



OptumRx: 2018 Annual Review Performance

March 18, 2019

2018 Annual Performance Review Agenda

- **Performance Review**
 - Key Performance Indicators
 - Three Year Period Trend
 - Cost Drivers

- **Clinical Management**
 - Opportunities
 - ❖ Diabetes Management Program
 - Clinical Opportunity Summary

- **Appendix**
 - Drug Pipeline
 - Supplemental Data



Performance Review

Key Performance Indicators

UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

-1.1%

Plan Paid PMPM Trend

\$126.14

Plan Paid PMPM

9.4%

less than UFCW
benchmark

82.5%

GDR

0.4%

less than
previous

4.3%

less than UFCW
benchmark

6.8%

Member Share

0.3%

greater than
previous

3.2%

less than UFCW
benchmark

34.8%

Specialty Plan Paid Percent

0.1%

greater than
previous

8.3%

less than UFCW
benchmark

\$118.21

Avg Plan Paid/Rx

\$0.05

greater than
previous

\$17.09

greater than UFCW
benchmark

3,738

Average Eligible Members

459

less than
previous

Plan Performance - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

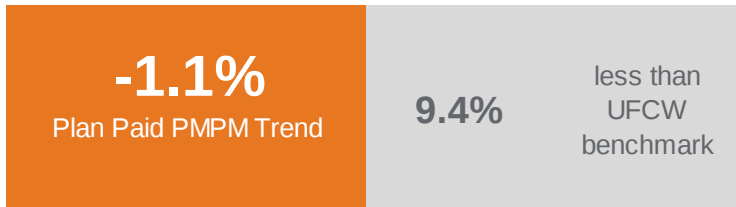
Description	UFCW UPE			Book of Business: UFCW	
	Jan 18 - Dec 18	Jan 17 - Dec 17	Pct Change	Jan 18 - Dec 18	Pct Change
Average Eligible Members	3,738	4,197	-10.9%		
Average Age	46.8	46.2	1.2%	38.2	1.1%
Total Plan Paid	\$5,658,062	\$6,420,754	-11.9%		
Total Rxs	47,864	54,338	-11.9%		
Plan Paid PMPM	\$126.14	\$127.47	-1.1%	\$87.43	8.3%
Plan Paid per Rx	\$118.21	\$118.16	0.0%	\$101.13	7.2%
Rxs PMPM	1.07	1.08	-1.1%	0.86	1.1%
Member Paid Share	6.8%	6.5%	4.6%	10.0%	-7.8%
Generic Dispensing Rate	82.5%	82.9%	-0.5%	86.8%	0.4%
Mail Order Rate	0.0%	0.0%	0.0%	3.3%	3.2%
Average Days Supply	41.6	39.7	4.9%	33.1	1.9%
Specialty Plan Paid PMPM	\$43.95	\$44.24	-0.7%	\$37.73	20.2%
Percent of Specialty Plan Paid	34.8%	34.7%	0.4%	43.2%	11.0%

- Plan Cost PMPM decreased -1.1% to \$126.14, driven by a decrease in membership and total Rxs
- Specialty Plan Cost decreased -0.07% to \$43.95
- Generic Dispensing Rate decreased -0.5% to 82.5%, which is 4.3% percentage points lower than the peers

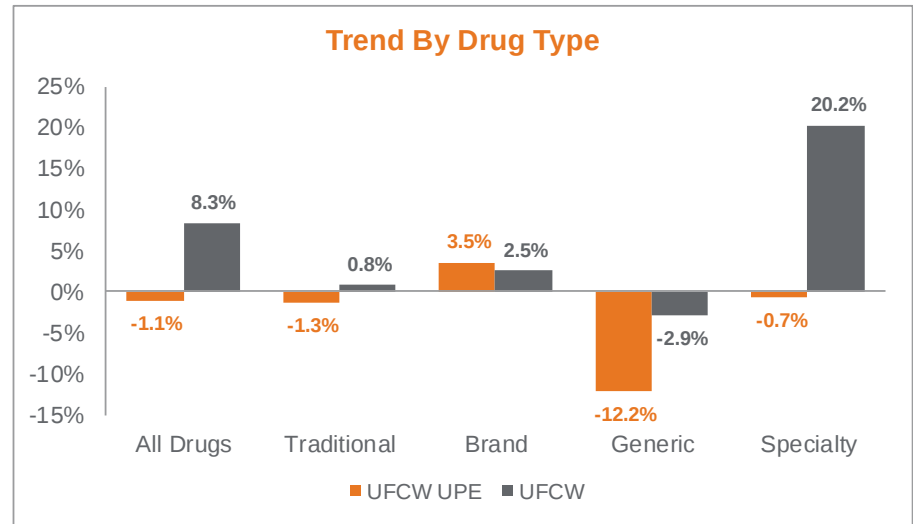
Key Performance Indicators - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Client Trend



**Generic: Greatest PMPM Change
of -\$3.09**



Plan Paid PMPM

Specialty/Traditional

Claim Type	Jan 18 - Dec 18	Jan 17 - Dec 17	Percent Change
Specialty	\$43.95	\$44.24	-0.7%
Traditional	\$82.19	\$83.23	-1.3%
All Drugs	\$126.14	\$127.47	-1.1%

Traditional

Claim Type	Jan 18 - Dec 18	Jan 17 - Dec 17	Percent Change
Brand	\$59.91	\$57.87	3.5%
Generic	\$22.27	\$25.36	-12.2%
Traditional	\$82.19	\$83.23	-1.3%

Traditional vs Specialty - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Description	Traditional			Specialty		
	Jan 18 -	Jan 17 -	Pct	Jan 18 -	Jan 17 -	Pct
	Dec 18	Dec 17	Change	Dec 18	Dec 17	Change
Average Eligible Members	3,738	4,197	-10.9%	3,738	4,197	-10.9%
Total Plan Paid	\$3,686,618	\$4,192,415	-12.1%	\$1,971,444	\$2,228,338	-11.5%
Percent of Total Plan Paid	65.2%	65.3%	-0.2%	34.8%	34.7%	0.4%
Total Rxs	47,257	53,714	-12.0%	607	624	-2.7%
Plan Paid PMPM	\$82.19	\$83.23	-1.3%	\$43.95	\$44.24	-0.7%
Plan Paid per Rx	\$78.01	\$78.05	0.0%	\$3,247.85	\$3,571.06	-9.1%
Rxs PMPM	1.05	1.07	-1.2%	0.014	0.012	9.2%
Generic Dispensing Rate	83.1%	83.5%	-0.4%	31.6%	34.3%	-7.8%
Member Paid Share	7.9%	8.0%	-0.9%	4.5%	3.4%	31.3%
Member Paid per Rx	\$6.75	\$6.82	-1.0%	\$153.45	\$127.10	20.7%

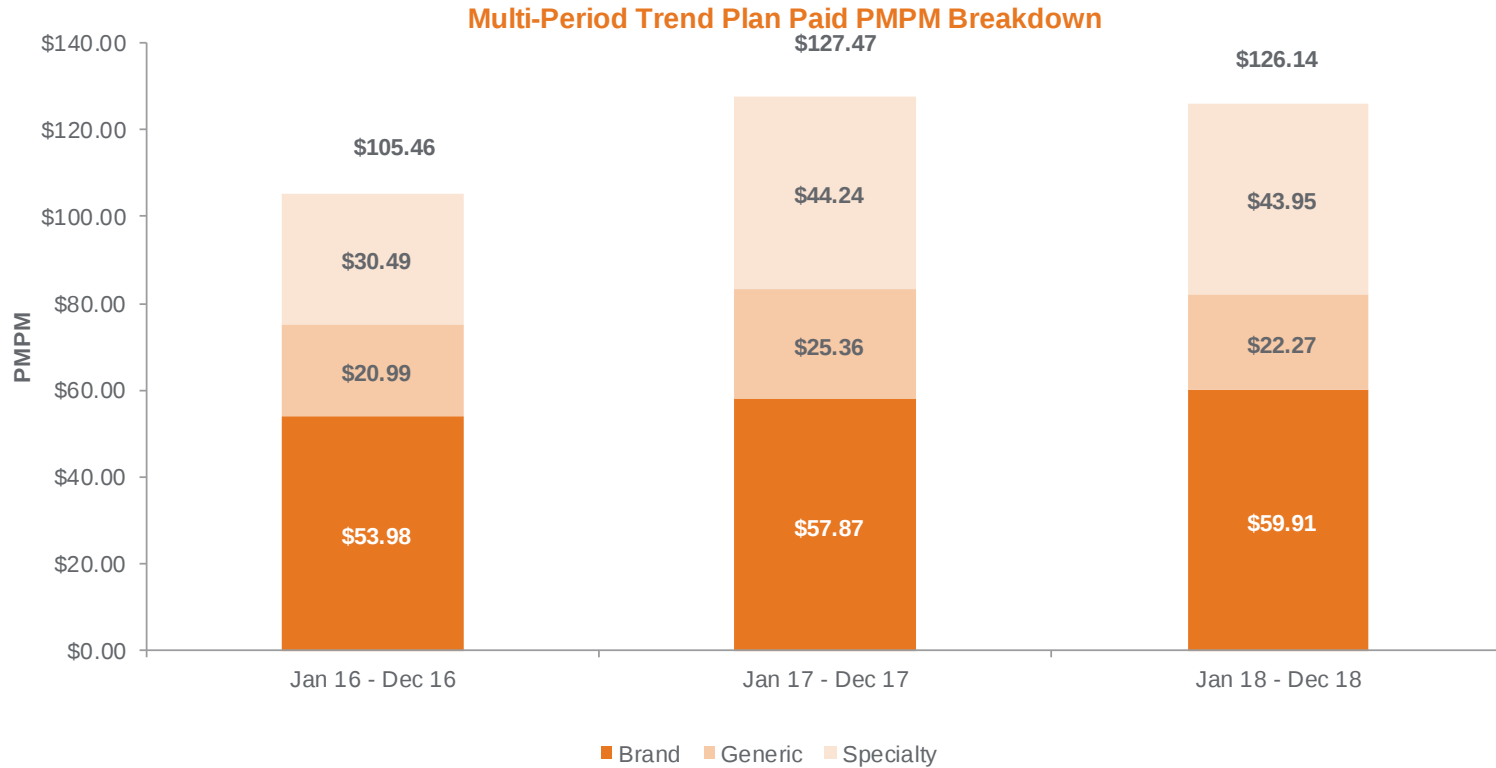
- Your Specialty Plan Paid PMPM is 8.3% lower than your peer, and -0.7% less than previous
- Traditional Plan Paid PMPM decreased -1.3% and was offset by the decrease in Members and Total Rxs.
- Traditional Generic Dispensing Rate decreased -0.4% to 83.1%.

