

Keenan Pharmacy Services
Consultant's Deck
Q2-2022

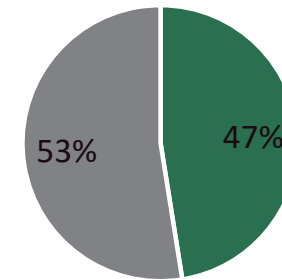
Quarterly Key Pharmacy Benefit Metrics Consultant's Report

SJVIA- EmpiRx Health - Q2 2022 Highlights:

Total Plan Cost	Q2 2021	Q2 2022	Increase
Tulare	\$2,057,651	\$2,536,016	23.24%
Fresno	\$3,014,890	\$3,076,552	2.05%
Totals:	\$5,072,541	\$5,612,568	10.64%

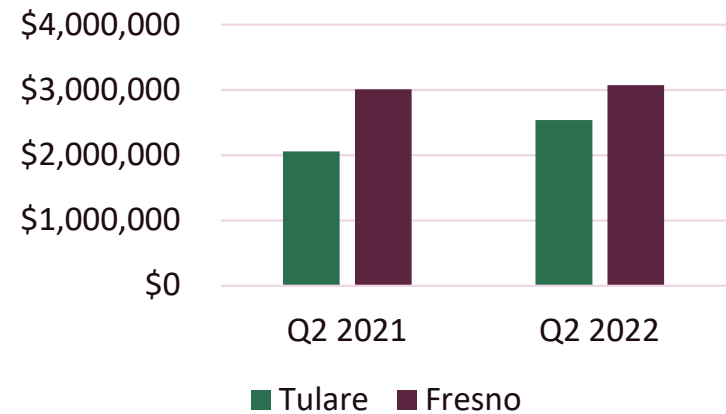
- SJVIA's total plan cost increased in Q2 2022 by 3.47% to \$5,612,568
 - Tulare: \$2,536,016 in plan cost
 - Fresno: \$3,076,552 in plan cost
- The increase in plan spend can be attributed to increased Specialty utilization
- There was an increase of 10.64% in plan cost when comparing Q2 2021 (\$5,072,541) to Q2 2022 (\$5,612,568)

