



**Keenan Pharmacy Services**  
**San Joaquin Valley Insurance Authority**  
**Quarterly Key Pharmacy Benefit Metrics**  
**Data Reviewed Through: 1<sup>st</sup> Quarter 2021**

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May 7, 2021

# Quarterly Key Pharmacy Benefit Metrics

## Executive Summary

- Q1 2021 Highlights:
  - SJVIA's total plan cost decreased from \$4,769,527 in Q4 2020 to \$4,443,378 in Q1 2021.
    - Tulare: \$1,791,328 in Plan Cost
    - Fresno: \$2,652,050 in Plan Cost
  - \* There was a decrease in plan cost when comparing Q1 2020 (\$4,893,192) to Q1 2021 (\$4,443,378).
  - Overall, the claims volume in Q1 2021 decreased in all channels apart from Mail Generic.
  - Majority of the SJVIA members continue to fill scripts at retail.
    - Retail scripts account for 98.69% of plan spend.
  - The Generic Dispensing Rate increased at both Retail and Mail.
    - The Mail Generic dispensing rate increased the most in Q1 of 2021
      - 88.94% in Q1 2021 vs. 83.57% in Q4 2020
      - Q1 2021 GDR at mail is the highest percentage to date
  - Q1 2021 specialty plan spend decreased compared to prior quarters
    - Specialty Plan Costs in Q1: \$1,392,121 (31.33% of plan spend)
      - Specialty Plan cost in Q4: \$1,559,440
    - \* There was a decrease in specialty plan cost when comparing Q1 2020 (\$1,524,399) to Q1 2021 (\$1,392,121).
    - Specialty claims volume decreased slightly in Q1 2021.
      - 477 Scripts filled in Q1 2021
      - 507 Scripts filled in Q4 2020
    - SJVIA specialty plan costs continue to trend slightly below the national average range.

# Quarterly Key Pharmacy Benefit Metrics

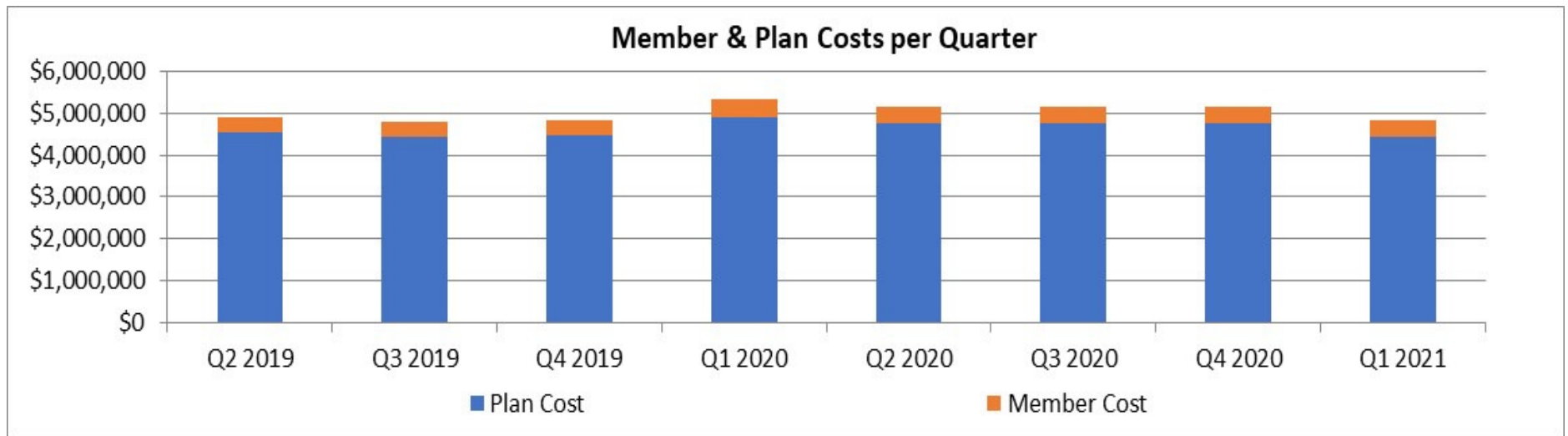
## Executive Summary Continued

- Q1 2021 Highlights:
  - Top Six Clinical Cost Drivers (Q1 2021):
    - HUMIRA PEN (ANALGESICS - ANTI-INFLAMMATORY)
      - 2021 (Q1) ingredient costs: \$226,365.02
      - 13 Utilizers
    - TRULICITY (ANTIDIABETICS)
      - 2021 (Q1) ingredient costs: \$200,214.74
      - 89 Utilizers
    - JARDIANCE (ANTIDIABETICS)
      - 2021 (Q1) ingredient costs: \$106,630.08
      - 74 Utilizers
    - JANUVIA (ANTIDIABETICS)
      - 2021 (Q1) ingredient costs: \$96,714.34
      - Utilizers 75
    - OZEMPIC (ANTIDIABETICS)
      - 2021 (Q1) ingredient costs: \$96,595.67
      - Utilizers 52
    - COSENTYX (DERMATOLOGICALS)
      - 2021 (Q1) ingredient costs: \$92,853.30
      - Utilizers 5
  - Q1 2020 Top Six Clinical Cost Drivers:
    - HUMIRA PEN (ANALGESICS - ANTI-INFLAMMATORY)
    - TRULICITY (ANTIDIABETICS)
    - JANUVIA (ANTIDIABETICS)
    - TRIKAFTA (RESPIRATORY AGENTS - MISC.)
    - SPRYCEL (ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES)
    - OZEMPIC (ANTIDIABETICS)

# Quarterly Key Pharmacy Benefit Metrics

## Cost Trend by Quarter

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Gross Cost</b>	\$4,904,091	\$4,794,964	\$4,844,157	\$5,320,273	\$5,153,562	\$5,145,875	\$5,150,035	\$4,829,456
<b>Plan Cost</b>	\$4,530,265	\$4,428,298	\$4,472,131	\$4,893,192	\$4,763,678	\$4,761,468	\$4,769,527	\$4,443,378
<b>Member Cost</b>	\$373,825	\$366,666	\$372,026	\$427,081	\$389,883	\$384,407	\$380,507	\$386,078