Three Year Period Trend

Multi-Period Trend - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Plan Paid PMPM Breakdown

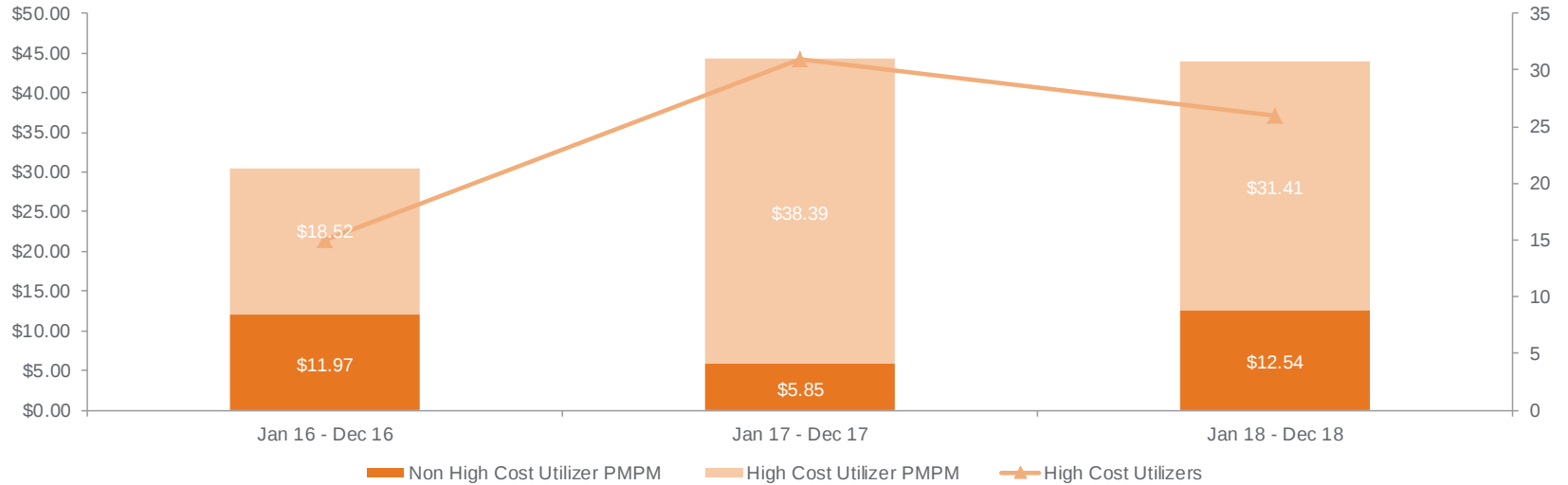


PMPM Trend	Brand	Generic	Specialty
Jan 18 - Dec 18 v Jan 17 - Dec 17	3.5%	-12.2%	-0.7%
Jan 17 - Dec 17 v Jan 16 - Dec 16	7.2%	20.8%	45.1%
Average Trend	5.4%	4.3%	22.2%

Multi-Period Trend - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

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



Period	Specialty Utilizers		
	High Cost	Non High Cost	Total
Jan 18 - Dec 18	26	66	92
Jan 17 - Dec 17	31	55	86
Jan 16 - Dec 16	15	95	110

Period	Specialty Utilizer Trend			Specialty PMPM Trend		
	High Cost	Non High Cost	Total	High Cost	Non High Cost	Total
Jan 18 - Dec 18 v Jan 17 - Dec 17	-16.1%	20.0%	7.0%	-18.2%	114.5%	-0.7%
Jan 17 - Dec 17 v Jan 16 - Dec 16	106.7%	-42.1%	-21.8%	107.3%	-109.6%	45.1%
Average Trend	45.3%	-11.1%	-7.4%	44.6%	2.4%	22.2%

26 Specialty High Cost Utilizers in the current period represented 28.3% of specialty utilizers and 71.5% of total Specialty Plan Paid

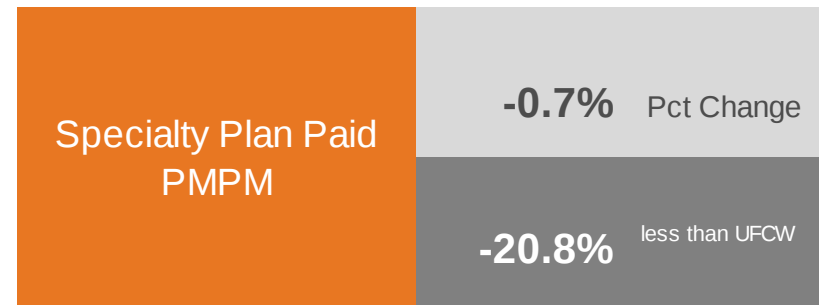
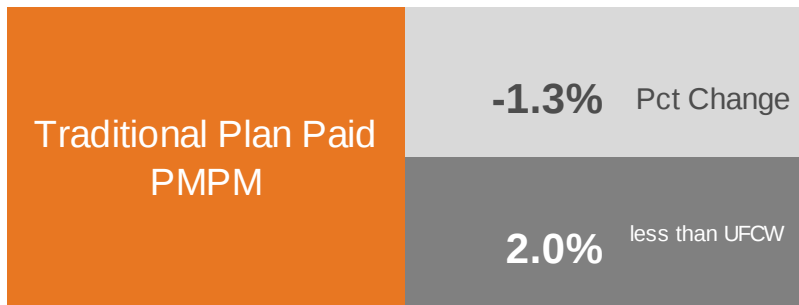
High Cost Utilizer is an individual utilizer with average monthly Plan Paid specialty spend of >=\$2,500 within the given reporting period

Cost Drivers

Cost Driver Analytics - UFCW UPE

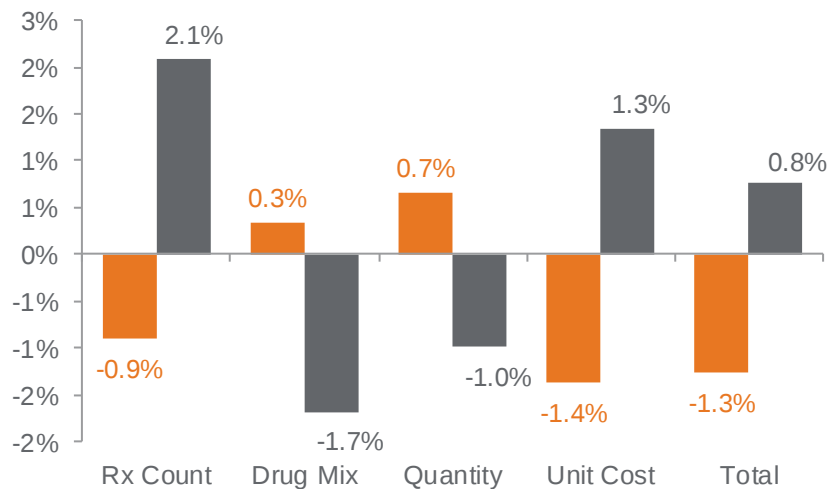
Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Traditional and Specialty Plan Paid PMPM



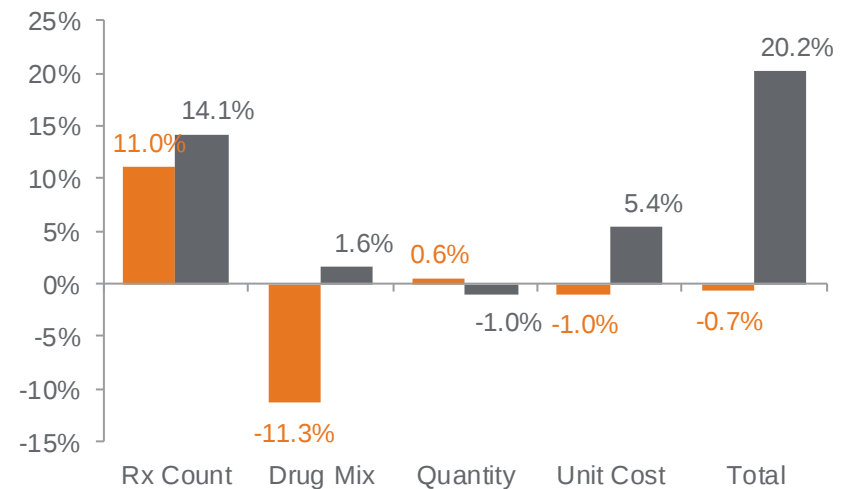
Most Significant Driver: Unit Cost
1.4% decrease

Traditional



Most Significant Driver: Drug Mix
11.3% decrease

Specialty



■ UFCW UPE ■ UFCW

■ UFCW UPE ■ UFCW

Top Disease Categories by Plan Paid - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

			Jan 18 - Dec 18								
Curr Rank	Prev Rank	Disease Category 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	Diabetes	\$914,903	403	3,175	\$288.16	52.5%	\$20.40	8.8%	-5.1%	3.3%
2	2	Oncology	\$506,286	66	359	\$1,410.27	90.0%	\$11.29	5.7%	2.8%	8.7%
3	6	Asthma / COPD	\$456,159	446	2,308	\$197.64	26.3%	\$10.17	12.8%	10.8%	25.0%
4	7	Inflammatory Conditions	\$444,268	27	174	\$2,553.27	33.3%	\$9.90	22.9%	30.3%	60.1%
5	5	HIV	\$398,334	19	200	\$1,991.67	10.0%	\$8.88	9.9%	-4.0%	5.5%
6	4	Cardiovascular	\$305,724	1,254	9,399	\$32.53	97.0%	\$6.82	-17.5%	-2.4%	-19.5%
7	13	Blood Clot Prevention/Stroke Prevention	\$202,526	174	814	\$248.80	50.7%	\$4.51	26.7%	4.0%	31.8%
8	12	Endocrine And Metabolic	\$191,626	8	58	\$3,303.89	58.6%	\$4.27	24.0%	-1.3%	22.4%
9	11	Narcotic Analgesics	\$172,488	646	2,549	\$67.67	85.5%	\$3.85	20.5%	-14.0%	3.7%
10	8	Ulcer/Acid Reflux/Gerd	\$164,867	431	1,669	\$98.78	82.0%	\$3.68	-21.0%	2.4%	-19.2%
Totals:			\$3,757,180		20,705	\$181.46	76.2%	\$83.76	12.0%	-2.3%	9.5%
Plan Totals:			\$5,658,062		47,864	\$118.21	82.5%	\$126.14	0.0%	-1.1%	-1.1%

- Top 10 Disease Categories represent 66.4% of your Total Plan Cost
- The highest trend is in Inflammatory Conditions at 60.1%
- Number one disease category is Diabetes for plan paid. It saw a 3.3% increase in Plan Paid PMPM

