	1,240	\$21.48	\$0.42	6.4%	23.3%	0.4%
5	4	AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	\$17,022	1,224	\$13.91	\$0.27	12.3%	2.1%	0.3%
6	7	IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	\$4,744	1,044	\$4.54	\$0.08	12.6%	5.6%	0.1%
7	6	HYDROCHLOROTHIAZIDE	DIURETICS	\$4,225	1,022	\$4.13	\$0.07	17.1%	3.6%	0.1%
8	10	LEVOTHYROXINE SODIUM	THYROID AGENTS	\$9,001	979	\$9.19	\$0.14	10.0%	11.5%	0.2%
9	8	METFORMIN HCL	ANTI DIABETICS	\$11,630	957	\$12.15	\$0.18	18.2%	6.6%	0.2%
10	11	AZITHROMYCIN	MACROLIDES	\$14,089	867	\$16.25	\$0.22	16.5%	6.8%	0.2%
11	9	SIMVASTATIN	ANTHY/PERLIPIDEMICS	\$6,429	855	\$7.52	\$0.10	23.4%	13.1%	0.1%
12	12	AMOXICILLIN	PENICILLINS	\$4,014	787	\$5.10	\$0.06	12.5%	1.0%	0.1%
13	15	CRESTOR	ANTHY/PERLIPIDEMICS	\$164,973	753	\$219.09	\$2.61	9.2%	24.3%	2.8%
14	14	ALPRAZOLAM	ANTI ANXIETY AGENTS	\$3,256	702	\$4.64	\$0.05	15.6%	1.2%	0.1%
15	13	NEXIUM	ULCER DRUGS	\$180,483	688	\$262.33	\$2.86	18.5%	9.4%	3.0%
16	16	PREDNISONE	CORTICOSTEROIDS	\$2,104	672	\$3.13	\$0.03	14.3%	8.9%	0.0%
17	21	CYCLOBENZAPRINE HCL	MUSCULOSKELETAL THERAPY AGENTS	\$3,949	657	\$6.01	\$0.06	0.9%	53.7%	0.1%
18	22	TRAMADOL HCL	ANALGESICS - OPIOID	\$6,734	636	\$10.59	\$0.11	3.9%	19.7%	0.1%
19	19	PANTOPRAZOLE SODIUM	ULCER DRUGS	\$12,133	618	\$19.63	\$0.19	9.4%	19.5%	0.2%
20	17	LISINAPRIL/HYDROCHLOROTH	ANTHY PERTENSIVES	\$8,629	574	\$15.03	\$0.14	20.4%	1.9%	0.1%
Totals				\$722,724	18,820	\$38.40	\$1.45	6.8%	52.2%	12.4%
Plan Totals:				\$5,963,653	68,045	\$87.64	\$94.49	-14.1%	9.3%	

The top drugs by the number of prescriptions represents 27.7% of the overall claims and 12.1% of the total plan spend.

top specialty drugs by plan paid - UFCW Union & P E HW Fund

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Plan Paid	Rx	Plan Paid Per Rx	Plan Paid PMPM	Jan 12 - Dec 12		Utilization Rate Pct	Plan Paid HWPMP Pct	Pct of Specialty Plan Paid
								Rate Pct	Chg		Chg	
1	20	REV/LIMID	ASSORTED CLASSES	\$83,335	14	\$5,952.48	\$1.32	366.7%	616.9%	9.3%		
2		AFINITOR	ANTINEOPLASTICS	\$74,620	10	\$7,462.00	\$1.18			8.3%		
3	6	ATRIPLA	ANTIVIRALS	\$68,290	54	\$1,227.60	\$1.05	54.3%	91.1%	7.4%		
4	2	GLEEVEC	ANTINEOPLASTICS	\$66,462	12	\$5,538.53	\$1.05	8.1%	56.6%	7.4%		
5	3	SOMAVERT	ENDOCRINE AND METABOLIC AGENTS - MISC.	\$51,767	12	\$4,313.93	\$0.82	7.7%	27.3%	5.8%		
6	5	SOMATULINE DEPOT	ENDOCRINE AND METABOLIC AGENTS - MISC.	\$47,936	12	\$3,994.64	\$0.76	0.0%	29.7%	5.4%		
7	1	TRUVADA	ANTIVIRALS	\$43,411	42	\$1,033.59	\$0.69	35.4%	16.2%	4.8%		
8	9	HUMIRA	ANALGESICS - ANTI-INFLAMMATORY	\$43,184	22	\$1,962.90	\$0.68	0.0%	47.8%	4.8%		
9	16	VIREAD	ANTIVIRALS	\$38,277	60	\$637.96	\$0.61	57.9%	52.5%	4.3%		
10	10	COPAXONE	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS	\$38,162	10	\$3,816.22	\$0.60	18.1%	51.4%	4.3%		
Totals				\$653,444	248	\$2,231.63	\$8.77	18.1%	85.5%	61.9%		
Plan Specialty Totals:				\$895,614	699	\$1,281.57	\$14.19	13.3%	29.1%			