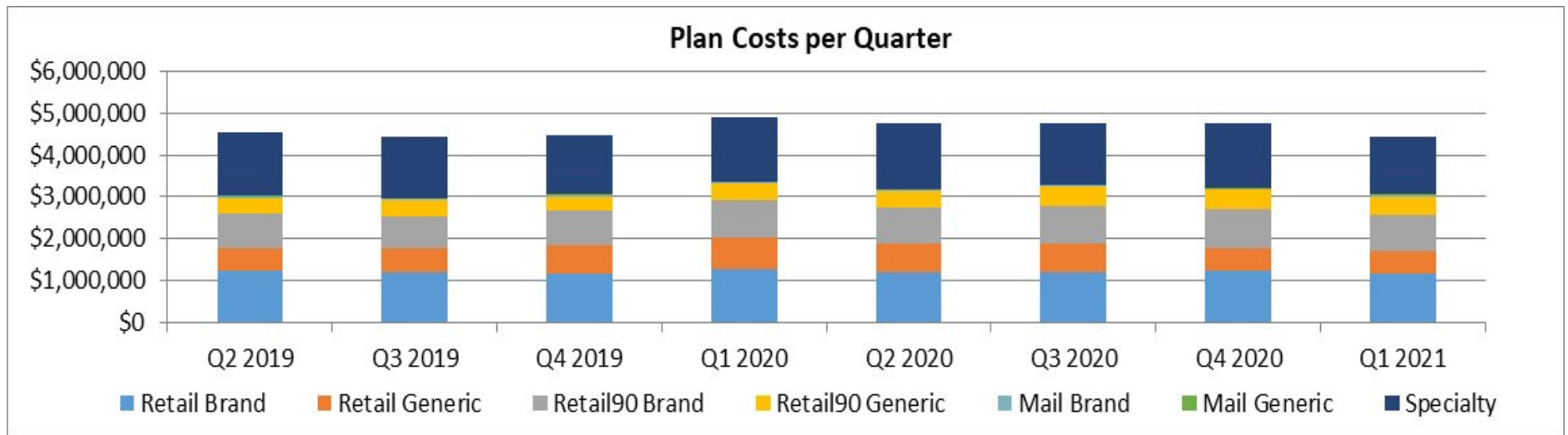


- This report details the total member and plan costs, by quarter, for the most recent 8 quarter period
- Gross cost = plan cost + member cost

# Quarterly Key Pharmacy Benefit Metrics

## Plan Cost by Channel

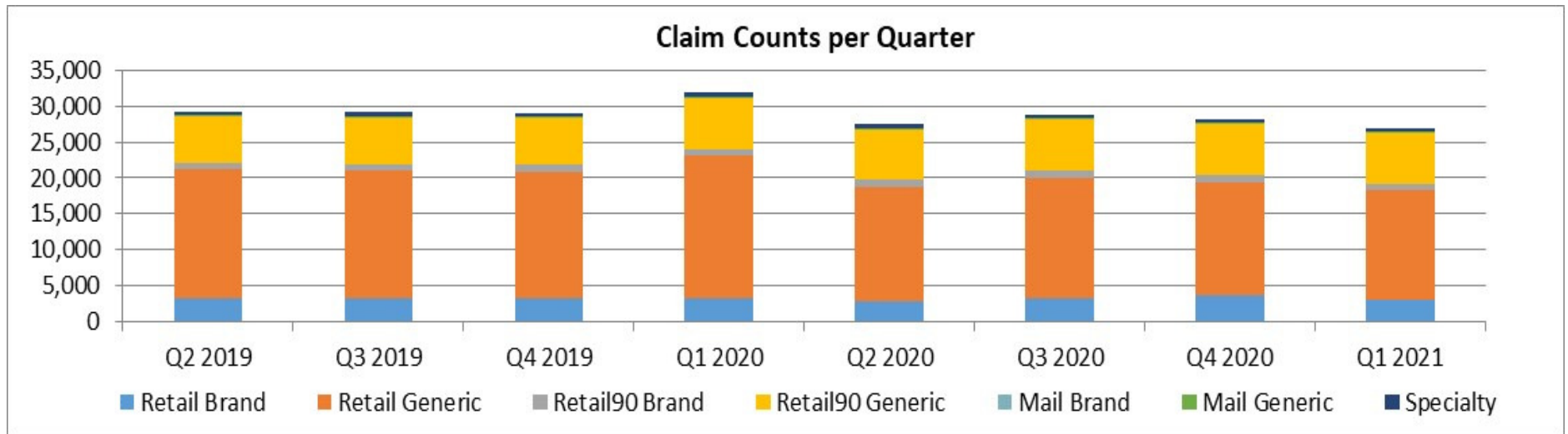
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Brand</b>	\$1,214,908	\$1,202,807	\$1,162,594	\$1,252,574	\$1,186,673	\$1,204,674	\$1,213,904	\$1,148,357
<b>Retail Generic</b>	\$554,337	\$550,879	\$671,424	\$767,794	\$675,196	\$661,165	\$568,630	\$535,374
<b>Retail90 Brand</b>	\$818,939	\$784,114	\$819,714	\$901,044	\$886,199	\$915,081	\$928,860	\$885,454
<b>Retail90 Generic</b>	\$374,568	\$378,526	\$356,074	\$397,208	\$405,162	\$458,566	\$455,767	\$442,117
<b>Mail Brand</b>	\$39,999	\$40,973	\$35,685	\$35,378	\$22,627	\$32,105	\$22,821	\$22,095
<b>Mail Generic</b>	\$20,150	\$16,982	\$15,576	\$14,795	\$15,814	\$18,672	\$20,104	\$17,860
<b>Specialty</b>	\$1,507,365	\$1,454,017	\$1,411,065	\$1,524,399	\$1,572,007	\$1,471,204	\$1,559,440	\$1,392,121



# Quarterly Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel

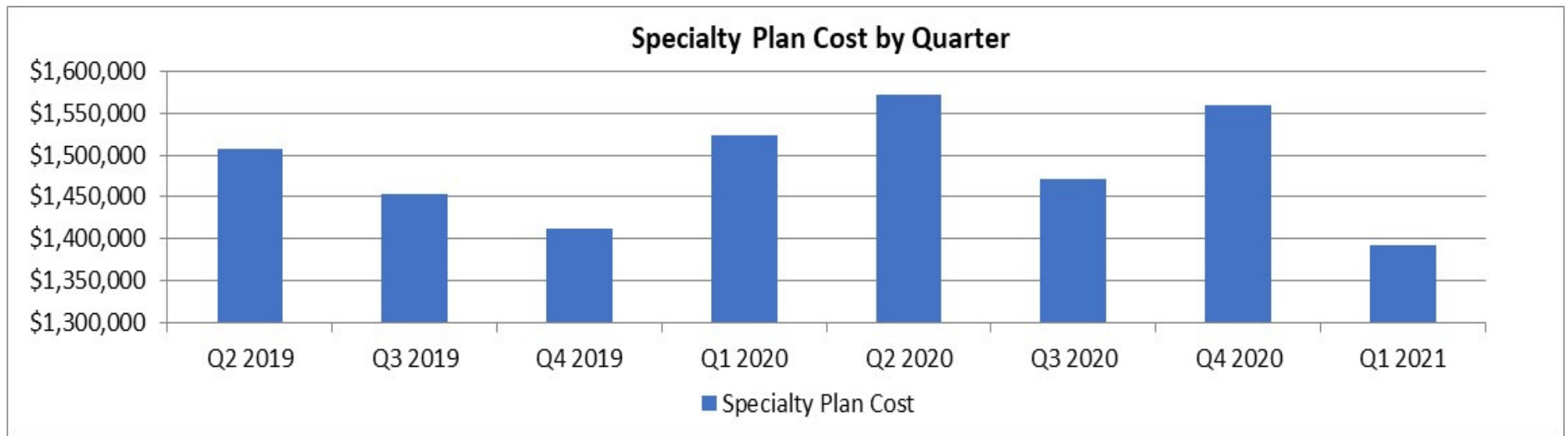
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Brand</b>	3,125	3,189	3,287	3,088	2,719	3,241	3,534	2,919
<b>Retail Generic</b>	18,115	17,751	17,630	19,950	16,006	16,724	15,856	15,364
<b>Retail90 Brand</b>	916	914	917	951	948	967	942	906
<b>Retail90 Generic</b>	6,416	6,594	6,565	7,190	7,025	7,196	7,191	7,123
<b>Mail Brand</b>	36	40	38	42	30	38	35	23
<b>Mail Generic</b>	196	161	184	175	204	184	178	185
<b>Specialty</b>	476	486	485	495	520	491	507	477