Top Traditional Drugs by Plan Paid - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 18 - Dec 18							
				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	LANTUS SOLOSTAR See Clinical Opportunity Section	Insulin	\$93,863	45	194	\$483.83	\$2.09	-1.0%	11.7%	2.5%
2	4	LYRICA	Anticonvulsants - 2nd Generation	\$89,736	40	171	\$524.77	\$2.00	-16.2%	9.0%	2.4%
3	8	ELIQUIS	Oral Anticoagulants	\$86,874	37	196	\$443.24	\$1.94	41.1%	68.9%	2.4%
4	3	JANUVIA	DPP-4 Inhibitors & Combos	\$79,205	29	137	\$578.14	\$1.77	-24.2%	-5.1%	2.1%
→ 5	10	TRESIBA FLEXTOUCH See Clinical Opportunity Section	Insulin	\$77,018	18	79	\$974.91	\$1.72	47.8%	56.0%	2.1%
→ 6	7	TRULICITY See Clinical Opportunity Section	Injectable Diabetic Meds	\$75,329	19	100	\$753.29	\$1.68	4.0%	17.8%	2.0%
7	1	ESOMEPRAZOLE MAGNESIUM	Proton Pump Inhibitors	\$71,860	63	283	\$253.92	\$1.60	-3.4%	-19.4%	1.9%
8	6	ADV AIR DISKUS	Inhaled Asthma/COPD Combo	\$63,615	39	138	\$460.98	\$1.42	-9.9%	-5.7%	1.7%
9	15	SYMBICORT	Inhaled Asthma/COPD Combo	\$59,341	33	172	\$345.01	\$1.32	27.1%	46.8%	1.6%
10	18	XARELTO	Oral Anticoagulants	\$55,797	24	110	\$507.24	\$1.24	28.7%	40.5%	1.5%
→ 11	9	VICTOZA See Clinical Opportunity Section	Injectable Diabetic Meds	\$53,380	16	68	\$785.00	\$1.19	-2.1%	4.4%	1.4%
12	11	SPIRIVA HANDIHALER	Inhaled Bronchodilator	\$49,977	22	110	\$454.34	\$1.11	-14.2%	1.4%	1.4%
→ 13	13	OXYCONTIN	Opioid Agonists & Combos	\$48,914	19	153	\$319.70	\$1.09	23.6%	1.1%	1.3%
→ 14	31	SUBOXONE	Opioid Partial Agonists	\$45,834	8	97	\$472.52	\$1.02	7.8%	61.5%	1.2%
15	17	DEXILANT	Proton Pump Inhibitors	\$42,629	29	118	\$361.26	\$0.95	-3.3%	6.1%	1.2%
→ 16	32	ANDROGEL PUMP Recently Generic	Androgens	\$39,325	7	31	\$1,268.56	\$0.88	39.2%	42.8%	1.1%
→ 17	23	JARDIANCE See Clinical Opportunity Section	SGLT-2 Inhibitors & Combos	\$38,616	14	74	\$521.83	\$0.86	7.9%	18.5%	1.0%
→ 18	12	NOVOLOG FLEXPEN See Clinical Opportunity Section	Insulin	\$38,204	24	57	\$670.24	\$0.85	-15.8%	-22.4%	1.0%
→ 19	37	FARXIGA See Clinical Opportunity Section	SGLT-2 Inhibitors & Combos	\$37,860	14	69	\$548.70	\$0.84	55.0%	69.4%	1.0%
→ 20	29	JANUMET XR See Clinical Opportunity Section	DPP-4 Inhibitors & Combos	\$36,070	12	60	\$601.17	\$0.80	-9.0%	22.8%	1.0%
Totals:				\$1,183,447		2,417	\$489.63	\$26.38	3.4%	14.9%	32.1%
Traditional Plan Totals:				\$3,686,618		47,257	\$78.01	\$82.19	-1.2%	-1.3%	

Top Specialty Drugs by Plan Paid - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

				Jan 18 - Dec 18								
	Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	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		REVLIMID	Oncology	\$169,371	1	12	\$14,114.24	\$3.78			8.6%
	2	3	HUMIRA PEN	Chronic Inflammatory Disease	\$169,229	5	26	\$6,508.81	\$3.77	-8.8%	13.8%	8.6%
→	3	14	SPRYCEL	Oncology	\$112,425	1	9	\$12,491.69	\$2.51	102.1%	115.6%	5.7%
	4	6	SOMAVERT	Grow th Hormones	\$111,180	1	12	\$9,265.02	\$2.48	12.3%	27.7%	5.6%
	5		DUPXENT	Chronic Inflammatory Disease	\$87,189	3	30	\$2,906.28	\$1.94			4.4%
	6	7	GENVOYA	HIV-Multiclass Combo	\$82,857	5	33	\$2,510.81	\$1.85	12.3%	11.0%	4.2%
	7	10	SOMATULINE DEPOT	Endocrine Disorders	\$77,595	1	11	\$7,054.13	\$1.73	23.5%	25.4%	3.9%
	8	13	TRIUMEQ	HIV-Multiclass Combo	\$75,316	3	29	\$2,597.12	\$1.68	41.6%	44.1%	3.8%
	9	4	COPAXONE	Multiple Sclerosis	\$75,051	1	13	\$5,773.18	\$1.67	-33.6%	-36.0%	3.8%
	10		MAVYRET	Hepatitis C	\$73,624	3	6	\$12,270.59	\$1.64			3.7%
	11	12	STRIBILD	HIV-Multiclass Combo	\$64,407	2	23	\$2,800.31	\$1.44	12.3%	7.5%	3.3%
→	12		AFINITOR	Oncology	\$56,968	1	4	\$14,241.92	\$1.27			2.9%
	13	17	PREZCOBIX	HIV-Multiclass Combo	\$54,878	4	33	\$1,662.98	\$1.22	37.2%	38.0%	2.8%
	14	33	GLATIRAMER ACETATE	Multiple Sclerosis	\$53,451	1	13	\$4,111.63	\$1.19	629.9%	454.4%	2.7%
→	15		XTANDI	Oncology	\$42,137	1	4	\$10,534.34	\$0.94			2.1%
	16	18	REVATIO	Pulmonary Arterial Hypertension	\$38,608	1	10	\$3,860.79	\$0.86	2.1%	6.0%	2.0%
	17	20	XELJANZ	Chronic Inflammatory Disease	\$37,947	1	10	\$3,794.72	\$0.85	12.3%	15.7%	1.9%
→	18	2	ZYTIGA	Oncology	\$37,946	2	4	\$9,486.46	\$0.85	-78.6%	-78.7%	1.9%
	19	16	XOLAIR	Asthma	\$33,418	1	8	\$4,177.24	\$0.74	-25.1%	-20.2%	1.7%
→	20	5	IMATINIB MESYLATE	Oncology	\$33,335	1	7	\$4,762.19	\$0.74	-34.5%	-65.3%	1.7%
Totals:					\$1,486,933		297	\$5,006.51	\$33.15	30.8%	36.6%	75.4%
Specialty Plan Totals:					\$1,971,444		607	\$3,247.85	\$43.95	9.2%	-0.7%	

- The largest financial impact change in Specialty was in Oncology which represents 22.9% of Specialty Plan Total



Clinical Management

Opportunities

Diabetes Management Program

Market problem

Diabetes is one of the top 5 chronic conditions in the U.S. ...

30
million

Americans are living with diabetes, and **7.2 million** don't know they have it.¹

86
million

Americans have prediabetes – **30%** are expected to develop type 2 diabetes in the next five years.²

... and the impacts on health care costs continue to rise.

More than **20% of all health care spending** is for people with diagnosed diabetes.³

Non-managed diabetes can evolve into other serious conditions like kidney failure, amputations and blindness.⁴

Total estimated cost of diagnosed diabetes in 2017 was \$327 billion, a **26% increase from 2012.**⁵

1. National Diabetes Statistics Report, 2017. Atlanta, GA: Centers for Disease Control and Prevention. U.S. Department of Health and Human Services; 2. American Diabetes Association. Infographic: A Snapshot Diabetes in America; 3. Centers for Disease Control and Prevention. Diabetes at a Glance 2016. Working to Reverse the Epidemic; 4. Centers for Disease Control and Prevention. Basics About Diabetes. March 31, 2015.; 5. American Diabetes Association. Economic Costs of Diabetes in the U.S. in 2017. Diabetes Care; 2018.

Controlling diabetes

Can improve health and lower health care costs



People with diagnosed diabetes

- Take more prescription drugs
- Visit doctor offices and emergency rooms more frequently¹
- May also have cardiovascular, kidney or eye disease, cancer, obesity, hypertension, fractures or amputations

Average cost for diabetic members
is **~\$17,000 per year¹**

Patients with controlled diabetes may
see a **10% decrease in costs²**

People with controlled diabetes

- Have fewer hospitalization and emergency room visits
- Maintain a healthy lifestyle, including diet and exercise
- Adhere to medications
- Regularly test blood glucose levels and participate in preventive screenings



Diabetes management program roadmap

Focus on diagnosed diabetics

PHASE 1 – 10/1/18

- Medication adherence monitoring
- RDUR gaps in care
- Machine learning risk analytics
- \$0 copay on supplies
- Reporting
- Cloud-based meter and mobile app (high-risk members)
- 1:1 coaching (high-risk members)

Focus on pre-diabetics

PHASE 2 – Q2/Q3 2019

- High-risk pre-diabetic identification through machine learning and surveys
- Pre-diabetic education and coaching
- Use of cloud testing data in risk segmentation

Focus on integrated data and digital

PHASE 3 – 2019 & Beyond

- Use of medical claims and lab results for risk segmentation and additional coaching opportunities
- Artificial intelligence integration (intelligent chat, digital)
- Integration with additional devices (e.g., Dexcom pilot)

OptumRx Diabetes Management Program

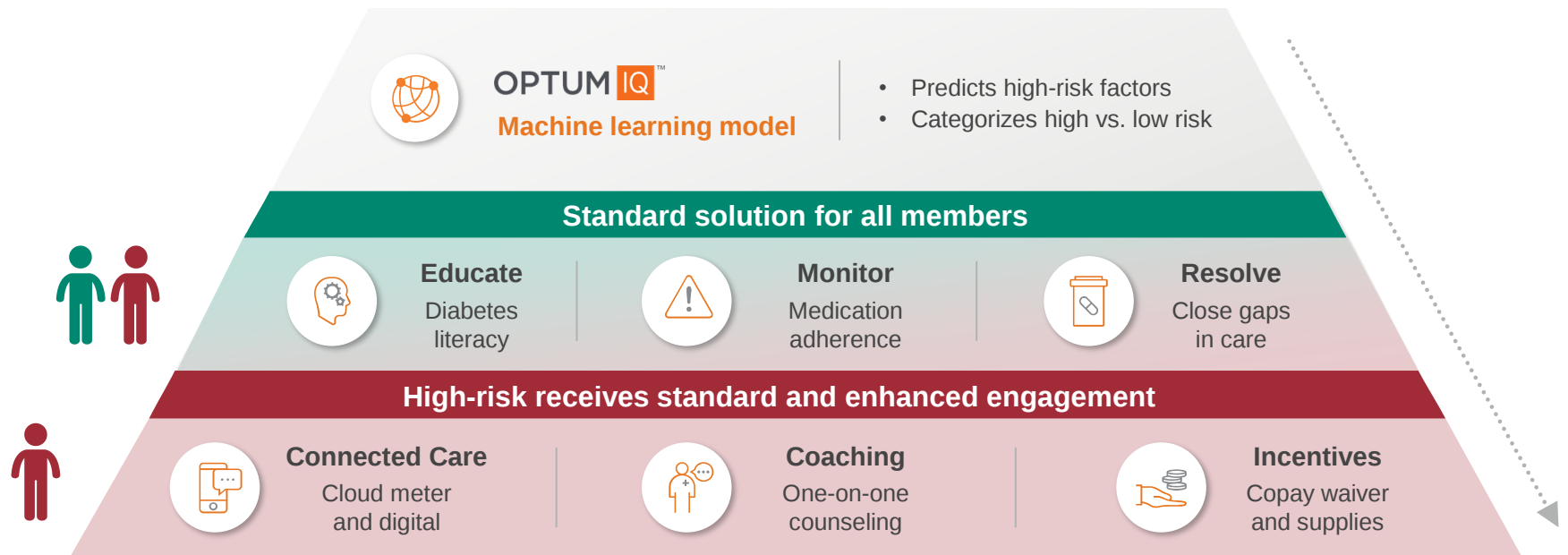
Addressing the needs of all diabetic members