Key Observations:

- Specialty represents 1.0% of the overall claims and 15.0% of the total plan spend. The top specialty drugs by plan paid represents represent 35.5 % of the specialty claims and 61.8% of the plan spend for specialty. For the top 10 specialty agents, the trend increased by 85.5% which was partially due to the increase in utilization (i.e. 18.1%).
- Atripla, Truvada and Viread, antiretrovirals indicated for the treatment of HIV/AIDS, represent 16.5% of the plan spend for specialty.
- Afinitor and Gleevec represent 15.7% of the plan spend for specialty. Afinitor is indicated for the treatment of breast, pancreatic and renal cancer. Gleevec is indicated for the treatment of leukemia.
- Somavert and Somatuline Depot, indicated for the treatment of acromegaly, represents 11.2% of the specialty spend.
- Revimid, indicated for patients with transfusion-dependent anemia and for the treatment of multiple myeloma, represents 9.3% of the specialty spend.
- Humira, indicated for the management of rheumatoid arthritis (RA, Crohn's Disease and ulcerative colitis, represents 4.8% of the specialty spend.
- Copaxone, indicated for the management of multiple sclerosis (MS), represents 4.3% of the specialty spend.



plan performance review

Fastest Moving Drugs: Highest Plan Paid Per Member Change - UFCW Union & P E HW Fund

		Jan 12 - Dec 12				Jan 11 - Dec 11				% Change Plan Paid / Mbr
Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Plan Paid Rxs	Plan Paid / Rx	Plan Paid Rxs	Plan Paid / Rx	Rxs	Rx	
1	62	ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	\$217,906	\$143.36	\$23,726	\$189.81	125	\$189.81	1,001.1%
6	96	REVLIMID	ASSORTED CLASSES	\$83,335	\$5,952.48	\$16,462	\$5,487.22	3	\$5,487.22	506.9%
30	72	ANDROGEL PUMP	ANDROGENS-ANABOLIC	\$40,070	\$374.48	\$21,257	\$295.23	72	\$295.23	126.0%
33	61	VIREAD	ANTIVIRALS	\$38,277	\$637.96	\$23,842	\$627.42	38	\$627.42	92.5%
13	32	ATRIPLA	ANTIVIRALS	\$66,290	\$1,227.60	\$41,596	\$1,188.46	35	\$1,188.46	91.1%
38	53	TACROLIMUS	ASSORTED CLASSES	\$35,882	\$614.70	\$26,910	\$379.02	71	\$379.02	64.3%
12	19	GLEEVEC	ANTINEOPLASTICS	\$66,462	\$5,538.53	\$50,876	\$4,625.07	11	\$4,625.07	56.6%
Totals				\$545,223	\$300.6	\$204,669	\$576.53	355	\$576.53	221.7%
Difference Between Periods				\$344,563	1,472					



plan performance review

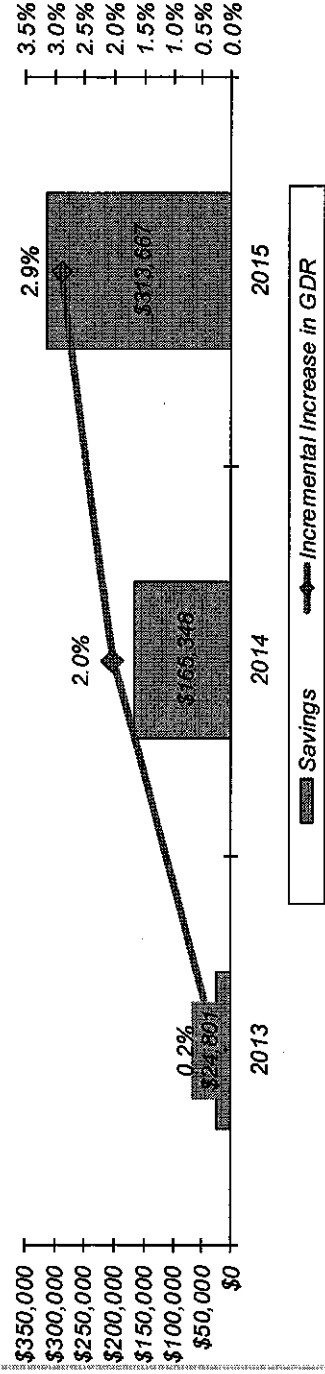
UFCW Union & P E HW Fund			
Value of Higher Generic Utilization			
Jan 12 - Dec 12			
	Retail	Mail	Total
Current Generic Dispensing Rate	73.4%	0.0%	73.4%
Previous Generic Dispensing Rate	69.0%	0.0%	69.0%
Change in Generic Dispensing Rate	4.4%	0.0%	4.4%
Generic Plan Paid per Rx	\$33.40	\$0.00	\$33.40
Brand Plan Paid per Rx	\$190.61	\$0.00	\$190.61
Average Plan Paid Savings per Rx	\$157.21	\$0.00	\$157.21
Total Plan Savings	\$468,749	\$0	\$468,749
% Savings			7.3%
Every 1% Increase in Generic Utilization Saves:			1.6%
Notes			
Specialty excluded in analysis			
Savings includes effect of natural switch to generics			