# Quarterly Key Pharmacy Benefit Metrics

## Specialty Plan Cost

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Specialty Plan Cost</b>	\$1,507,365	\$1,454,017	\$1,411,065	\$1,524,399	\$1,572,007	\$1,471,204	\$1,559,440	\$1,392,121
<b>Total Plan Cost</b>	\$4,530,265	\$4,428,298	\$4,472,131	\$4,893,192	\$4,763,678	\$4,761,468	\$4,769,527	\$4,443,378
<b>Specialty Plan Cost %</b>	33.27%	32.83%	31.55%	31.15%	33.00%	30.90%	32.70%	31.33%

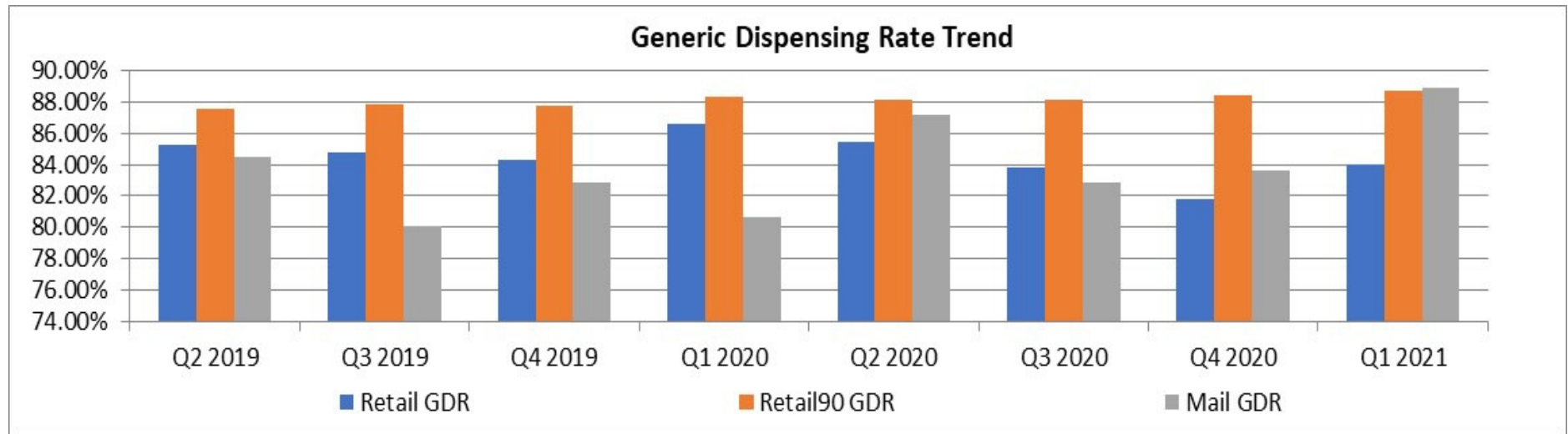


- Specialty plan cost represents 31.33% of the SJVIA plan cost in Q1 2021, down from 32.70% in Q4 2020
- Specialty claims volume decreased in Q1 2021 vs Q4 of 2020
- SJVIA's specialty plan cost is roughly 3-7% lower than the national average range (35% - 38%)

# Quarterly Key Pharmacy Benefit Metrics

## Generic Dispensing Rate

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail GDR</b>	85.29%	84.77%	84.29%	86.60%	85.48%	83.77%	81.77%	84.03%
<b>Retail90 GDR</b>	87.51%	87.83%	87.74%	88.32%	88.11%	88.15%	88.42%	88.72%
<b>Mail GDR</b>	84.48%	80.10%	82.88%	80.65%	87.18%	82.88%	83.57%	88.94%



- Overall, the generic dispensing rate has improved at all channels
- Highest percentages of generic dispensing rate at mail to date

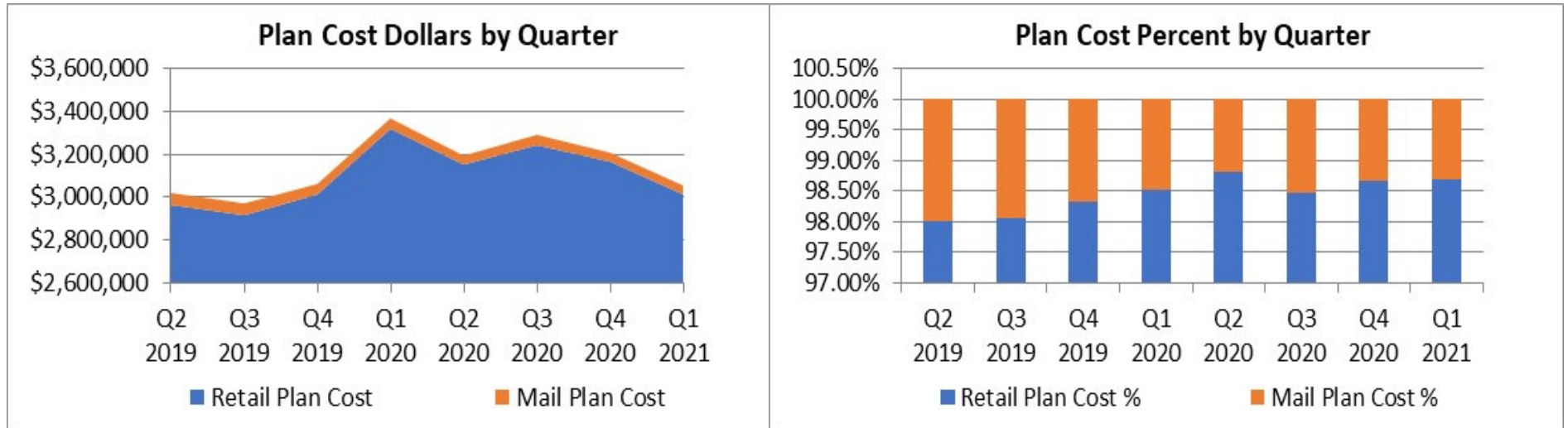
\*Excludes specialty



# Quarterly Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Plan Cost</b>	\$2,962,752	\$2,916,326	\$3,009,806	\$3,318,620	\$3,153,231	\$3,239,486	\$3,167,162	\$3,011,302
<b>Mail Plan Cost</b>	\$60,149	\$57,955	\$51,260	\$50,172	\$38,441	\$50,778	\$42,925	\$39,955
<b>Retail Plan Cost %</b>	98.01%	98.05%	98.33%	98.51%	98.80%	98.46%	98.66%	98.69%
<b>Mail Plan Cost %</b>	1.99%	1.95%	1.67%	1.49%	1.20%	1.54%	1.34%	1.31%



- Mail plan cost has continued to stay below the 2% range in 2021, while retail plan cost has consistently stayed above 98% of plan costs.
- The mail channel accounts for just 1.31% of the plan spend in Q1 of 2021.