Engagement strategy **varies** depending on risk level

Low-risk members
need proactive care
to avoid progression



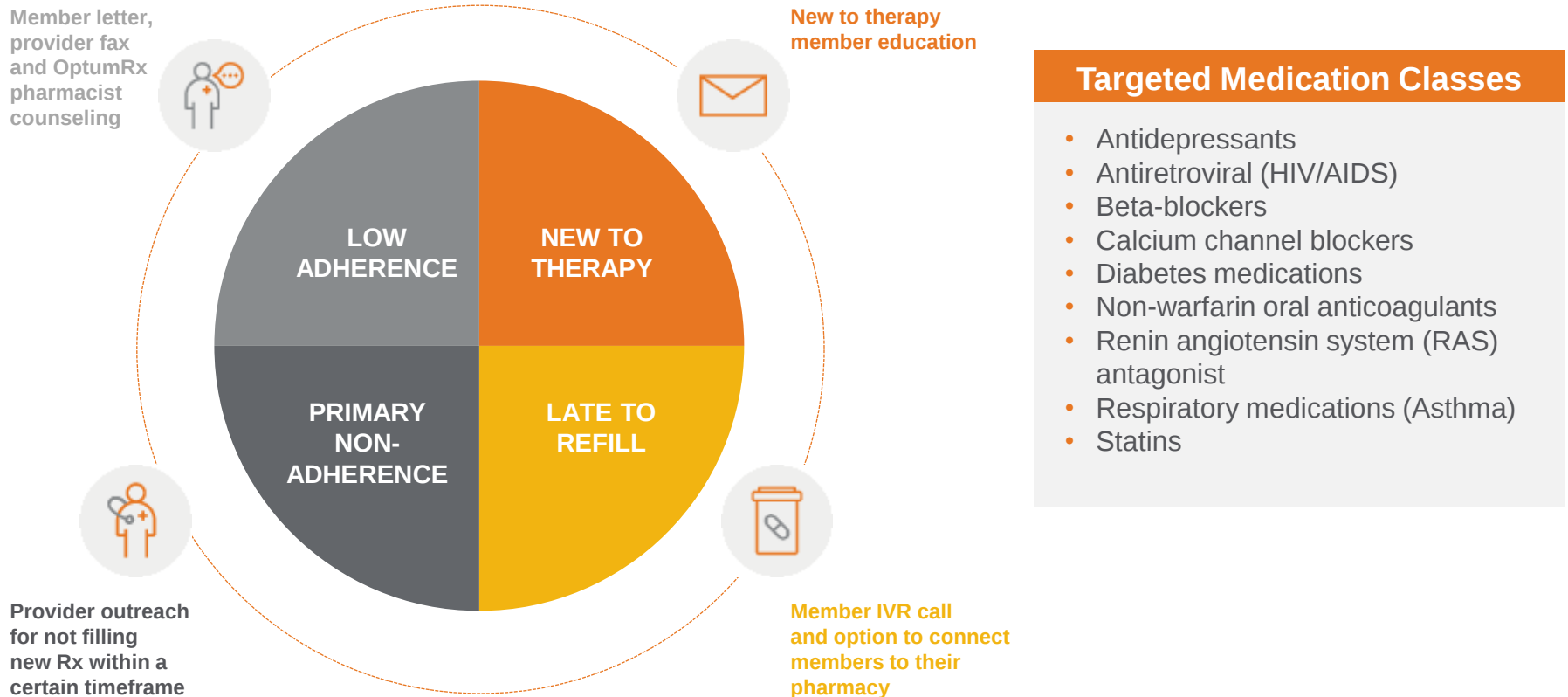
High-risk members
need higher-touch care



Medication adherence monitoring (All Diabetics)

Diabetes management program

Targets member and providers at the right time using multiple channels



RDUR gaps in care (All Diabetics)

Diabetes management program

Identifies and closes gaps in medication therapy

Identification

- Retrospective review of pharmacy (and medical) claims for members
- Identifies gap closure opportunities
- Rules target diabetic members not currently on a statin or antihypertensive medication

Intervention

MEMBERS

- Letter and education piece

PRESCRIBERS

- Notification fax and/or letter
- Prescriber-specific report listing identified members and clinical rationale

Evaluation

- Post-intervention evaluation via review of member pharmacy and medical claims, if applicable
- Resolution rate/Clinical impact
- Total health care savings

Targets specific chronic conditions

- ✓ Cardiovascular disease
- ✓ Diabetes

Connecting care with OptumIQ (High-risk members)

OptumRx Diabetes Management Program



High-risk member



OptumRx certified diabetes educator



\$0 copay for supplies



Diabetes education



Cloud-based meter

Connected care through cloud-based meter and digital technology



Data accessed via cloud



Medication consults



Risk assessment

Members track glucose levels and activity through app and cloud-based meter

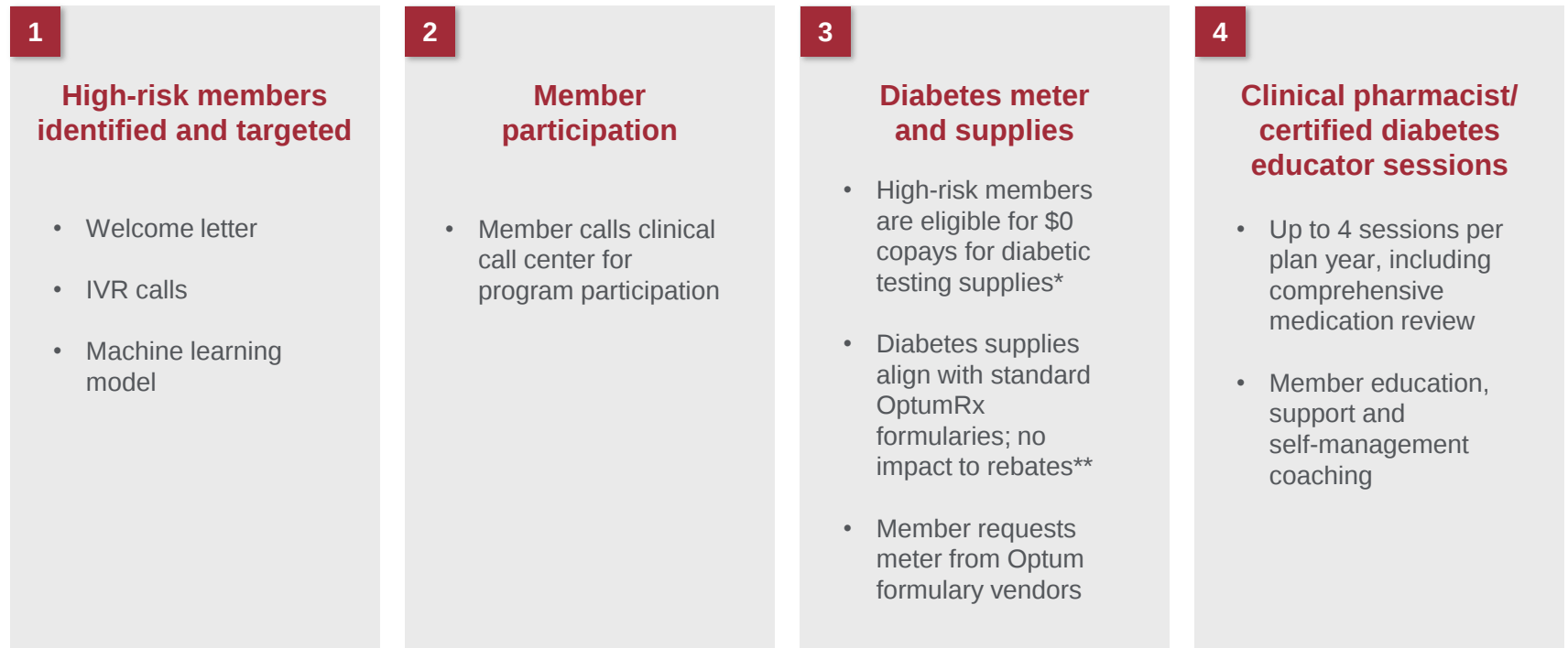
Machine learning model

Predicts high-risk diabetes factors

Care coordinators access member data via cloud and discuss during counseling

High-risk member engagement process

Diabetes management program



Continuum of care

Medication review, member education and lifestyle coaching

*Member needs to obtain Rx for testing supplies (test strips, lancets, control solution)
Applies to One Touch Verio Flex and/or Accu-check Guide meter and supplies only, dependent on client's formulary
**HSA plan designs: Deductible must be met before \$0 copay applies on testing supplies.