projected ingredient cost savings

UFCW Union & P E HW Fund						
Date Range: Jan 2012 - Dec 2012						
Rank	Drug	Therapeutic Class	Generic Launch	2013	2014	2015
9	ACIPHEX	ULCER/PPI	May-13	\$17,944	\$30,660	\$30,854
123	NIASPAN	ANTHYPERLIPIDEMICS	Sep-13	\$435	\$5,918	\$6,808
47	LIDODERM	DERMATOLOGICALS	Sep-13	\$1,163	\$15,342	\$18,082
5	CYMBALTA	ANTIDEPRESSANTS	Dec-13	\$5,259	\$78,916	\$82,218
138	ASACOL	GASTROINTESTINAL AGENTS - MISC.	Jan-14	-	\$2,834	\$6,263
2	NEXIUM	ULCER/PPI	May-14	-	\$21,373	\$88,155
16	CELEBREX	ANALGESICS - ANTI-INFLAMMATORY	May-14	-	\$5,686	\$30,527
73	XELODA	ANTINEOPLASTICS	Jun-14	-	\$3,127	\$15,661
50	NASONEX	NASAL AGENTS - SYSTEMIC AND TOPICAL	Jul-14	-	\$1,491	\$14,370
24	ABILIFY	ANTIPSYCHOTICS/ANTIMANIC AGENTS	Apr-15	-	-	\$20,729

Projected Generic Launch Ing Cost Savings



Notes

** Oxycontin is anticipated to launch in April 2013 and it is the top 20 drug within our book of business. However, due to a pending litigation, there is uncertainty around the actual generic launch date. Based on that information, Oxycontin will not be included as one of the forecasted drugs listed above.



plan performance review

top chains by rxs - UFCW Union & P E HW Fund

Jan 12 - Dec 12													
Cur Rank	Prev Rank	Chain Name	Nbr Pharmacies	Nbr Utilizers	Rxs	Plan Paid Per Rx	Plan Paid	Avg Days Supply	Avg Paid per Day	Pct Generic	Pct Maint Specialty	Pct All Specialty	Pct Total Rxs
1	1	SUPERVALU PHARMACIES INC	37	1,828	25,607	\$77.73	\$1,990,434	35.7	\$2.18	70.4%	65.8%	9.8%	37.6%
2	3	CVS PHARMACY INC	289	981	10,403	\$74.46	\$774,600	31.9	\$2.34	75.6%	61.8%	10.0%	15.3%
3	2	GIANT OF MARYLAND	124	594	9,147	\$94.17	\$861,362	37.3	\$2.52	71.1%	64.7%	9.8%	13.4%
4	4	RITE AID CORPORATION	158	394	4,838	\$65.49	\$316,824	32.7	\$2.00	76.3%	67.0%	3.2%	7.1%
5	5	EPIC PHARMACY NETWORK INC	88	181	3,030	\$111.74	\$338,587	33.3	\$3.36	69.1%	63.8%	10.9%	4.6%
6	6	SAFEMAY INC	72	238	2,854	\$87.73	\$250,372	37.0	\$2.37	77.0%	69.0%	4.0%	4.2%
7	8	WALGREENS DRUG STORE	99	254	2,176	\$79.42	\$172,811	36.3	\$2.19	77.8%	59.7%	2.3%	3.2%
8	7	WALMART STORES INC	94	190	2,073	\$71.22	\$147,643	37.0	\$1.92	75.4%	67.3%	0.1%	3.0%
9	9	TARGET CORPORATION	54	131	1,302	\$59.19	\$77,063	36.5	\$1.62	81.3%	60.9%	0.0%	1.9%
10	10	THE KROGER CO	18	21	823	\$87.58	\$72,082	40.0	\$2.19	74.7%	75.7%	0.3%	1.2%
		Catamaran Home Delivery	0	0	0	\$0.00	\$0	0.0	\$0.00	0.0%	0.0%	0.0%	0.0%
		BriovaRx	3	37	327	\$1,660.79	\$543,077	29.7	\$55.87	54.7%	75.2%	45.9%	0.8%
Totals					82,580	\$88.60	\$5,544,855	35.1	\$2.52	72.7%	65.0%	96.3%	92.0%
Plan Totals:					68,045	\$87.64	\$5,963,653	35.1	\$2.50	73.0%	65.2%		



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program optimization

program optimization



program optimization

Client Name: UFCW Union & P E H W Fund			
Claims Period: 1/1/2012 to 12/31/2012			
Report: Quantity Limit Savings Model			

Current Metrics

Total Utilizers	Rxs	Total Plan Paid	Total Member Cost	Total Gross Cost
3,768	67,727	\$5,954,646	\$503,329	\$6,457,974