\*Excludes specialty

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Cost: SJVIA

### Top Drugs By Ingredient Cost

Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Specialty Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
HUMIRA PEN	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	31	13	\$226,365.02	868	\$7,302.10	\$260.79
TRULICITY	ANTIDIABETICS	B	2	N	164	89	\$200,214.74	6,770	\$1,220.82	\$29.57
JARDIANCE	ANTIDIABETICS	B	2	N	102	74	\$106,630.08	5,970	\$1,045.39	\$17.86
JANUVIA	ANTIDIABETICS	B	2	N	101	75	\$96,714.34	6,004	\$957.57	\$16.11
OZEMPIC	ANTIDIABETICS	B	2	N	81	52	\$96,595.67	3,456	\$1,192.54	\$27.95
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	3	Y	15	5	\$92,853.30	420	\$6,190.22	\$221.08
FARXIGA	ANTIDIABETICS	B	2	N	89	62	\$87,208.96	5,010	\$979.88	\$17.41
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	5	2	\$77,320.40	150	\$15,464.08	\$515.47
TRIKAFTA	RESPIRATORY AGENTS - MISC.	B	2	Y	3	1	\$74,842.68	84	\$24,947.56	\$890.98
LATUDA	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	2	N	38	20	\$65,884.44	1,320	\$1,733.80	\$49.91
DUPIXENT	DERMATOLOGICALS	B	2	Y	20	10	\$65,523.48	560	\$3,276.17	\$117.01
ELIQUIS	ANTICOAGULANTS	B	2	N	77	47	\$59,250.73	3,646	\$769.49	\$16.25
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	95	68	\$54,654.88	4,715	\$575.31	\$11.59
TREMFYA	DERMATOLOGICALS	B	2	Y	4	6	\$48,995.04	196	\$12,248.76	\$249.97
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	8	4	\$48,710.44	224	\$6,088.81	\$217.46
WIXELA INHUB	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	94	77	\$46,163.24	3,960	\$491.10	\$11.66
HUMALOG	ANTIDIABETICS	B	2	N	34	26	\$44,781.58	1,502	\$1,317.11	\$29.81
GENOTROPIN	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	2	Y	7	2	\$44,686.62	208	\$6,383.80	\$214.84
OTEZLA	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	11	4	\$42,738.73	330	\$3,885.34	\$129.51
BUDESONIDE/FORMOTEROL FUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	118	82	\$39,024.01	4,379	\$330.71	\$8.91
TRINTELLIX	ANTIDEPRESSANTS	B	3	N	60	40	\$38,767.76	2,640	\$646.13	\$14.68
VASCEPA	ANTIHYPERTENSIVES	B	2	N	57	56	\$38,331.37	3,510	\$672.48	\$10.92
XELJANZ XR	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	7	4	\$35,899.14	210	\$5,128.45	\$170.95
INVOKANA	ANTIDIABETICS	B	2	N	36	24	\$34,917.94	1,980	\$969.94	\$17.64
XARELTO	ANTICOAGULANTS	B	2	N	36	27	\$33,589.07	2,040	\$933.03	\$16.47

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: SJVIA

### Top Drugs By Claim Count

Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	761	655	\$26,560.92	54,754	\$34.90	\$0.49
LISINAPRIL	ANTHYPERTENSIVES	G	1	N	583	514	\$11,608.19	40,364	\$19.91	\$0.29
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	559	462	\$15,349.13	40,330	\$27.46	\$0.38
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	496	417	\$26,960.95	13,660	\$54.36	\$1.97
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	447	380	\$9,715.11	29,583	\$21.73	\$0.33
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	436	253	\$17,627.73	8,227	\$40.43	\$2.14
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	432	344	\$10,229.32	25,476	\$23.68	\$0.40
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	386	318	\$7,056.20	26,439	\$18.28	\$0.27
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	370	361	\$8,483.39	7,154	\$22.93	\$1.19
LOSARTAN POTASSIUM	ANTHYPERTENSIVES	G	1	N	341	286	\$14,116.02	23,872	\$41.40	\$0.59
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	338	220	\$25,744.96	17,758	\$76.17	\$1.45
GABAPENTIN	ANTICONVULSANTS	G	1	N	336	238	\$12,611.73	13,955	\$37.53	\$0.90
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	302	250	\$16,886.29	21,681	\$55.91	\$0.78
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	294	240	\$7,743.04	16,904	\$26.34	\$0.46
VITAMIN D	VITAMINS	G	1	N	267	220	\$2,381.49	14,906	\$8.92	\$0.16
ROSUVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	256	216	\$10,113.97	17,894	\$39.51	\$0.57
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	254	223	\$3,122.76	17,740	\$12.29	\$0.18
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	253	248	\$8,770.06	11,250	\$34.66	\$0.78
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	252	210	\$6,717.00	15,240	\$26.65	\$0.44
ALPRAZOLAM	ANTIANSXIETY AGENTS	G	1	N	241	146	\$3,755.61	6,414	\$15.58	\$0.59
AMOXICILLIN	PENICILLINS	G	1	N	240	231	\$1,980.12	1,949	\$8.25	\$1.02
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	234	175	\$5,541.07	12,557	\$23.68	\$0.44
PREDNISONE	CORTICOSTEROIDS	G	1	N	223	197	\$1,741.88	3,653	\$7.81	\$0.48
CYCLOBENZAPRINE HYDROCHLO	MUSCULOSKELETAL THERAPY AGENTS	G	1	N	213	178	\$3,787.35	5,210	\$17.78	\$0.73
AZITHROMYCIN	MACROLIDES	G	1	N	203	198	\$5,136.76	1,319	\$25.30	\$3.89

# Quarterly Key Pharmacy Benefit Metrics

## Specialty Drug Oversight

- The management of specialty drugs is complex, as are the conditions that specialty drugs treat. With recent advances in drug therapies, patients with complex conditions now have better options to manage their conditions. While plan sponsors like the SJVIA recognize the value of these medications to their members and want to provide best-in-class drug benefits, the cost management of these drugs requires utilization management and benefit design strategies.
- Strategies implemented for the SJVIA include:
  - Prior authorization/clinical review
  - Specialty pharmacy channel management
  - Ongoing formulary review for the most cost and clinically effective medications
  - Manufacturer assistance when available

# Quarterly Key Pharmacy Benefit Metrics

## Rebates & Clinical Management Savings

- Rebates:
  - Q1 2020 net rebate amount is \$546,922 total
  - Q2 2020 net rebate amount is \$578,620
  - Q3 2020 **estimated** net rebate amount is \$751,762

\*Beginning with the fourth quarter of 2020, Rebates will be paid within 120 days at the end of the applicable quarter.