OptumRx Diabetes Management Program Summary

PROGRAM AVAILABILITY

- Available starting 1/1/19
- Implement on calendar quarterly basis
- 60 day implementation window required

PROVIDED TO ENTIRE MEMBERSHIP

- Adherence monitoring
 - **Members:** New to therapy education, refill reminders
 - **Prescribers:** Primary non-adherence and Low Adherence outreach to prescribers
- Gaps in care closure through prescriber outreach

PROVIDED TO HIGH-RISK MEMBERS

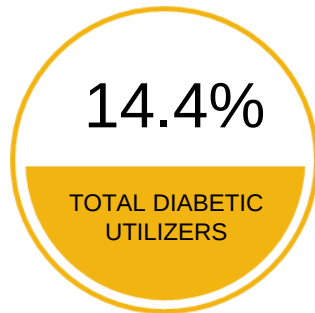
Program can expect to save \$1,700 per high-risk member

- Up to 4 sessions per plan year
- 1:1 coaching session on diabetes management, lifestyle, diet, nutrition and medication reconciliation
- Smart meter with cloud connectivity and access of patients testing data during 1:1 coaching
- Option for copay waiver on diabetic supplies
- Client billed on a quarterly basis

Diabetes Opportunity Analysis

UFCW UPE

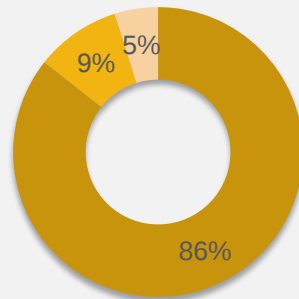
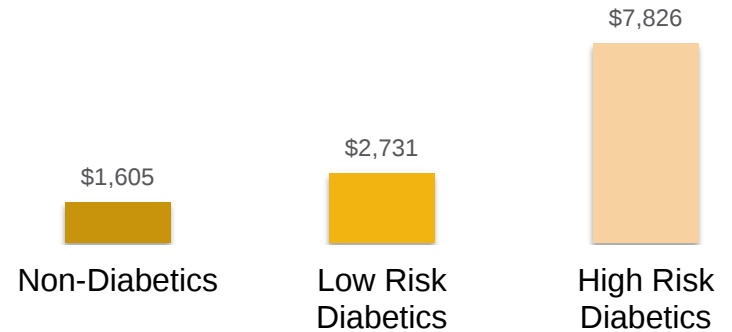
Date Submitted: Jan 1, 2018 -- Dec 31, 2018



High risk diabetic utilizers have **\$5,095** higher annualized plan paid than low risk diabetic utilizers¹

DIABETIC UTILIZERS: **403**
TOTAL UTILIZERS: **2,807**

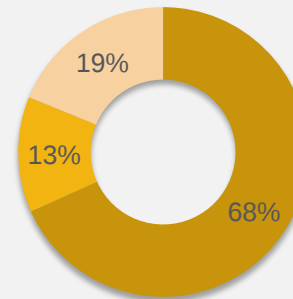
Average Annual Pharmacy Plan Paid



Pharmacy Utilizers

5% of Pharmacy Utilizers filled a SGLT-2, GLP-1, or DPP-4

■ Non-Diabetics ■ Low Risk Diabetics
■ High Risk Diabetics



Pharmacy Plan Paid

32% of Pharmacy Plan Paid attributed to diabetic members

■ Non-Diabetics ■ Low Risk Diabetics
■ High Risk Diabetics

Diabetes Opportunity Analysis

UFCW UPE

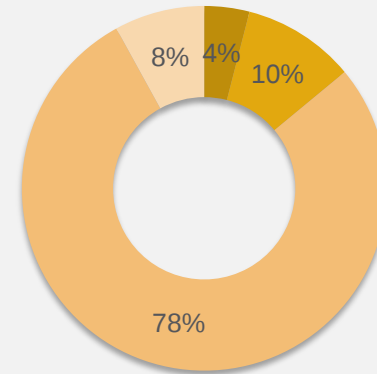
Date Submitted: Jan 1, 2018 -- Dec 31, 2018

Diabetics in current period vs. prior period

10% new diabetic utilizers

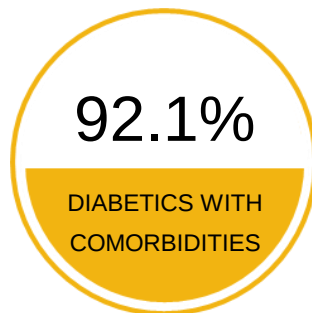
Changing diabetic regimen is defined as either adding a DPP-4, GLP-1, or SGLT-2 where one was not previously used or discontinuing these medications

*Unclassified indicates data not available for prior period

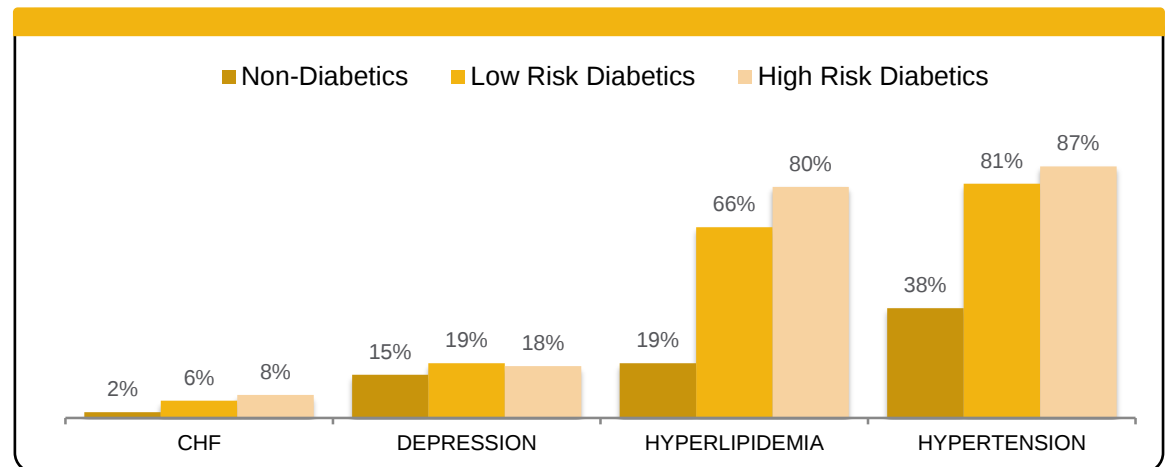


■ Unclassified ■ New Diabetics ■ Stable Therapy ■ Therapy Change

Diabetic member co-morbidities²



of total Diabetics



²Pharmacy claims used as an indicator of disease. Drugs could be used for other purposes.

OptumRx Diabetes Management Fees and UFCW UPE Estimate

Diabetes Management Program Options	Cost
Diabetes High-Risk member counseling + Diabetes-Focused Medication Adherence + Diabetes-Focused RDUR Gaps in Care programs. Includes ROI guarantee of 2:1 for 1st year only on PMPM portion of the fees. Clients must have 5000+ lives to qualify for ROI.	\$195 per counseled member per year + \$0.08 PMPM
Diabetes High-Risk member counseling + Diabetes-Focused Medication Adherence Program	\$195 per counseled member per year + \$0.06 PMPM
Diabetes High-Risk member counseling + Diabetes-Focused RDUR Gaps in Care program	\$195 per counseled member per year + \$0.02 PMPM
Diabetes High-Risk member counseling only	\$195 per counseled member per year

UFCW UPE Diabetes Program Estimated Costs									
Plan Name	Membership	Diabetics	Estimated High Risk Members	Estimated Counseled Members (25% engagement of high risk diabetic members, rounded up)	Estimated Annual High Risk Counseling Cost (\$195 per counseled member)	Estimated Annual Cost of Adherence Program (\$0.06 PMPM)	Estimated Annual Cost of Gaps in Care (\$0.02 PMPM)	Estimated Annual Total Program Cost (High Risk Counseling Cost + Adherence PMPM + Gaps in Care PMPM)	Estimated Program Savings (Cost multiplied by the ratio of estimated ROI per member in addition to the 2:1 ROI for adherence and gaps in care)
UFCW UPE	3,738	2,807	403	101	\$19,695	\$2,691	\$897	\$23,283	\$128,377

Clinical Opportunities Summary

Recommendations

Benefit Design & Program Consideration	Current Recommendation Status	Est. Yearly Savings (based on 2018 spend)	Estimated Disruption	Est. Program Fees
Diabetes Management Program	Highly Recommended	\$128,377 (\$2.86 PMPM)	101 utilizers	\$23,283



Appendix

Drug Pipeline

Pipeline Forecast: Blockbuster Drugs

New Drug Approvals and Applications

Brand Name	Generic Name	Drug Class	Indication/Use	Route	Est. Change in PMPM (Year 1)	Est. Change in PMPM (Year 2)	Est. Change in PMPM (Year 3)	Estimated Approval Date
→ Ilumya	tildrakizumab-asnm	IL-23 inhibitor	Plaque psoriasis	SC	\$0.03*	\$0.05*	\$0.08*	3/20/2018
→ Trogarzo	ibalizumab-uiyk	Viral entry inhibitor	HIV	IV	\$0.22	\$0.26	\$0.29	3/6/2018
TBD	leronlimab	CCR5 antagonist	HIV	SC/IV	\$0.13	\$0.20	\$0.26	Late 2019
→ Aimovig	erenumab-aooe	CGRP antagonist	Migraine	SC	\$0.20†	\$0.27†	\$0.33†	5/17/2018
→ Ajovy	fremanezumab-vfrm	CGRP antagonist	Migraine	SC				9/14/2018
→ Emgality	galcanezumab-gnlm	CGRP antagonist	Migraine	SC				9/27/2018
→ Olumiant	baricitinib	JAK-1/JAK-2 kinase inhibitor	Rheumatoid arthritis	PO	\$0.02	\$0.04	\$0.05	5/31/2018
Zynquista	sotagliflozin	SGLT inhibitor	Type 1 diabetes	PO	\$0.04§	\$0.10§	\$0.16§	3/22/2019
TBD	canakinumab	IL-1β inhibitor	Acute coronary syndrome	SC	\$0.05	\$0.07	\$0.08	2H2019
TBD	golodirsén	Antisense oligonucleotide	Duchenne muscular dystrophy	IV	\$0.10	\$0.09	\$0.08	8/20/2019
TBD	siponimod	Selective S1P-R agonist	Multiple sclerosis	PO	\$0.17	\$0.28	\$0.39	3/2019
Viaskin Peanut	Viaskin peanut	Immunotherapy	Peanut allergy	TOP	\$0.18	\$0.22	\$0.27	2020
TBD	AR-101	Peanut protein capsule	Peanut allergy	PO				8/2019

→ Currently Available

□ Change or addition from last pipeline forecast

* PMPM provided for the class of IL-17/IL-23 inhibitors (ixekizumab, brodalumab, guselkumab, tildrakizumab)

† PMPM provided for the class of CGRP receptor antagonists (erenumab, fremanezumab, galcanezumab, eptinezumab)

§ PMPM provided for the class of SGLT-2 inhibitors for T1DM (sotagliflozin, dapagliflozin, empagliflozin, canagliflozin)



Note: Estimated approval dates are subject to change. Budget impact analyses are based on assumptions and estimates with available information at the time of pipeline drug evaluations. PMPM calculations are not plan specific and various factors may alter these analyses (e.g., contracting strategy, benefit design, etc.). Actual pricing and budget impacts may vary. OptumRx® is not responsible for any decision or outcome that may result from use of this report.