Savings by Therapy Class (Top 10)

Rank	Therapeutic Class Name	Estimated Plan Paid Savings	Estimated Rx's Impacted	Avg Plan Paid per Rx	Estimated Members Impacted
1	ANALGESICS - OPIOID	\$30,499	151	\$404.68	33
2	ANTIDEPRESSANTS	\$22,305	256	\$204.46	53
3	DERMATOLOGICALS	\$3,756	21	\$357.74	9
4	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS	\$3,693	61	\$141.01	21
5	ANTIVIRALS	\$3,594	50	\$163.08	32
6	OPHTHALMIC AGENTS	\$3,547	45	\$169.23	16
7	ASTHMATIC AND BRONCHODILATOR AGENTS	\$2,201	15	\$365.04	9
8	MIGRAINE PRODUCTS	\$1,540	19	\$333.16	8
9	ENDOCRINE AND METABOLIC AGENTS - MISC.	\$1,248	11	\$204.50	6
10	NASAL AGENTS - SYSTEMIC AND TOPICAL	\$981	10	\$149.79	5
All Other Classes - 3		\$340	18	\$84.50	

Estimated Plan Cost Savings	Estimated Rx's Impacted	Estimated Unique Utilizers Impacted	Estimated Total Savings Percentage
\$73,706	657	195	1.2%

Notes

Savings are estimates and not guaranteed.

QL List as of 9/1/2012

Savings are based on current enrollment and utilization, thus any changes in these will impact the estimated savings.

Every effort is made by Catamaran® and its advisors to maintain the highest level of accuracy in its projections; however, in lieu of and because of the

variability of numerous factors, which are not under the control of Catamaran®, we cannot guarantee the estimated results shown.

Savings are based on current discounts and dispensing fees.

Data and savings above reflect annualized estimates.

Client Name: UFCW Union & P E H W Fund
 Claims Period: 1/1/2012 to 12/31/2012
 Report: Quantity Limit Savings Model

Current Metrics

Total Utilizers	Rxs	Total Plan Paid	Total Member Cost	Total Gross Cost
3,768	67,727	\$5,954,646	\$503,329	\$6,457,974

Savings by Drug Name (Top 10)

Rank	Drug Name	Therapeutic Class Name	Estimated Plan Paid Savings	Estimated Rx's Impacted	Avg Plan Paid per Rx	Estimated Members Impact
1	OXYCONTIN	ANALGESICS - OPIOID	\$22,438	57	\$710.93	1
2	VENLAFAXINE HCL ER	ANTIDEPRESSANTS	\$8,771	55	\$243.77	11
3	CYMBALTA	ANTIDEPRESSANTS	\$7,909	49	\$484.25	8
4	FLECTOR	DERMATOLOGICALS	\$3,756	21	\$357.74	9
5	ESCALOPRAM OXALATE	ANTIDEPRESSANTS	\$3,730	51	\$190.98	11
6	MORPHINE SULFATE ER	ANALGESICS - OPIOID	\$2,631	33	\$184.77	4
7	CHANTIX CONTINUING MONTH	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENT	\$2,312	38	\$154.88	14
8	OPANA ER	ANALGESICS - OPIOID	\$2,123	9	\$691.06	4
9	FAMCICLOVIR	ANTIVIRALS	\$2,122	15	\$284.95	6
10	LUMIGAN	OPHTHALMIC AGENTS	\$1,809	19	\$185.93	6
	All Other Drugs - 42		\$16,104	310	\$132.66	

Estimated Plan Cost Savings	Estimated Rx's Impacted	Estimated Unique Utilizers Impacted	Estimated Total Savings Percentage
\$73,706	657	195	1.2%

Notes

Savings are estimates and not guaranteed.

QL List as of 9/1/2012

Savings are based on current enrollment and utilization, thus any changes in these will impact the estimated savings.

Every effort is made by Catamaran® and its advisors to maintain the highest level of accuracy in its projections; however, in lieu of and because of the variability of numerous factors, which are not under the control of Catamaran®, we cannot guarantee the estimated results shown.

Savings are based on current discounts and dispensing fees.

Data and savings above reflect annualized estimates.

Client Name: UFCW Union & P E H W Fund
Line of Business: Carrier - UFCWUPE
Claims Period: 01/01/2012 - 12/31/2012
Report: Standard Step Therapy Savings Model

Current Metrics:-

Total Utilizers	Rxs	Total Plan Paid	Total Member Cost	Total Gross Cost
3,768	67,727	\$5,954,646	\$503,329	\$6,457,974

Savings by Category:

Step Therapy Class Name	Targeted Drugs Plan Paid	Percent of Total Plan Paid	Target Drugs Plan Paid per 30 day Rx	First Line Drugs Plan Paid per 30 day Rx	Estimated Plan Paid Savings	Estimated Members Impact
ARBs	\$234	0.0%	\$78.00	\$80.70	\$8	1
Bisphosphonates	\$20,340	0.3%	\$124.50	\$5.10	\$11,038	24
Dutoprol	\$56	0.0%	\$11.10	\$22.50	(\$25)	2
Intranasal Steroids	\$1,173	0.0%	\$116.10	\$57.90	\$366	11
Neupro	\$0	0.0%	\$0.00	\$33.60	\$0	0
PPIs	\$63,522	1.1%	\$261.90	\$86.40	\$25,300	30
Sedative Hypnotics	\$5,680	0.1%	\$153.60	\$30.30	\$2,628	10
SSRIs	\$3,862	0.1%	\$138.00	\$28.80	\$1,759	8

Estimated Plan Cost Savings	Estimated Total Savings Percentage	Estimated Member Savings Percentage
\$41,065	0.7%	0.6%

Notes

1. Savings are estimates and not guaranteed.
2. Savings are based on current enrollment and utilization, thus any changes in these will impact the estimated savings.
3. Every effort is made by Catamaran® and its advisors to maintain the highest level of accuracy in its projections; however, in lieu of and because of the variability of numerous factors, which are not under the control of Catamaran®, we cannot guarantee the estimated results shown.
4. Savings are based on current discounts and dispensing fees.
5. Data and savings reflect annualized estimates and are based on days supply conversion for members that have not taken a first line therapy.
6. Savings based on 50% conversion rate, 5% discontinuation of therapy and 45% stepping through and reverting back to the targeted drug.
7. Target drugs based on Catamaran building blocks as of 9/1/12 with generics and OTCs (where appropriate) as first line drugs.

Client Name: UFCW Union & P E H W Fund	
Line of Business: Carrier - UFCWUPE	
Claims Period: 01/01/2012 - 12/31/2012	
Report: Standard Step Therapy Savings Model with Grandfathering	

Current Metrics:-

Total Utilizers	Rxs	Total Plan Paid	Total Member Cost	Total Gross Cost
3,768	67,727	\$5,954,646	\$503,329	\$6,457,974

Savings by Category:

Step Therapy Class Name	Grandfathering Percentages	New Starts	Existing Utilizers	Estimated Plan Paid Savings
ARBs	0.0%	0	28	\$0
Bisphosphonates	11.5%	3	23	\$1,274
Dutoprol	0.0%	0	0	\$0
Intranasal Steroids	9.1%	1	10	\$32
Neupro	0.0%	0	0	\$0
PPIs	0.0%	0	0	\$0
Sedative Hypnotics	3.0%	1	32	\$80
SSRIs	20.0%	3	12	\$352

Estimated Plan Cost Savings	Estimated Total Savings Percentage
\$1,738	0.0%

Notes

1. Savings are estimates and not guaranteed.
2. Savings are based on current enrollment and utilization, thus any changes in these will impact the estimated savings.
3. Every effort is made by Catamaran® and its advisors to maintain the highest level of accuracy in its projections; however, in lieu of and because of the variability of numerous factors, which are not under the control of Catamaran®, we cannot guarantee the estimated results shown.
4. Savings are based on current discounts and dispensing fees.
5. Data and savings reflect annualized estimates and are based on days supply conversion for members that have not taken a first line therapy.
6. Savings based on 50% conversion rate, 5% discontinuation of therapy and 45% stepping through and reverting back to the targeted drug.
7. Target drugs based on Catamaran building blocks as of 9/1/12 with generics and OTCs (where appropriate) as first line drugs.
8. Grandfathering is based on the number of new starts in the most recent 4 months of claims versus those that had prior utilization in target or generic drugs.

Client Name: UFCW Union & P E H W Fund
Claims Period: 01/01/2012 - 12/31/2012
Report: Prior Authorization Savings Model

Current Metrics		
Total Utilizers	Total Rx's	Total Plan Paid
3,768	67,727	\$5,954,646

Savings by Class (Top 10)

Rank	Therapeutic Class Name	Rxs Impacted	Utilizers Impacted	Current Plan Paid for Targeted Opportunities	Estimated Plan Paid Savings
1	ANTINEOPLASTICS	22	4	\$130,701	\$31,804
2	ANALGESICS - ANTI-INFLAMMATORY	25	3	\$48,120	\$15,292
3	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREX	48	6	\$19,474	\$11,803
4	DERMATOLOGICALS	18	8	\$11,676	\$5,972
5	ANALGESICS - OPIOID	40	10	\$8,390	\$5,549
6	ANTIHYPERLIPIDEMICS	48	16	\$4,713	\$3,745
7	HEMATOPOIETIC AGENTS	3	3	\$12,345	\$3,721
8	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS	31	9	\$4,891	\$3,284
9	ANTIMALARIALS	22	3	\$3,636	\$2,069
10	MUSCULOSKELETAL THERAPY AGENTS	3	3	\$2,419	\$1,070
All Others - 6		12	7	\$14,437	\$991

Standard PA Totals	272	72	\$260,801	\$85,298
			Estimated Savings Pct	14%
			Estimated Savings PMPM	\$1.35