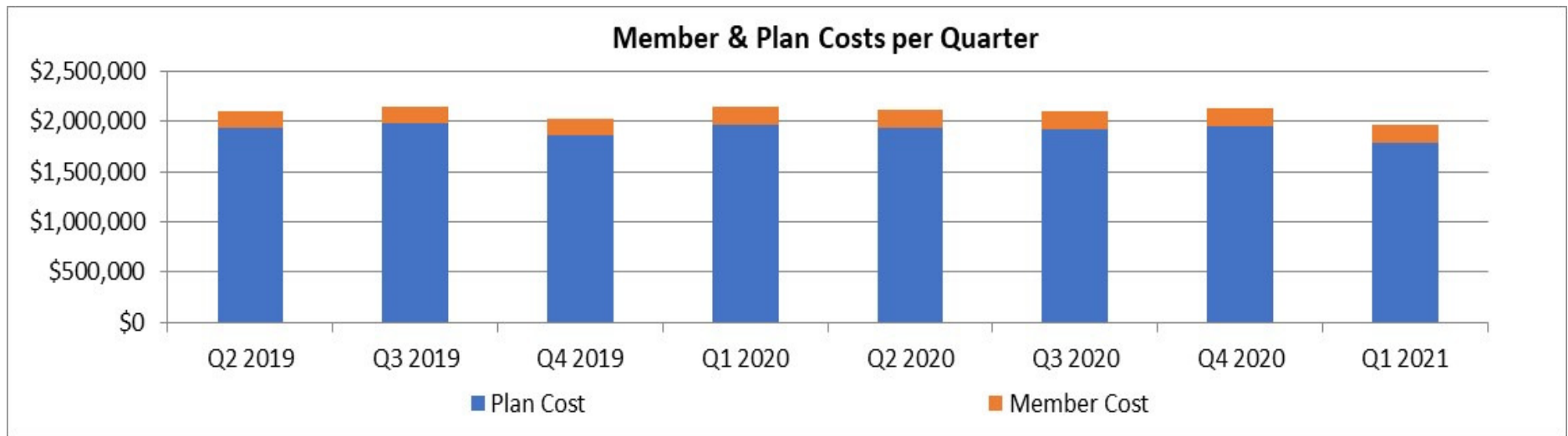
\*Keenan performs a clinical savings financial audit and presents the final report to the SJVIA upon completion of the end of the plan year.

# Appendix

# Quarterly Key Pharmacy Benefit Metrics

## SJVIA Cost Trend by Quarter (Tulare)

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Gross Cost</b>	\$2,107,473	\$2,152,107	\$2,020,551	\$2,150,586	\$2,111,798	\$2,103,411	\$2,126,190	\$1,964,808
<b>Plan Cost</b>	\$1,940,873	\$1,988,521	\$1,859,979	\$1,968,537	\$1,939,264	\$1,929,831	\$1,954,639	\$1,791,328
<b>Member Cost</b>	\$166,600	\$163,586	\$160,572	\$182,049	\$172,533	\$173,579	\$171,551	\$173,480

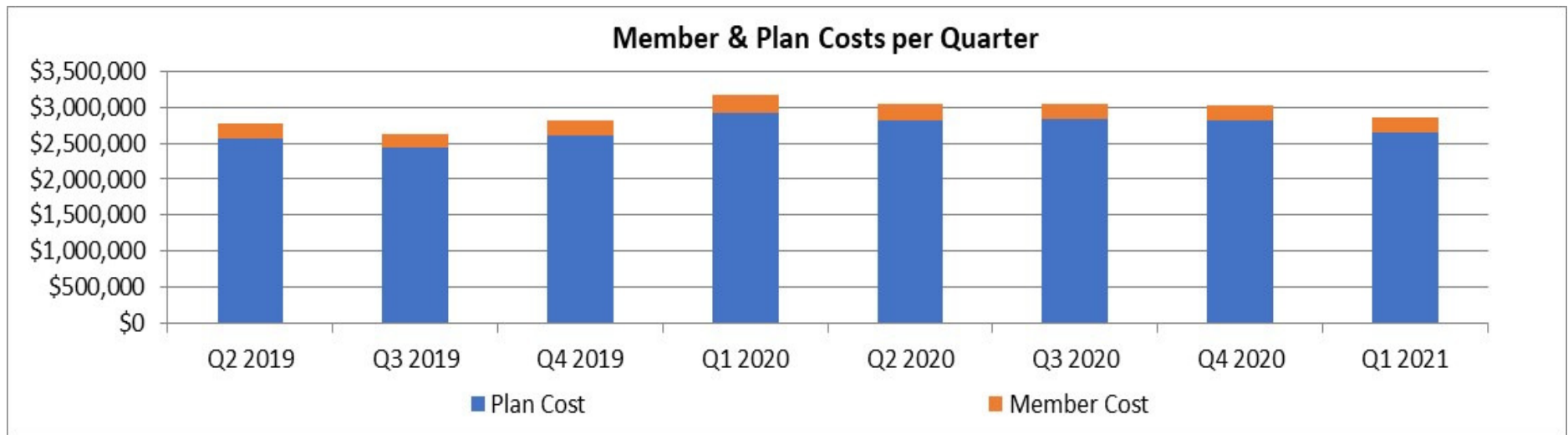


This report details the total member and plan costs, by quarter, for the most recent 8 quarter period  
 These represent total dollars spent for all products, including specialty drugs

# Quarterly Key Pharmacy Benefit Metrics

## SJVIA Cost Trend by Quarter (Fresno)

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Gross Cost</b>	\$2,776,980	\$2,631,512	\$2,809,426	\$3,166,647	\$3,041,764	\$3,042,464	\$3,023,845	\$2,864,648
<b>Plan Cost</b>	\$2,572,415	\$2,430,504	\$2,600,251	\$2,922,097	\$2,824,414	\$2,831,636	\$2,814,888	\$2,652,050
<b>Member Cost</b>	\$204,566	\$201,008	\$209,175	\$244,550	\$217,350	\$210,828	\$208,956	\$212,598



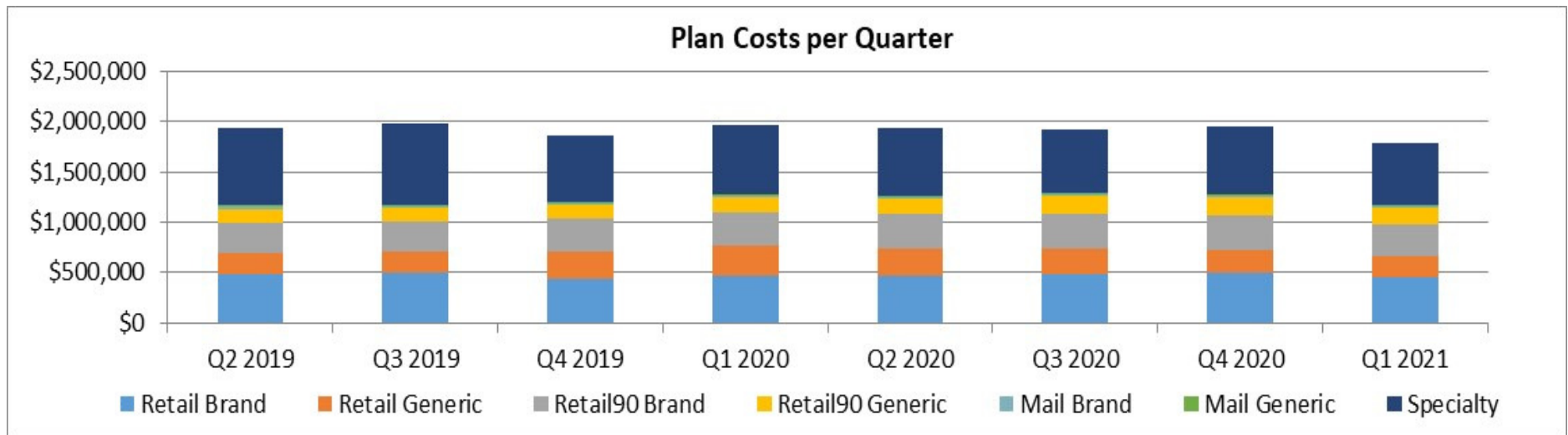
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# Quarterly Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Tulare)