SJVIA Total Plan cost



■ Total Plan Cost Q2 2021 ■ Total Plan Cost Q2 2022

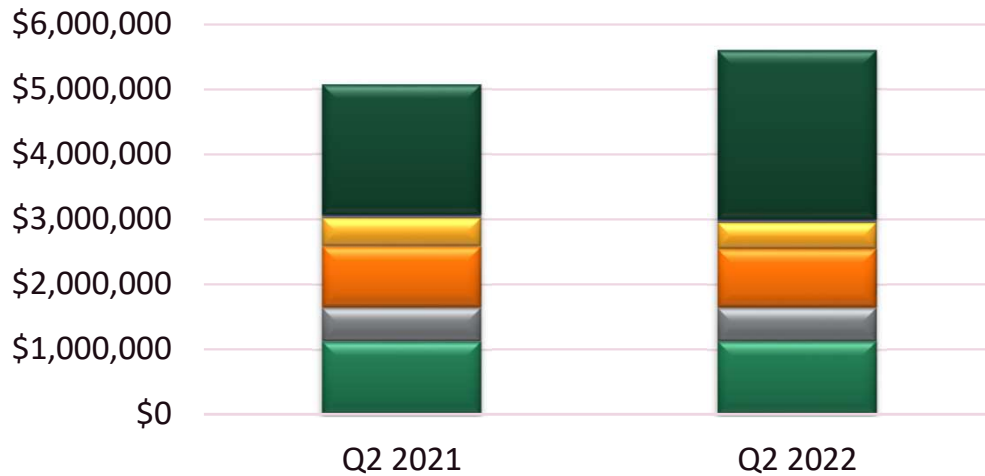
Plan Cost by County



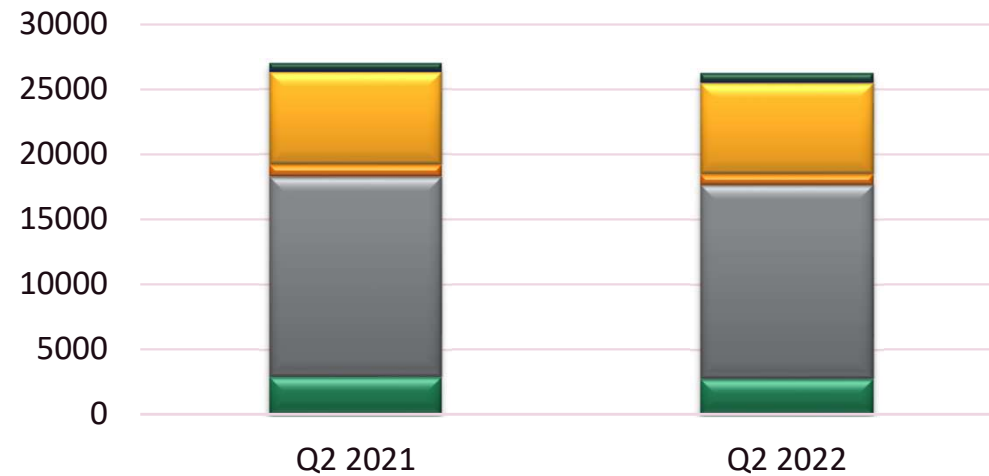
Quarterly Key Pharmacy Benefit Metrics

Consultant's Report

Plan cost by Category



Volume by Category



- Retail Brand
- Retail Generic
- Retail 90 Brand
- Retail 90 Generic
- Mail Brand
- Mail Generic
- Specialty

- Retail Brand
- Retail Generic
- Retail 90 Brand
- Retail 90 Generic
- Mail Brand
- Mail Generic
- Specialty

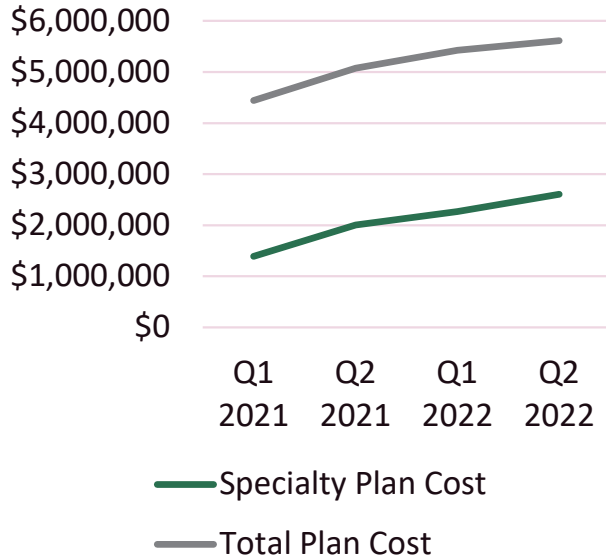
- **Majority of the SJVIA members continue to fill scripts at retail**
 - Retail scripts account for 98.62% of plan spend
- **Overall, the claims volume in Q2 2022 decreased in all channels apart from Specialty**
 - The majority of SJVIA members (83.4% of scripts) are filling in the Retail Generic or Retail 90 Generic channel

- **The Generic Dispensing Rate (GDR) continues to trend well for SJVIA in all channels**
 - The GDR increased slightly in the Retail and Retail 90 channel from Q2 2021 to Q2 2022
 - The Mail Generic dispensing rate increased in Q2 2022 to 88.94% from 86.42% in Q1 2022
 - The GDR excludes Specialty