We manage new drug pipeline trend before it happens

New Drug Approvals and Pipeline (non-specialty)

Medication Name	Therapeutic Use	Estimated Approval Date	Acute/ Chronic	Clinical				Formulary	
				Quantity Limits	Preferred Product/ Step Therapy	Prior Authorization	Medical Necessity	Tier/Rebates/ Price protection	New Drug to Market
apomorphine	Parkinson's disease	1/29/2019	Chronic	✓		✓		✓	✓
buprenorphine/ samidorphan	Depression	1/31/2019	Chronic	▲	▲			✓	✓
Duobrii (tazarotene/ halobetasol)	Psoriasis	2/15/2019	Chronic		▲	▲		✓	✓
midazolam	Seizures	3/2019	Acute			▲		✓	✓
Roclatan (latanoprost/ netarsudil mesylate)	Glaucoma	3/14/2019	Chronic	✓	▲			✓	✓
solriamfetol	Narcolepsy/sleep apnea	3/20/2019	Chronic	✓		✓	✓	✓	✓
Ryaltris (mometasone furoate/olopatadine)	Allergic rhinitis	3/21/2019	Chronic	✓	▲			✓	✓
Zynquista (sotagliflozin)	Diabetes	3/22/2019	Chronic		✓	✓		✓	✓
Valtoco (diazepam)	Seizures	3/25/2019	Acute			▲		✓	✓

✓ = strategy strong potential

▲ = strategy being considered

Note: Estimated approval dates are subject to change

We manage new drug pipeline trend before it happens

New Drug Approvals and Pipeline (non-specialty)

Medication Name	Therapeutic Use	Estimated Approval Date	Acute/ Chronic	Clinical				Formulary	
				Quantity Limits	Preferred Product/ Step Therapy	Prior Authorization	Medical Necessity	Tier/Rebates/ Price protection	New Drug to Market
Duaklir Pressair (aclidinium/formoterol)	COPD	3/31/2019	Chronic	✓	▲			✓	✓
rizatriptan	Migraine	4/1/2019	Acute	✓	▲			✓	✓
Gimoti (metoclopramide)	Diabetic gastroparesis	4/1/2019	Chronic		▲	▲		✓	✓
Barhemsys (amisulpride)	Nausea/vomiting	5/5/2019	Acute	✓		▲		✓	✓
Slinda (drospirenone)	Pregnancy prevention	5/27/2019	Chronic	▲	▲			✓	✓
Bronchitol (mannitol)	Cystic fibrosis	6/20/2019	Chronic	▲		✓	✓	✓	✓

✓ = strategy strong potential ▲ = strategy being considered

COPD = Chronic obstructive pulmonary disease

Note: Estimated approval dates are subject to change

We manage generic product launch trend before it happens

Generic Drug Pipeline

Medication Name	Therapeutic Use	Estimated Launch Date	Specialty Medication	Generic Exclusivity	Formulary	Benefit Design
					Tier Strategy	
Tarceva erlotinib	Lung and pancreatic cancer	2019	✓	✓	✓	▲
Rozerem ramelteon	Insomnia	2019			✓	▲
Restasis cyclosporine	Dry eye	2019		✓	✓	▲
Advair Diskus fluticasone; salmeterol	Asthma; COPD	H1-2019			✓	▲
Aptensio XR methylphenidate ER	ADHD	H1-2019		✓	✓	▲
Nuvaring ethinyl estradiol; etonogestrel	Pregnancy prevention	H1-2019			✓	▲
Ganirelix Ganirelix	Infertility	Q1-2019	✓	✓	✓	▲
Ranexa ranolazine	Angina	2/2019		✓	✓	▲
Faslodex fulvestrant	Breast cancer	3/2019			✓	▲
Exjade deferasirox	Iron toxicity	4/2019	✓	✓	✓	▲
Vesicare solifenacin	Overactive bladder	4/2019		✓	✓	▲
Flector diclofenac	Acute pain	4/2019		✓	✓	▲

✓ = strategy strong potential ▲ = strategy being considered



COPD = Chronic obstructive pulmonary disease;
ADHD = Attention deficit hyperactivity disorder

Note: Estimated launch dates are subject to change

We manage generic product launch trend before it happens

Generic Drug Pipeline

Medication Name	Therapeutic Use	Estimated Launch Date	Specialty Medication	Generic Exclusivity	Formulary	Benefit Design
					Tier Strategy	
Evzio naloxone	Opioid overdose	Mid-2019			✓	▲
Rescriptor delavirdine	Human Immunodeficiency Virus Infection	6/2019	✓		✓	▲
Prestalia perindopril; amlodipine	Hypertension	6/2019		✓	✓	▲

✓ = strategy strong potential ▲ = strategy being considered

We Manage Specialty Pharmacy Benefit Trend Before it Happens

New self-administered specialty drug approvals and pipeline

Medication Name	Therapeutic Use	Route	Estimated Cost per Patient/ Year	Estimated Approval Date	Clinical					Formulary	
					Supply Limits	Step Therapy	Prior Auth.	Medical Necessity	Genetic Testing	New Drug to Market	Rebates/ Tier/ etc.
Mavenclad (cladribine)	Multiple sclerosis	PO	N/A	1/27/2019	✓	▲	✓	✓		✓	✓
Cablivi (caplacizumab)	aTTP	IV/SC	N/A	2/6/2019						✓	✓
siponimod	Multiple sclerosis	PO	N/A	3/2019	✓		✓	✓		✓	✓
selinexor	Multiple myeloma	PO	N/A	4/6/2019	▲		✓	✓		✓	✓
risankizumab	Psoriasis	SC	N/A	4/25/2019	▲	✓	✓			✓	✓
quizartinib	Leukemia	PO	N/A	5/25/2019	▲		✓	✓	✓	✓	✓
Rekynda (bremelanotide)	Female sexual dysfunction	SC	N/A	6/23/2019	▲		✓	✓		✓	✓
Edsivo (celiprolol)	Ehlers-Danlos syndrome	PO	N/A	6/25/2019			✓	✓		✓	✓

✓ = strategy strong potential ▲ = strategy being considered

aTTP = acute thrombotic thrombocytopenic purpura

Note: Estimated approval dates are subject to change

We Manage Specialty Pharmacy Benefit Trend Before it Happens

Assisted-administered specialty new drug approvals and pipeline

Medication Name	Therapeutic Use	Route	Estimated Cost per Patient/ Year	Estimated Approval Date	Clinical					Formulary	
					Supply Limits	Step Therapy	Prior Auth.	Medical Necessity	Genetic Testing	New Drug to Market	Rebates/ Tier/ etc.
iclaprim	ABSSSI	IV	N/A	2/13/2019						✓	✓
esketamine	Depression	PO	N/A	3/8/2019			▲			✓	✓
Zulresso (brexanolone)	Postpartum depression	IV	N/A	3/19/2019			✓			✓	✓
RI-002	Primary Immune Deficiency Disease	IV	N/A	4/2/2019		▲	✓	✓		✓	✓
Ryplazim (human plasminogen)	Plasminogen deficiency	IV	N/A	Mid-2019			▲			✓	✓
Contepo (fosfomycin)	Urinary tract infections	IV	N/A	4/30/2019						✓	✓
Zolgensma (onasemnogene abeparvovec)	Spinal muscular atrophy	IV	Up to \$4 million	5/1/2019			✓	✓	✓	✓	✓

✓ = strategy strong potential ▲ = strategy being considered

ABSSSI = Acute bacterial skin and skin structure infections

Note: Estimated approval dates are subject to change

Supplemental Data

Key Performance by Quarter - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Description	UFCW UPE				
	2018-Q4	2018-Q3	2018-Q2	2018-Q1	2017-Q4
Average Eligible Members	3,424	3,478	3,983	4,067	4,129
Total Utilizers	1,845	1,813	2,103	2,156	2,176
Percent Total Utilizers	53.9%	52.1%	52.8%	53.0%	52.7%
Total Plan Paid	\$1,309,427	\$1,341,429	\$1,538,136	\$1,469,071	\$1,754,288
Total Rxs	10,964	10,688	12,880	13,332	13,243
Plan Paid PMPM	\$127.48	\$128.56	\$128.73	\$120.40	\$141.61
Plan Paid per Rx	\$119.43	\$125.51	\$119.42	\$110.19	\$132.47
Rxs PMPM	1.07	1.02	1.08	1.09	1.07
Member Paid Share	5.4%	6.1%	7.0%	8.3%	5.4%
Generic Dispensing Rate	81.0%	81.6%	82.7%	84.2%	82.1%
Mail Order Rate	0.0%	0.0%	0.0%	0.0%	0.0%
Average Days Supply	41.7	42.5	42.5	40.1	39.7
Specialty Plan Paid PMPM	\$47.65	\$44.22	\$42.29	\$42.23	\$57.38
Percent of Specialty Plan Paid	37.4%	34.4%	32.9%	35.1%	40.5%

Key Performance Indicators - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Member Summary

3,738

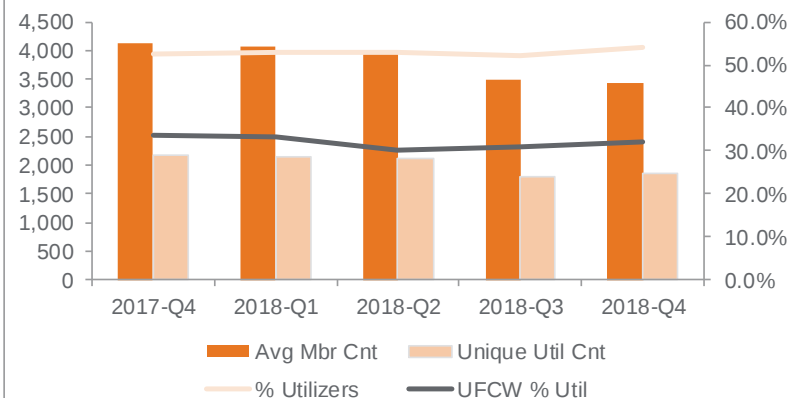
Average Eligible Members

459

less than
previous

30% of members using maintenance drugs are being treated for 4 or more disease categories

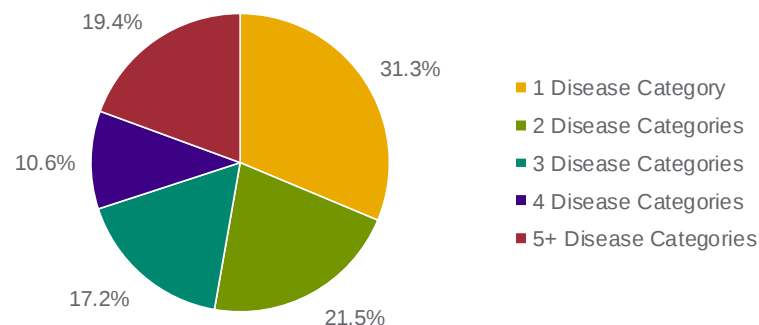
Members and Utilizers Over Time



Age Bands PMPM

Age Band	Plan Paid PMPM			BOB Age Adjusted PMPM
	Male	Female	Total	
< 10	\$0.29	\$0.21	\$0.50	\$0.42
10 - 19	\$0.66	\$1.42	\$2.08	\$2.60
20 - 34	\$1.64	\$3.75	\$5.39	\$5.70
35 - 44	\$3.23	\$4.51	\$7.74	\$6.45
45 - 54	\$10.89	\$14.26	\$25.15	\$22.97
55 - 64	\$22.46	\$23.14	\$45.60	\$37.55
65 - 74	\$7.27	\$15.27	\$22.54	\$26.17
75 - 84	\$8.31	\$5.42	\$13.73	\$15.64
85 +	\$0.64	\$2.67	\$3.31	\$2.70