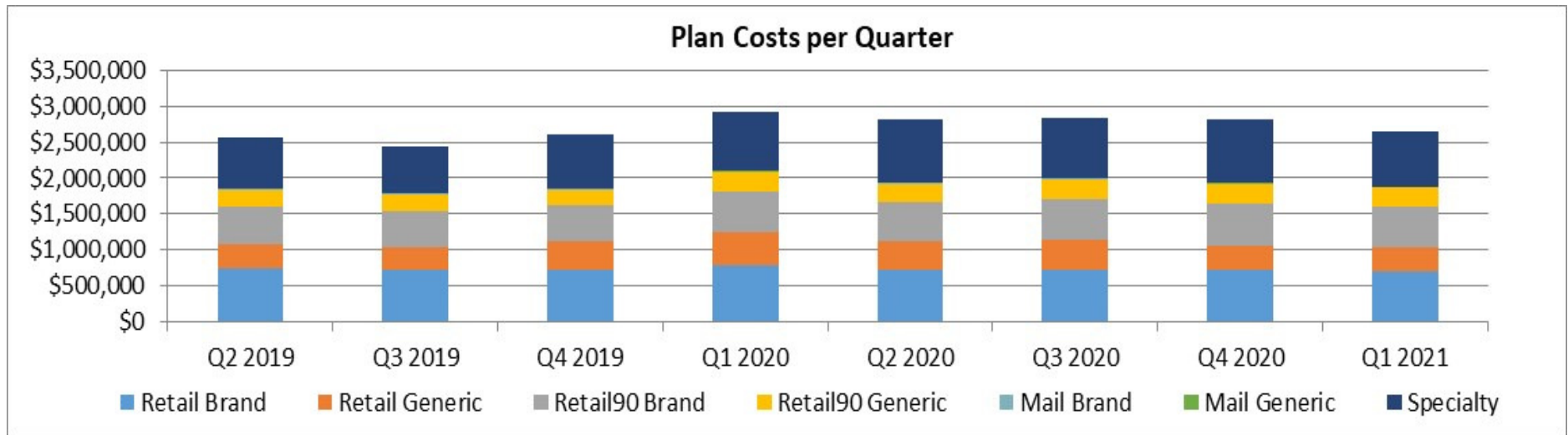
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Brand</b>	\$481,867	\$490,293	\$444,835	\$473,482	\$471,239	\$485,916	\$500,819	\$449,914
<b>Retail Generic</b>	\$209,942	\$221,043	\$264,207	\$292,110	\$264,094	\$250,354	\$225,339	\$209,849
<b>Retail90 Brand</b>	\$294,975	\$293,744	\$321,262	\$335,014	\$343,733	\$343,469	\$347,451	\$317,449
<b>Retail90 Generic</b>	\$140,148	\$131,689	\$135,880	\$141,460	\$154,534	\$178,844	\$174,057	\$166,146
<b>Mail Brand</b>	\$27,366	\$19,654	\$19,733	\$21,121	\$16,314	\$20,701	\$19,965	\$16,684
<b>Mail Generic</b>	\$13,117	\$12,358	\$11,265	\$9,610	\$8,881	\$13,234	\$13,230	\$10,747
<b>Specialty</b>	\$773,458	\$819,740	\$662,797	\$695,741	\$680,470	\$637,313	\$673,779	\$620,539



# Quarterly Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Fresno)

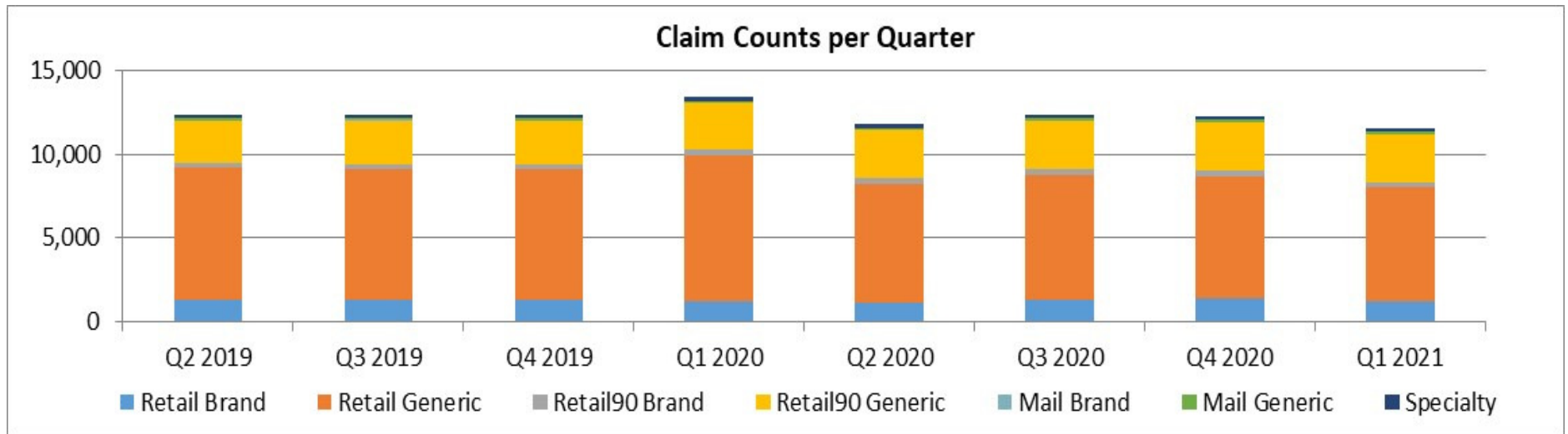
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Brand</b>	\$731,735	\$710,910	\$717,177	\$777,547	\$715,434	\$718,758	\$713,086	\$698,442
<b>Retail Generic</b>	\$341,658	\$327,897	\$404,658	\$474,932	\$411,102	\$410,811	\$343,292	\$325,526
<b>Retail90 Brand</b>	\$522,761	\$488,671	\$495,475	\$566,030	\$542,467	\$571,612	\$581,409	\$568,006
<b>Retail90 Generic</b>	\$233,246	\$245,248	\$218,620	\$255,489	\$250,628	\$279,722	\$281,710	\$275,972
<b>Mail Brand</b>	\$12,634	\$21,319	\$15,952	\$14,257	\$6,313	\$11,404	\$2,857	\$5,411
<b>Mail Generic</b>	\$6,912	\$4,592	\$4,192	\$5,185	\$6,933	\$5,438	\$6,874	\$7,113
<b>Specialty</b>	\$723,469	\$631,867	\$744,176	\$828,659	\$891,537	\$833,891	\$885,661	\$771,582