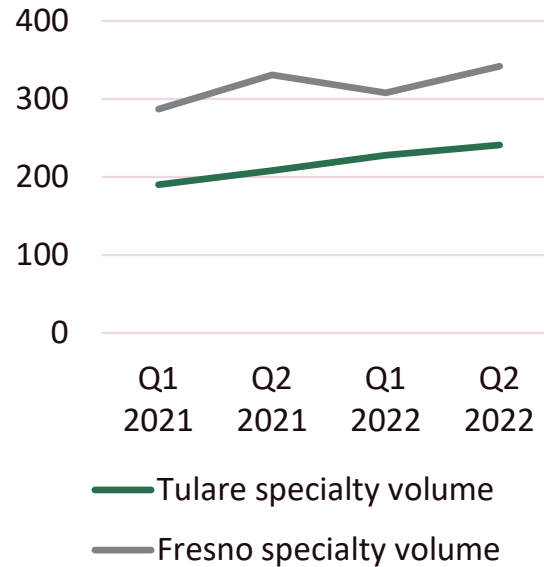


Quarterly Key Pharmacy Benefit Metrics Consultant's Report

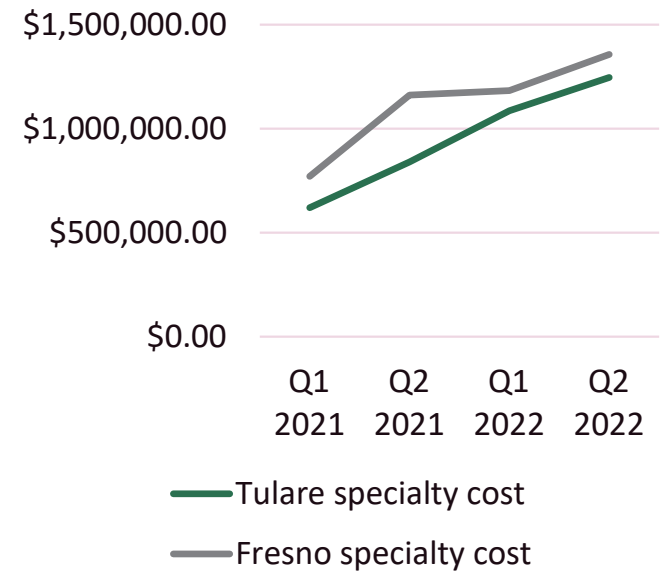
Specialty Plan Cost



Specialty Volume Trend



Specialty \$ Trend



- **Q2 2022 Specialty plan spend increased compared to previous quarters**

- The spend shift can be mostly attributed to the Specialty channel seeing an increase in utilization for Q2 2022
- Specialty plan costs in Q2: \$2,604,613 (46.4% of plan spend)
 - Specialty plan cost in Q1 2022: \$2,269,675
 - Year over year increase in Specialty plan cost when comparing Q2 2021 (\$2,003,006) to Q2 2022 (\$2,604,613)

- **Specialty claims volume increased with new utilization in Q2 2022**

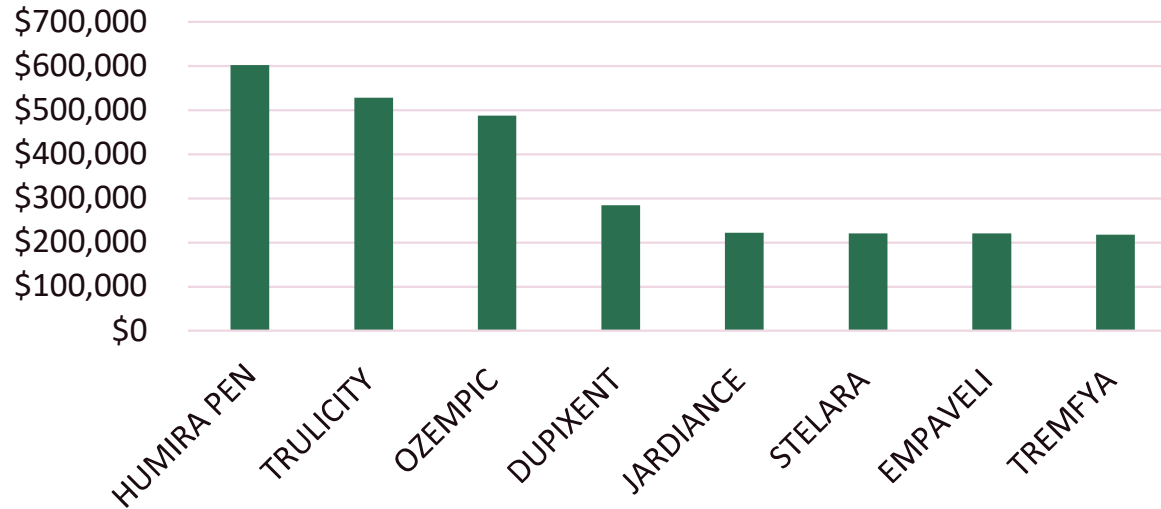
- 583 Scripts filled in Q2 2022
 - 536 scripts filled in Q1 2022
 - 539 Scripts filled in Q2 2021
- SJVIA Specialty plan costs (46.4% of total cost) trends above the EmpiRx book of business national average range (35%-40%)