Notes

Targeted Opportunities are standard PA drugs within the Therapeutic Class
 Utilizers Impacted are utilizers that have at least one claim for the drug.
 Unique utilizer count may be higher than total utilizers for all classes due to therapy in multiple categories.
 Projected impact/savings are not guaranteed and are dependent on various factors such as demographics, eligibility, client size, drug mix and utilization patterns
 Projected savings are based on standard Catamaran PA building block categories in which Catamaran is not currently processing prior authorizations.
 Assumptions are based on 2011 normative client list for the Catamaran book of business. Clients were excluded from analysis if they did not utilize the RxAuth F
 Projected savings include assumptions from denial rates, alternative therapies and walk away.
 Alternative therapies are GPIs where a reference drug can be substituted in place of a targeted PA drug.

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Utilization Management Potential Savings

Summary

- The estimated savings from the utilization models is:
 - **Quantity Limits (QLs): \$73,708**
 - Catamaran QLs are based on the Food and Drug Administration (FDA) daily dose recommendations located in the medication's product insert
 - **Prior Authorization (PA): \$85,298**
 - PA criteria are established by the Catamaran Pharmacy and Therapeutic Committee
 - **Step Edits with Grandfathering: \$1,738**
 - Step edits encourage the utilization of generic and preferred brand-name agents initially for patients starting a new therapy
 - **TOTAL ESTIMATED SAVINGS: \$160,744**
 - Approximately 2.7% of the total plan paid



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clinical updates

clinical updates



What's New In The Industry?

Kaiser Family Foundation releases 2012 Employer Health Benefits Survey & US Census Bureau Study results

- According to the Kaiser Family Foundation/Health Research & Educational Trust (HRET) 2012 Employer Health Benefits Survey
 - » 87% of covered workers are enrolled in plans with three, four, or more tiers of cost sharing for prescription drugs, similar to the last two years
 - » 14% of covered workers are in a plan that has four or more tiers of cost sharing
 - » 10% of covered workers are in a plan that has two tiers
 - » 6% of covered workers are covered by plans in which cost sharing is the same regardless of the type of drug chosen

According to a Population Report released this month by the U.S. Census Bureau:

- » The number of uninsured dropped to 48.6 million in 2011 from 50 million a year earlier
- » Young adults ages 19 to 25 who gained coverage accounted for 40% of the decline in uninsured last year (as a result of PPACA)
- » Medicaid coverage increased to 16.5% in 2011 from 15.8% in 2010
- » Medicare coverage increased to 15.2% of the population from 14.6% in 2010.
- » For the first time in 10 years, the rate of private insurance coverage in the U.S. did not fall; both the percentage and number of people with private insurance were statistically unchanged

Employer Health Benefits 2012 Annual Survey : <http://ehbs.kff.org/?page=charts&id=1&sn=8&p=1>
U.S. Census Bureau, Sept. 2012: <http://www.census.gov/prod/2012pubs/p60-243.pdf>



MTM & RetroDUR: Key Features

- **Quality and Savings-** Proprietary patient matching algorithms consolidate fragmented patient data allowing for more precise prescriber, pharmacy and member interventions, improving quality of care and reducing costs
- **Flexibility** – Program and module selection based on client priorities
- **Integrated Analytics** – Daily evaluations with option to integrate both medical and prescription data to enhance scope, precision and measurement of program impact
- **Predictive Modeling and Risk Stratification** – Prioritize patients with greatest healthcare risk and need for intervention using Clinical Intervention Probability score
- **Guaranteed Results** – All MTM & RetroDUR programs include ROI guarantees and robust outcomes reporting

Clinical Excellence

- ✓ Resolve drug-to-drug and drug-to-disease interactions
- ✓ Promote medication adherence
- ✓ Address overutilization concerns
- ✓ Identify gaps in care
- ✓ Consolidate duplicate therapies
- ✓ Recommend safe medication alternatives for the elderly
- ✓ Correct inappropriate dosage and duration of therapy
- ✓ Maintain formulary compliance with lower cost alternative recommendations



MTM & RetroDUR: Delivering Results

2011 MTM BoB Outcomes		
Comprehensive Medication Review ROI	2.1 : 1	
Per Intervened Member Per Month Savings	\$29.69	
CMR Completion Rate	44.5%	
Appropriateness of Therapy ROI	5.4 : 1	
Per Intervened Member Per Month Savings	\$42.20	
Inappropriateness of Meds. in Elderly ROI	3.4 : 1	
Per Intervened Member Per Month Savings	\$30.16	
Lives	703k	
ROI	8.3 : 1	
Clinical impact/Success Rate	36%	
Lives	778K	

- Prospective analysis reporting
- Extensive and tailored reports to fit client needs
- RetroDUR and MTM Targeted Medication Review reports
 - Quarterly
 - Activity metrics
 - Outcomes
- MTM Comprehensive Medication Review report
 - Semi-annual
 - Activity metrics
 - Outcomes