# Quarterly Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Tulare)

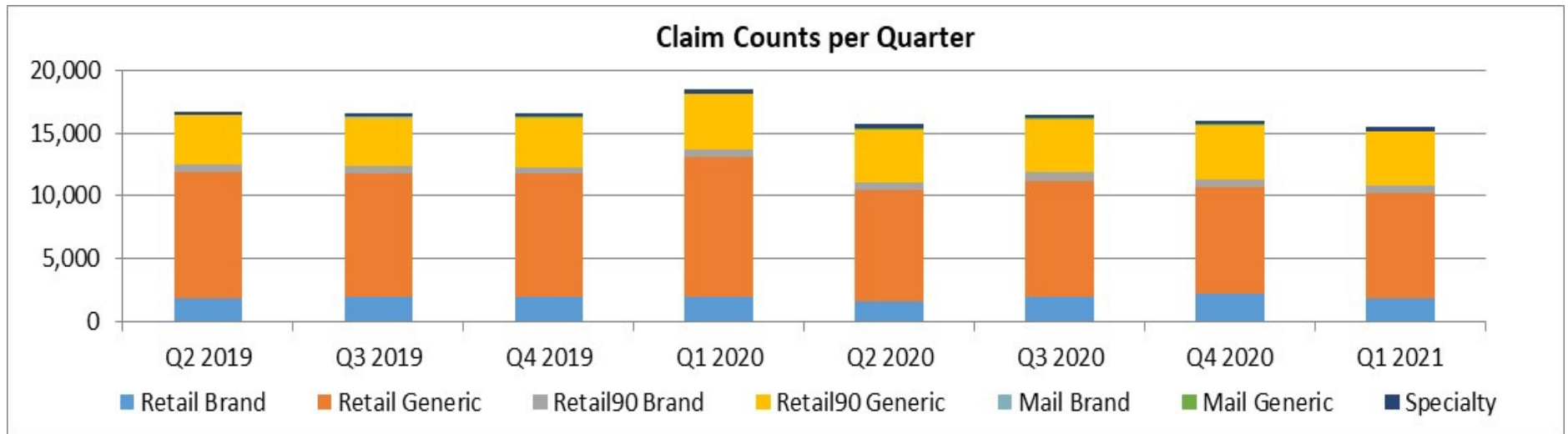
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Brand</b>	1,239	1,257	1,284	1,207	1,111	1,290	1,367	1,148
<b>Retail Generic</b>	7,915	7,823	7,788	8,740	7,108	7,440	7,312	6,864
<b>Retail90 Brand</b>	326	336	346	343	358	358	343	307
<b>Retail90 Generic</b>	2,507	2,614	2,570	2,753	2,854	2,905	2,876	2,870
<b>Mail Brand</b>	22	21	23	22	18	22	26	15
<b>Mail Generic</b>	132	110	128	120	121	130	124	118
<b>Specialty</b>	211	203	198	198	200	188	197	190



# Quarterly Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Fresno)

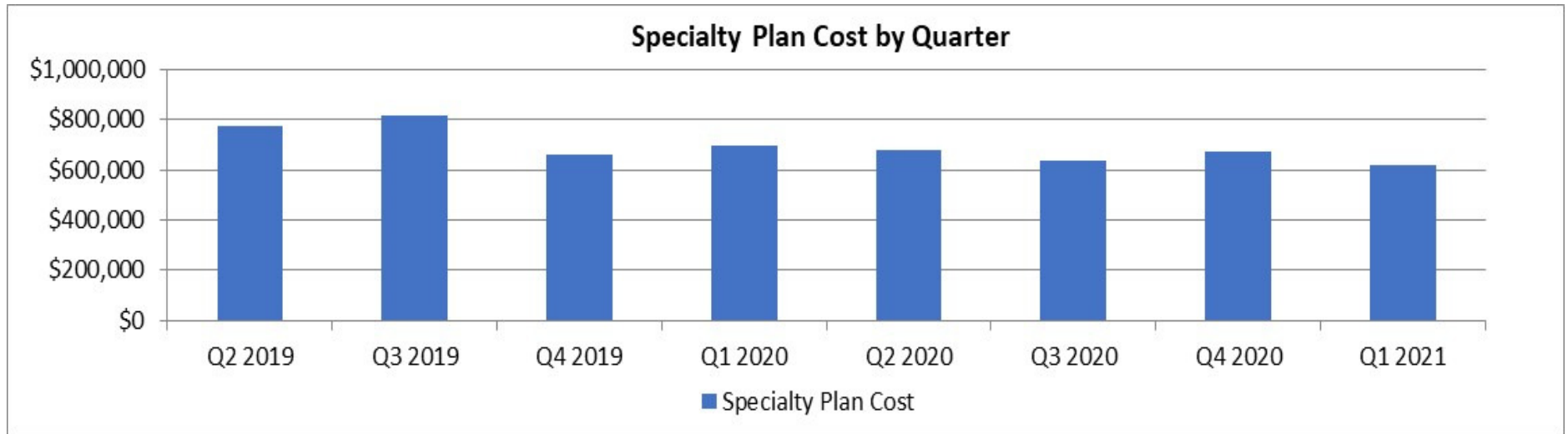
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Brand</b>	1,877	1,924	1,995	1,879	1,608	1,951	2,167	1,771
<b>Retail Generic</b>	10,070	9,832	9,738	11,178	8,898	9,284	8,544	8,500
<b>Retail90 Brand</b>	586	574	565	607	590	609	599	599
<b>Retail90 Generic</b>	3,871	3,939	3,955	4,425	4,171	4,291	4,315	4,253
<b>Mail Brand</b>	14	19	15	20	12	16	9	8
<b>Mail Generic</b>	61	49	53	55	83	54	54	67
<b>Specialty</b>	258	276	281	297	320	303	310	287



# Quarterly Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Tulare)

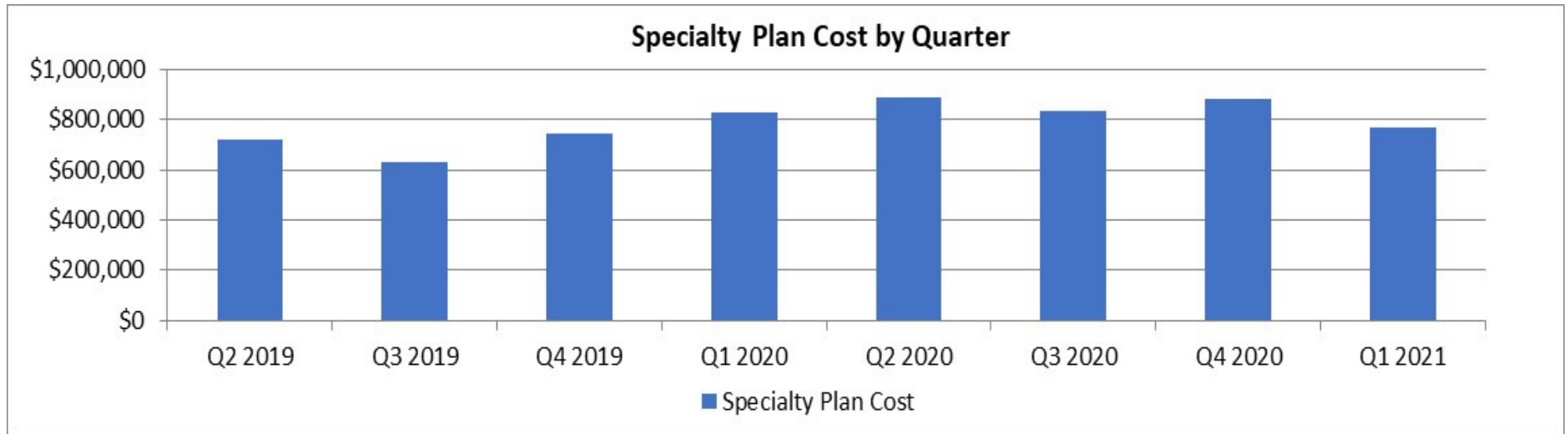
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Specialty Plan Cost</b>	\$773,458	\$819,740	\$662,797	\$695,741	\$680,470	\$637,313	\$673,779	\$620,539
<b>Total Plan Cost</b>	\$1,940,873	\$1,988,521	\$1,859,979	\$1,968,537	\$1,939,264	\$1,929,831	\$1,954,639	\$1,791,328
<b>Specialty Plan Cost %</b>	39.85%	41.22%	35.63%	35.34%	35.09%	33.02%	34.47%	34.64%