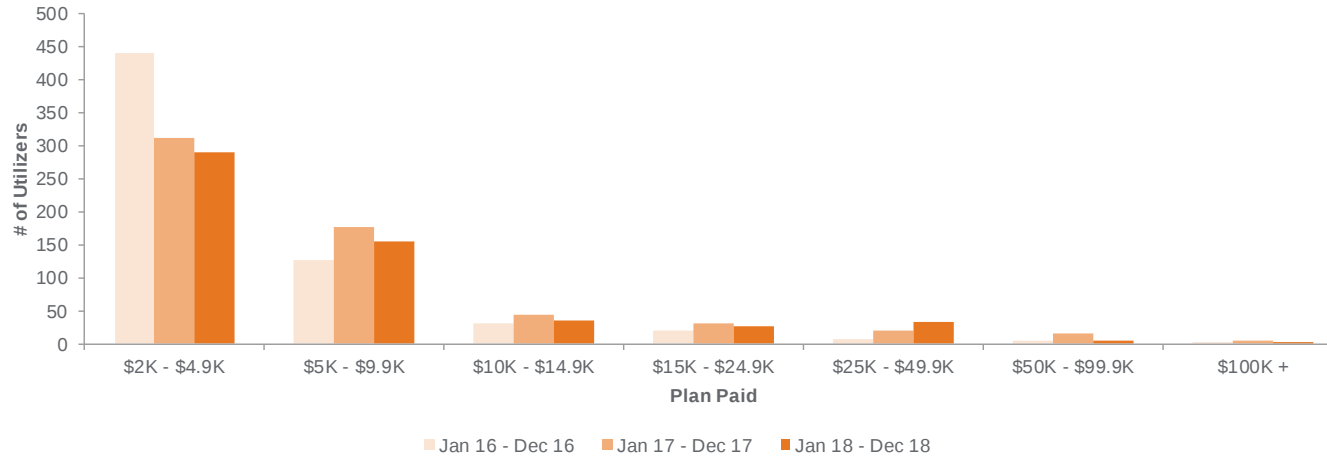
% of Members by Disease Category Maintenance Drugs



Multi-Period Trend - UFCW UPE

Date Submitted: Jan 18 - Dec 18 vs Jan 17 - Dec 17

Plan Paid Distribution



Total Plan Paid	Jan 18 - Dec 18				Jan 17 - Dec 17				Jan 16 - Dec 16			
	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid
\$0	32	\$0	1.1%	0.0%	28	\$0	0.9%	0.0%	49	\$0	0.9%	0.0%
>\$0 - \$1.9K	2,235	\$340	79.4%	13.4%	2,407	\$357	79.2%	13.4%	4,702	\$333	87.3%	28.1%
\$2K - \$4.9K	290	\$3,226	10.3%	16.5%	311	\$3,176	10.2%	15.4%	441	\$3,110	8.2%	24.7%
\$5K - \$9.9K	156	\$6,798	5.5%	18.8%	177	\$6,922	5.8%	19.1%	126	\$6,734	2.3%	15.3%
\$10K - \$14.9K	35	\$11,979	1.2%	7.4%	44	\$11,610	1.4%	8.0%	31	\$12,190	0.6%	6.8%
\$15K - \$24.9K	26	\$19,871	0.9%	9.1%	32	\$17,893	1.1%	8.9%	20	\$18,322	0.4%	6.6%
\$25K - \$49.9K	34	\$35,867	1.2%	21.6%	20	\$36,352	0.7%	11.3%	7	\$35,724	0.1%	4.5%
\$50K - \$99.9K	4	\$62,319	0.1%	4.4%	15	\$67,523	0.5%	15.8%	6	\$67,419	0.1%	7.3%
\$100K +	3	\$164,877	0.1%	8.7%	4	\$131,206	0.1%	8.2%	3	\$126,568	0.1%	6.8%

Top Drugs in Top Indications
(Ranked by Total Plan Paid Descending)
UFCW UPE

	Jan 18 - Dec 18							Jan 17 - Dec 17								
Description	Rank	#Rxs	# Util	Market Share	Plan Paid	Plan Paid / Rx	Plan Paid PMPM	Prev Rank	#Rxs	# Util	Market Share	Plan Paid	Plan Paid / Rx	Plan Paid PMPM	Pct Change Plan Paid / Rx	Pct Change Plan Paid PMPM
Oncology																
TOTAL	1	352	59		\$505,115	\$1,434.99	\$11.26	1	387	63		\$521,640	\$1,347.91	\$10.36	6.5%	8.7%
REVLIMID	1	12	1	34%	\$169,371	\$14,114.24	\$3.78									
SPRYCEL	2	9	1	22%	\$112,425	\$12,491.69	\$2.51	4	5	1	11%	\$58,541	\$11,708.16	\$1.16	6.7%	115.6%
AFINITOR	3	4	1	11%	\$56,968	\$14,241.92	\$1.27									
XTANDI	4	4	1	8%	\$42,137	\$10,534.34	\$0.94									
ZYTIGA	5	4	2	8%	\$37,946	\$9,486.46	\$0.85	1	21	2	38%	\$199,713	\$9,510.12	\$3.96	-0.2%	-78.7%
IMATINIB MESYLATE	6	7	1	7%	\$33,335	\$4,762.19	\$0.74	2	12	1	21%	\$107,802	\$8,983.48	\$2.14	-47.0%	-65.3%
RUBRACA	7	2	1	6%	\$28,451	\$14,225.31	\$0.63	5	4	1	11%	\$55,443	\$13,860.85	\$1.10	2.6%	-42.4%
IBRANCE	8	1	1	2%	\$10,973	\$10,972.65	\$0.24	3	6	1	13%	\$67,909	\$11,318.24	\$1.35	-3.1%	-81.9%
METHOTREXATE	9	104	15	1%	\$3,378	\$32.48	\$0.08	8	124	17	1%	\$3,883	\$31.32	\$0.08	3.7%	-2.3%
EXEMESTANE	10	15	3	1%	\$3,327	\$221.78	\$0.07	7	16	2	1%	\$4,648	\$290.51	\$0.09	-23.7%	-19.6%
Chronic Inflammatory Disease																
TOTAL	2	116	18		\$417,909	\$3,602.67	\$9.32	5	85	16		\$272,264	\$3,203.11	\$5.41	12.5%	72.4%
HUMIRAPEN	1	26	5	40%	\$169,229	\$6,508.81	\$3.77	1	32	6	61%	\$167,040	\$5,220.00	\$3.32	24.7%	13.8%
DUPIXENT	2	30	3	21%	\$87,189	\$2,906.28	\$1.94									
XELJANZ	3	10	1	9%	\$37,947	\$3,794.72	\$0.85	2	10	1	14%	\$36,825	\$3,682.52	\$0.73	3.0%	15.7%
ENBRELEL SURECLICK	4	6	1	7%	\$27,348	\$4,558.06	\$0.61	4	3	1	5%	\$14,000	\$4,666.60	\$0.28	-2.3%	119.4%
CIMZIA	5	2	1	5%	\$21,428	\$10,714.16	\$0.48	3	2	1	8%	\$22,540	\$11,269.77	\$0.45	-4.9%	6.8%
STELARA	6	1	1	5%	\$19,560	\$19,559.64	\$0.44									
OTEZLA	7	6	1	4%	\$18,076	\$3,012.74	\$0.40									
CIMZIA STARTER KIT	8	1	1	3%	\$12,012	\$12,011.63	\$0.27									
HUMIRAPEN-PS/UV STARTER	9	1	1	2%	\$8,393	\$8,392.56	\$0.19	6	1	1	3%	\$8,485	\$8,484.69	\$0.17	-1.1%	11.1%
XELJANZ XR	10	2	1	2%	\$8,109	\$4,054.69	\$0.18									
Insulin																
TOTAL	3	703	106		\$405,638	\$577.01	\$9.04	2	883	112		\$463,505	\$524.92	\$9.20	9.9%	-1.7%
LANTUS SOLOSTAR	1	194	45	23%	\$93,863	\$483.83	\$2.09	1	220	44	20%	\$94,384	\$429.02	\$1.87	12.8%	11.7%
TRESIBA FLEXTOUCH	2	79	18	19%	\$77,018	\$974.91	\$1.72	2	60	12	12%	\$55,429	\$923.82	\$1.10	5.5%	56.0%
NOVOLOG FLEXPEN	3	57	24	9%	\$38,204	\$670.24	\$0.85	3	76	24	12%	\$55,263	\$727.14	\$1.10	-7.8%	-22.4%
LEVEMIR FLEXTOUCH	4	47	9	8%	\$30,492	\$648.76	\$0.68	5	75	17	9%	\$43,469	\$579.59	\$0.86	11.9%	-21.2%
HUMALOG KWIKPEN	5	57	20	7%	\$28,053	\$492.16	\$0.63	6	84	22	9%	\$40,006	\$476.26	\$0.79	3.3%	-21.3%
TOUJEO SOLOSTAR	6	25	7	7%	\$26,649	\$1,065.96	\$0.59	7	49	10	8%	\$35,754	\$729.66	\$0.71	46.1%	-16.3%
LANTUS	7	71	16	7%	\$26,509	\$373.36	\$0.59	4	113	18	11%	\$50,339	\$445.48	\$1.00	-16.2%	-40.9%
HUMALOG	8	26	5	4%	\$15,006	\$577.15	\$0.33	9	31	8	4%	\$17,710	\$571.29	\$0.35	1.0%	-4.9%
BASAGLAR KWIKPEN	9	32	12	3%	\$12,268	\$383.38	\$0.27	13	13	4	1%	\$6,213	\$477.92	\$0.12	-19.8%	121.7%
HUMALOG MIX 75/25 KWIKPEN	10	19	3	3%	\$11,543	\$607.51	\$0.26	17	4	1	0%	\$1,831	\$457.76	\$0.04	32.7%	607.9%