Catamaran MTM & RetroDUR Demonstrate Value

Win-win opportunity to enhance the value of your pharmacy benefits

- Identify potential medication issues or gaps in care
- Improve member health and safety
- Lower overall healthcare costs
- Guaranteed ROIs

Flexible RetroDUR and MTM program options

- Select programs that best fits your needs
- Targeted interventions specific for your member's issues

Ask for a complimentary cost and savings analysis

- Prospective analysis based on your claims data
- Intervention opportunity estimates, by program option
- Projected annual savings and ROI guarantees



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appendix

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New Brand & Generic Drug Approvals

- Q4 Brand Drug Approvals
 - » 13 New Molecular Entities
 - Specialty
 - » Cancer: SYNRIPO, COMETRIQ, ICLUSIG
 - » Rheumatoid Arthritis: XELJANZ
 - » Endocrine disorders: SIGNIFOR, GATTEX
 - » High Cholesterol: JUXTAPID
 - Non-specialty
 - » Anticoagulant: ELIQUIS
 - » Seizures: FYCOMPA
 - » Ophthalmic: JETREA
 - » Antidiarrheal: FULYZAQ
 - » Infectious Disease: raxibacumab*; SIRTURO
- Q4 First-Time Generic Drug Approvals
 - » 13 approvals to date
 - ATACAND HCT, SYMBYAX, SANCTURA XR, TRICOR, REVATIO

*Approved for inhalation anthrax; available through U.S. Government only

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Pending New Drug Approvals Q1 2013

Product	Company	Use(s)	Route	Anticipated Approval
(metreleptin)	Amylin	Lipodystrophy	Subcutaneous Injection	Q4 2012 or Q1 2013
NESINA (alogliptin benzoate)	Takeda	Type 2 Diabetes Mellitus	Oral	01/27/2013
KYNAMRO (mipomersen sodium)	Isis; Genzyme	Homozygous Familial Hyper-cholesterolemia	Subcutaneous Injection	01/29/2013
(dabrafenib)	GSK	BRAF V600 Metastatic Melanoma	Oral	01/30/2013
AMPLIGEN (rintatolimod)	Hemispherx	Chronic Fatigue Syndrome	Intravenous Injection	02/02/2013
(trametinib)	GSK	BRAF V600 Metastatic Melanoma	Oral	02/03/2013



Pending New Drug Approvals Q1 2013, cont.

Product	Company	Use(s)	Route	Anticipated Approval
ACTIMID (pomalidomide)	Celgene	Multiple Myeloma	Oral	02/10/2013
OPHENA (ospemifene)	Hormos; Shionogi	Menopause Symptoms	Oral	02/26/2013
PANACLAR (dimethyl fumarate)	Biogen Idec	Relapsing-Remitting Multiple Sclerosis	Oral	03/28/2013
(canagliflozin)	Janssen	Type 2 Diabetes Mellitus	Oral	03/31/2013
STRIVERDI RESPIMAT (olodaterol)	Boehringer Ingelheim	Chronic Obstructive Pulmonary Disease (COPD)	Inhalation	Q1 2013



Anticipated Generic Launches, Q1 2013

Product	Use(s)	U.S. Sales	Anticipated Generic Availability	Anticipated Generic Launch Type
LUXIQ	Scalp Dermatoses	\$38 million	Jan 2013	Exclusive
OPANA ER	Moderate to Severe Pain	\$405 million	Jan 2013	Exclusive
PROPECIA	Hair Loss	\$47 million	Jan 2013	Exclusive
LUVOX CR	Obsessive Compulsive Disorder; Seasonal Anxiety Disorder	\$33 million	Feb 2013	Exclusive
RECLAST	Osteoporosis; Paget's Disease	\$2 billion	Mar 2013	Exclusive
VALCYTE	Cytomegalovirus	\$195 million	Mar 2013	Exclusive
ZOMETA	Cancer-Related Bone Loss	\$2 billion	Mar 2013	Exclusive

therapeutic classification descriptions

Drug group	Drug group name	Description
05	Fluoroquinolones*	Agents for treating infections such as respiratory tract and urinary tract infections
12	Antivirals*	Agents for treating viral infections such as influenza, hepatitis C, and HIV
21	Antineoplastics*	Agents used in treatment of cancer
24	Estrogens*	Oral, topical and miscellaneous formulations used for estrogen replacement
25	Contraceptives*	Includes oral, vaginal and other formulations
27	Antidiabetics*	Includes oral and injectable agents to treat diabetes
30	Endocrine and metabolic agents - misc.*	Includes osteoporosis agents, fertility agents, growth hormones and other miscellaneous endocrine and metabolic agents
34	Calcium channel blockers*	Agents used for treatment of hypertension and other cardiovascular disorders
36	Antihypertensives*	Agents used for treatment of hypertension excluding beta blockers, calcium channel blockers and diuretics
39	Antihyperlipidemics*	Cholesterol lowering agents including statins and other miscellaneous agents
40	Cardiovascular agents - misc.*	Agents for treatment of pulmonary hypertension, erectile dysfunction and miscellaneous combination and other cardiovascular products
41	Antihistamines*	Includes non-sedating antihistamines and other antihistamines
42	Nasal agents - systemic and topical*	Includes decongestants and nasal sprays
44	Antiasthmatic and bronchodilator agents*	Agents for treatment of asthma and COPD
49	Ulcer drugs*	Includes ppis (e.g., Nexium) and other miscellaneous agents for prevention or treatment of ulcers

therapeutic classification descriptions (continued)