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Top Clinical Cost Drivers by Drug 2022 1H



- HUMIRA PEN 17 Utilizers (1 additional utilizers than 1H 2021)
- TRULICITY 134 Utilizers (33 additional utilizers than 1H 2021)
- OZEMPIC 142 Utilizers (70 additional utilizers than 1H 2021)
- DUPIXENT 19 Utilizers (6 additional utilizers than 1H 2021)
- JARDIANCE 95 Utilizers (11 additional utilizers than 1H 2021)
- STELARA 5 Utilizers (2 additional utilizers than 1H 2021)
- EMPAVELI 1 Utilizers (0 utilizers in 1H 2021)
- TREMFYA 7 Utilizers (1 less utilizers than 1H 2021)

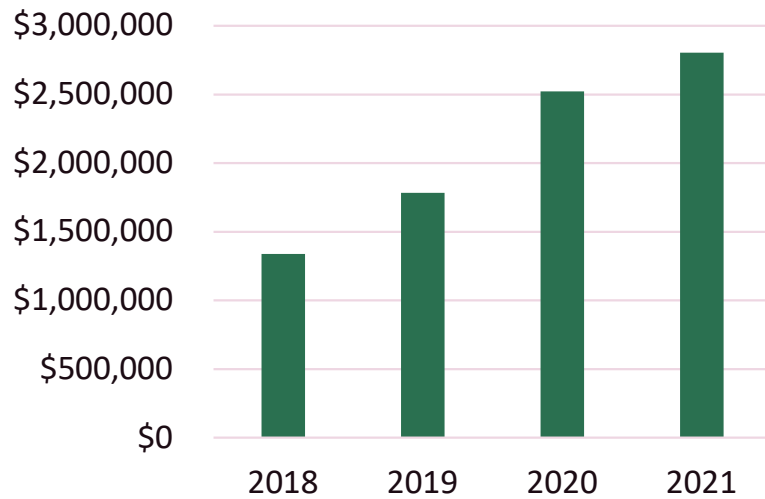


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Rebates and Clinical Savings Guarantee

SJVIA Rebates



Q1 2022 Estimated Rebate: \$642,132

Clinical Savings Guarantee
1/1/2022 – 12/31/2022: \$1,000,000

Prorated Clinical Guarantee (Q1 2022)	\$250,000
Q1 2022 Estimated Clinical Savings	\$1,283,889



Recommendations



Variable Copay Assistance Program

DESCRIPTION

A cost containment solution that reduces high specialty costs by utilizing manufacturer copay cards.



Maximizes the available
copay assistance



Protects the member
from prohibitively
high out-of-pocket costs



Reduces plan sponsor
expenses with minimal
member disruption

Potential Savings for SJVIA

Annual Client Savings-Tulare 2022	Potential Savings: \$740,800 Annual Cost: (\$54,106) Total Savings: \$686,694
Annual Client Savings-Fresno 2022	Potential Savings: \$1,396,867 Annual Cost: (\$79,345) Total Savings: \$1,317,522