Top Drugs in Top Indications
(Ranked by Total Plan Paid Descending)
UFCW UPE

	Jan 18 - Dec 18							Jan 17 - Dec 17								
	Jan 18 - Dec 18							Jan 17 - Dec 17							Pct Change	Pct Change
	Rank	#Rxs	# Util	Market Share	Plan Paid	Plan Paid / Rx	Plan Paid PMPM	Prev Rank	#Rxs	# Util	Market Share	PlanPaid	Plan Paid / Rx	Plan Paid PMPM	Plan Paid / Rx	Plan Paid PMPM
HIV-Multiclass Combo																
TOTAL	4	167	17		\$364,811	\$2,184.49	\$8.13	4	151	13		\$330,048	\$2,185.75	\$6.55	-0.1%	24.1%
GENVOYA	1	33	5	23%	\$82,857	\$2,510.81	\$1.85	1	33	4	25%	\$83,800	\$2,539.40	\$1.66	-1.1%	11.0%
TRIUMEQ	2	29	3	21%	\$75,316	\$2,597.12	\$1.68	3	23	2	18%	\$58,707	\$2,552.48	\$1.17	1.7%	44.1%
STRIBILD	3	23	2	18%	\$64,407	\$2,800.31	\$1.44	2	23	2	20%	\$67,261	\$2,924.41	\$1.34	-4.2%	7.5%
PREZCOBIX	4	33	4	15%	\$54,878	\$1,662.98	\$1.22	4	27	3	14%	\$44,659	\$1,654.05	\$0.89	0.5%	38.0%
TRUVADA	5	22	3	9%	\$33,117	\$1,505.32	\$0.74	5	24	2	11%	\$36,380	\$1,515.83	\$0.72	-0.7%	2.2%
ATRIPLA	6	12	1	8%	\$29,000	\$2,416.71	\$0.65	6	12	1	9%	\$29,097	\$2,424.71	\$0.58	-0.3%	11.9%
BIKTARVY	7	4	1	3%	\$11,371	\$2,842.67	\$0.25									
DESCOVY	8	5	2	2%	\$7,116	\$1,423.14	\$0.16									
SYM TUZA	9	1	1	1%	\$3,677	\$3,676.99	\$0.08									
ABACAVIR SULFATE/LAMIVUDINE	10	5	1	1%	\$3,071	\$614.24	\$0.07	7	9	1	3%	\$10,143	\$1,127.04	\$0.20	-45.5%	-66.0%
Inhaled Asthma/COPD Combo																
TOTAL	5	598	125		\$215,321	\$360.07	\$4.80	9	549	119		\$180,817	\$329.36	\$3.59	9.3%	33.7%
ADVAIR DISKUS	1	138	39	30%	\$63,615	\$460.98	\$1.42	1	172	42	42%	\$75,753	\$440.43	\$1.50	4.7%	-5.7%
SYMBICORT	2	172	33	28%	\$59,341	\$345.01	\$1.32	2	152	32	25%	\$45,385	\$298.59	\$0.90	15.5%	46.8%
BREO ELLIPTA	3	73	22	12%	\$25,367	\$347.49	\$0.57	3	49	15	8%	\$14,732	\$300.66	\$0.29	15.6%	93.3%
ANORO ELLIPTA	4	58	17	12%	\$25,070	\$432.25	\$0.56	6	26	5	6%	\$11,536	\$443.71	\$0.23	-2.6%	144.0%
DULERA	5	59	12	8%	\$17,366	\$294.34	\$0.39	4	46	12	8%	\$14,547	\$316.24	\$0.29	-6.9%	34.0%
COMBIVENT RESPIMAT	6	25	8	5%	\$10,000	\$400.02	\$0.22	5	41	11	8%	\$13,942	\$340.05	\$0.28	17.6%	-19.5%
TRELEGY ELLIPTA	7	9	3	2%	\$5,032	\$559.07	\$0.11									
STIOLTO RESPIMAT	8	14	2	2%	\$4,930	\$352.12	\$0.11	8	5	2	1%	\$1,517	\$303.48	\$0.03	16.0%	264.8%
BEVESPI AEROSPHERE	9	7	2	2%	\$3,716	\$530.85	\$0.08	7	5	2	1%	\$1,540	\$308.03	\$0.03	72.3%	170.9%
ADVAIR HFA	10	1	1	0%	\$459	\$459.28	\$0.01	9	3	3	1%	\$1,191	\$396.97	\$0.02	15.7%	-56.7%
DPP-4 Inhibitors & Combos																
TOTAL	6	387	74		\$212,859	\$550.02	\$4.75	6	521	83		\$236,943	\$454.79	\$4.70	20.9%	0.9%
JANUVIA	1	137	29	37%	\$79,205	\$578.14	\$1.77	1	203	34	40%	\$93,677	\$461.46	\$1.86	25.3%	-5.1%
JANUMET XR	2	60	12	17%	\$36,070	\$601.17	\$0.80	3	74	11	14%	\$32,993	\$445.85	\$0.66	34.8%	22.8%
JANUMET	3	73	14	15%	\$31,057	\$425.44	\$0.69	2	107	18	19%	\$45,366	\$423.98	\$0.90	0.3%	-23.1%
TRADJENTA	4	47	9	13%	\$27,412	\$583.24	\$0.61	4	43	8	9%	\$20,616	\$479.45	\$0.41	21.6%	49.3%
ONGLYZA	5	49	7	10%	\$21,775	\$444.38	\$0.49	6	44	5	7%	\$15,966	\$362.87	\$0.32	22.5%	53.1%
KOMBIGLYZE XR	6	18	4	7%	\$14,098	\$783.24	\$0.31	5	31	4	8%	\$18,814	\$606.92	\$0.37	29.1%	-15.9%
JENTADUETO	7	3	2	2%	\$3,242	\$1,080.54	\$0.07	7	13	3	3%	\$7,684	\$591.05	\$0.15	82.8%	-52.6%

Top Drugs in Top Indications
(Ranked by Total Plan Paid Descending)
UFCW UPE

	Jan 18 - Dec 18							Jan 17 - Dec 17								
Description	Rank	#Rxs	# Util	Market Share	Plan Paid	Plan Paid / Rx	Plan Paid PMPM	Prev Rank	#Rxs	# Util	Market Share	PlanPaid	Plan Paid / Rx	Plan Paid PMPM	Pct Change Plan Paid / Rx	Pct Change Plan Paid PMPM
Oral Anticoagulants																
TOTAL	7	490	90		\$178,498	\$364.28	\$3.98	14	487	84		\$137,619	\$282.58	\$2.73	28.9%	45.6%
ELIQUIS	1	196	37	49%	\$86,874	\$443.24	\$1.94	1	156	25	42%	\$57,767	\$370.30	\$1.15	19.7%	68.9%
Injectable Diabetic Meds																
TOTAL	8	222	43		\$166,244	\$748.85	\$3.71	12	228	32		\$151,739	\$665.52	\$3.01	12.5%	23.0%
TRULICITY	1	100	19	45%	\$75,329	\$753.29	\$1.68	1	108	16	47%	\$71,809	\$664.89	\$1.43	13.3%	17.8%
VICTOZA	2	68	16	32%	\$53,380	\$785.00	\$1.19	2	78	11	38%	\$57,402	\$735.93	\$1.14	6.7%	4.4%
BYDUREON PEN	3	34	4	13%	\$21,579	\$634.66	\$0.48	3	25	2	10%	\$14,690	\$587.60	\$0.29	8.0%	64.9%
OZEMPIC	4	15	5	6%	\$9,964	\$664.30	\$0.22									
BYDUREON BCISE	5	4	2	3%	\$5,607	\$1,401.78	\$0.13									
TANZEUM	6	1	1	0%	\$386	\$385.62	\$0.01	4	11	2	3%	\$4,253	\$386.63	\$0.08	-0.3%	-89.8%
Proton Pump Inhibitors																
TOTAL	9	1,306	331		\$153,658	\$117.66	\$3.43	8	1,494	356		\$222,671	\$149.04	\$4.42	-21.1%	-22.5%
ESOMEPRAZOLE MAGNESIUM	1	283	63	47%	\$71,860	\$253.92	\$1.60	1	329	74	45%	\$100,116	\$304.30	\$1.99	-16.6%	-19.4%
DEXILANT	2	118	29	28%	\$42,629	\$361.26	\$0.95	2	137	27	20%	\$45,117	\$329.32	\$0.90	9.7%	6.1%
LANSOPRAZOLE	3	208	57	5%	\$7,408	\$35.61	\$0.17	4	258	58	4%	\$9,288	\$36.00	\$0.18	-1.1%	-10.4%
NEXIUM	4	21	3	5%	\$7,169	\$341.38	\$0.16	6	10	3	3%	\$6,393	\$639.34	\$0.13	-46.6%	25.9%
ACIPHEX	5	5	1	4%	\$6,483	\$1,296.66	\$0.14	5	13	1	3%	\$6,885	\$529.60	\$0.14	144.8%	5.7%
PRILOSEC OTC	6	120	40	3%	\$4,197	\$34.98	\$0.09	7	142	44	2%	\$4,891	\$34.44	\$0.10	1.6%	-3.6%
PREVACID	7	9	1	2%	\$3,676	\$408.45	\$0.08	11	7	1	1%	\$2,934	\$419.11	\$0.06	-2.5%	40.7%
RABEPRAZOLE SODIUM	8	78	15	2%	\$3,638	\$46.64	\$0.08	9	66	14	2%	\$4,099	\$62.11	\$0.08	-24.9%	-0.3%
PANTOPRAZOLE SODIUM	9	440	140	2%	\$3,628	\$8.25	\$0.08	8	498	144	2%	\$4,606	\$9.25	\$0.09	-10.8%	-11.5%
OMEPRAZOLE/SODIUM BICARBONATE	10	6	2	1%	\$2,216	\$369.31	\$0.05	12	4	1	1%	\$1,635	\$408.65	\$0.03	-9.6%	52.2%
Inhaled Bronchodilator																
TOTAL	10	1,097	355		\$148,162	\$135.06	\$3.30	15	1135	390		\$136,325	\$120.11	\$2.71	12.4%	22.0%
SPIRIVA HANDIHALER	1	110	22	34%	\$49,977	\$454.34	\$1.11	1	144	25	41%	\$55,325	\$384.20	\$1.10	18.3%	1.4%
PROAIR HFA	2	403	196	18%	\$26,613	\$66.04	\$0.59	2	449	221	20%	\$27,280	\$60.76	\$0.54	8.7%	9.5%
SPIRIVA RESPIMAT	3	63	15	17%	\$25,570	\$405.88	\$0.57	4	25	6	6%	\$8,329	\$333.18	\$0.17	21.8%	244.7%
VENTOLIN HFA	4	247	118	9%	\$12,816	\$51.89	\$0.29	3	268	133	10%	\$13,986	\$52.19	\$0.28	-0.6%	2.9%
INCRUSE ELLIPTA	5	28	4	6%	\$8,329	\$297.47	\$0.19	6	20	3	4%	\$6,108	\$305.39	\$0.12	-2.6%	53.1%
TUDORZA PRESSAIR	6	17	5	5%	\$8,014	\$471.39	\$0.18	5	22	5	6%	\$7,681	\$349.14	\$0.15	35.0%	17.1%
SEREVENT DISKUS	7	6	2	3%	\$4,982	\$830.41	\$0.11	9	4	2	3%	\$3,431	\$857.86	\$0.07	-3.2%	63.0%
PROVENTIL HFA	8	55	14	3%	\$4,419	\$80.34	\$0.10	8	51	16	3%	\$4,324	\$84.78	\$0.09	-5.2%	14.7%
BROVANA	9	3	1	2%	\$2,866	\$955.27	\$0.06	7	5	1	3%	\$4,508	\$901.61	\$0.09	6.0%	-28.6%
PROAIR RESPICLICK	10	17	9	1%	\$1,094	\$64.33	\$0.02	11	18	9	1%	\$1,217	\$67.59	\$0.02	-4.8%	0.9%

Thank You



UFCW UPE