Drug Group	Drug Group Name	Description
50	ANTIEMETICS*	Agents for prevention or treatment of nausea and vomiting
58	ANTIDEPRESSANTS*	Includes SSRIs (e.g., Lexapro), SNRIs (e.g., Cymbalta and Effexor XR) and other miscellaneous antidepressants
59	ANTIPSYCHOTICS/ANTIMANIC AGENTS*	Includes atypical antipsychotics (e.g., Abilify), older antipsychotics and antimanic agents (e.g., Lithium)
60	HYPNOTICS*	Includes drugs for insomnia (e.g., Ambien) and miscellaneous hypnotics
65	ANALGESICS - OPIOID*	Narcotic pain medications (e.g., OxyContin and Tylenol with Codeine)
66	ANALGESICS - ANTI-INFLAMMATORY*	Includes specialty (e.g., Enbrel, Humira) and non-specialty anti-inflammatory agents (e.g., NSAIDs and Celebrex)
67	MIGRAINE PRODUCTS*	Agents for prevention and treatment of migraines including triptans (e.g., Imitrex, Maxalt)
72	ANTICONVULSANTS*	Includes agents for seizure disorders and nerve-related pain (e.g., gabapentin, Lyrica, topiramate)
75	MUSCULOSKELETAL THERAPY AGENTS*	Includes products such as muscle relaxants (e.g., Skelaxin) and viscosupplements (e.g., Orthovisc and Synvisc)
85	HEMATOLOGICAL AGENTS - MISC.*	Includes products such as hemophilia Factors and platelet aggregation inhibitors (e.g., Plavix and Effient)
90	DERMATOLOGICALS*	Topical agents including acne products, anti-infectives, anti-psoriasis and corticosteroids
94	DIAGNOSTIC PRODUCTS*	Includes diabetes blood glucose meters and test strips and miscellaneous diagnostic products
99	ASSORTED CLASSES*	Miscellaneous non-specialty and specialty products including immunosuppressive agents (to prevent organ transplant rejection), immunomodulators and monoclonal antibodies

report calculations and assumptions

Name	Definition	Calculation
Ave Eligible Members	Monthly average members who are enrolled in a plan	total eligibility per year / total number of months(12)
utilizing member %	Percent of members who utilize at least one Rx per month	
Plan Paid PMPM	Total Plan Paid per Member Per Month	Total Plan Paid/Average Eligibles / # of Months
Average Rx Cost	Plan Paid amount per Rx	Total Plan Paid/Total # of Rx
Rxs PMPM	Ave Rxs per Member per Month	Total # of Rxs/Average Eligibles/# of Months
Member Paid %	Member Paid amount in relation to the total drug cost	Total Member Paid/Total Drug Cost
Generic Dispensing Rate	Total Number of Generic Claims Dispensed in relation to overall claims	# of Generic Claims / # of Total Rxs
Mail Order Rate	Number of Rxs in relation to total number of Rxs dispensed at mail	# of mail Rxs / total # of Rxs
Average Days Supply	Average days filled per Rx	Total # of Days / Total # of Rxs
Specialty Plan Paid PMPM	Total Plan Paid in Specialty per Member per Month	Total Plan Paid / Average Eligibles / # of Months
% of Plan Spend Specialty	Total Plan Paid amount in Specialty in relation to Total Drug Cost	Plan paid / Total Drug Cost (Specialty)
Drug Mix	Proportion of Brand vs. Generic Rxs filled at retail and mail	Drug Mix = Plan Trend - (Utilization Trend + Price / Inflation Trend)
Utilization	% Change in total days supply per member per month	(Days Supply PMPM Period 2 - Days Supply PMPM Period 1) / Days Supply PMPM Period 1
Plan Cost Share	% Change in total plan paid year over year	((Plan Cost Period 2 / Total Drug Cost Period 2) - (Plan Cost Period 1 / Total Drug Cost Period 1) / (Plan Cost Period 1 / Total Drug Cost Period 1))
Price / Inflation	% Change in Total Drug Cost for the same drugs on a GP14 level and a generic indicator year over year	(Adj Total Drug Cost Period 2 - Adj Total Drug Cost Period 1) / Adj Total Drug Cost Period 1
Plan Trend	% Change in Plan Paid per member per month year over year	(Plan Paid PMPM Period 2 - Plan Paid PMPM Period 1) / Plan Paid PMPM Period 1