# Quarterly Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Fresno)

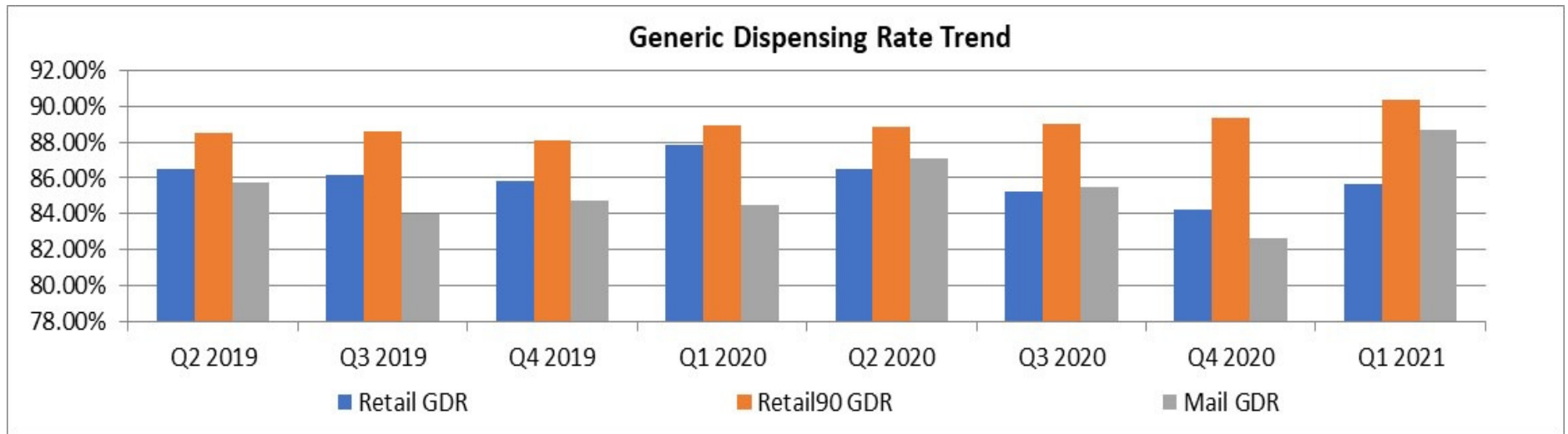
Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Specialty Plan Cost</b>	\$723,469	\$631,867	\$744,176	\$828,659	\$891,537	\$833,891	\$885,661	\$771,582
<b>Total Plan Cost</b>	\$2,572,415	\$2,430,504	\$2,600,251	\$2,922,097	\$2,824,414	\$2,831,636	\$2,814,888	\$2,652,050
<b>Specialty Plan Cost %</b>	28.12%	26.00%	28.62%	28.36%	31.57%	29.45%	31.46%	29.09%



# Quarterly Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Tulare)

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail GDR</b>	86.46%	86.16%	85.85%	87.87%	86.48%	85.22%	84.25%	85.67%
<b>Retail90 GDR</b>	88.49%	88.61%	88.13%	88.92%	88.85%	89.03%	89.34%	90.34%
<b>Mail GDR</b>	85.71%	83.97%	84.77%	84.51%	87.05%	85.53%	82.67%	88.72%

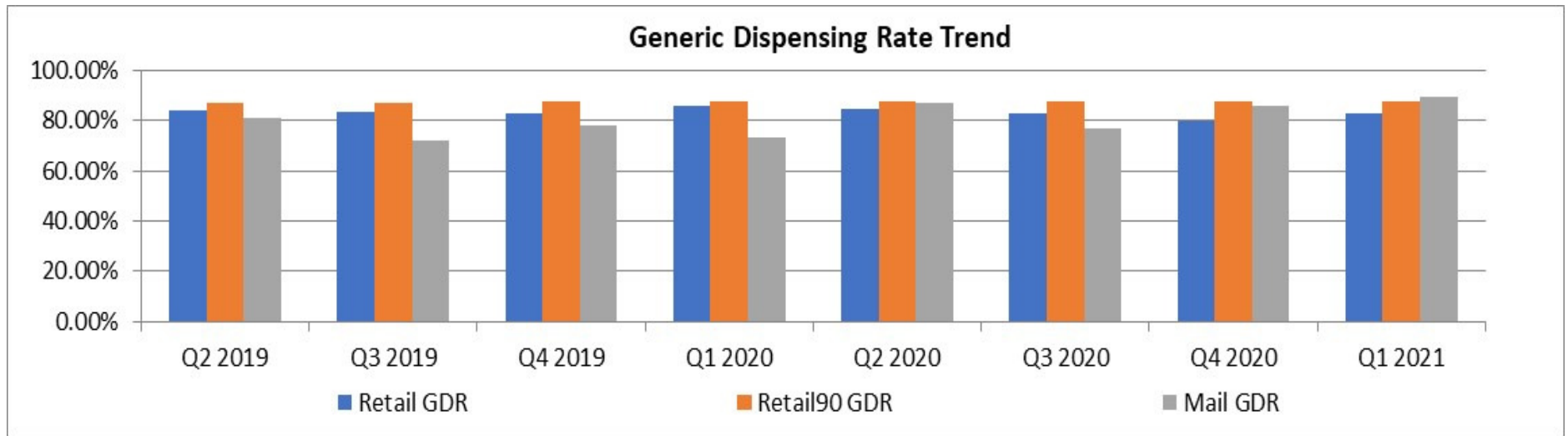


Excludes Specialty

# Quarterly Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Fresno)

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail GDR</b>	84.29%	83.63%	83.00%	85.61%	84.69%	82.63%	79.77%	82.76%
<b>Retail90 GDR</b>	86.85%	87.28%	87.50%	87.94%	87.61%	87.57%	87.81%	87.65%
<b>Mail GDR</b>	81.33%	72.06%	77.94%	73.33%	87.37%	77.14%	85.71%	89.33%



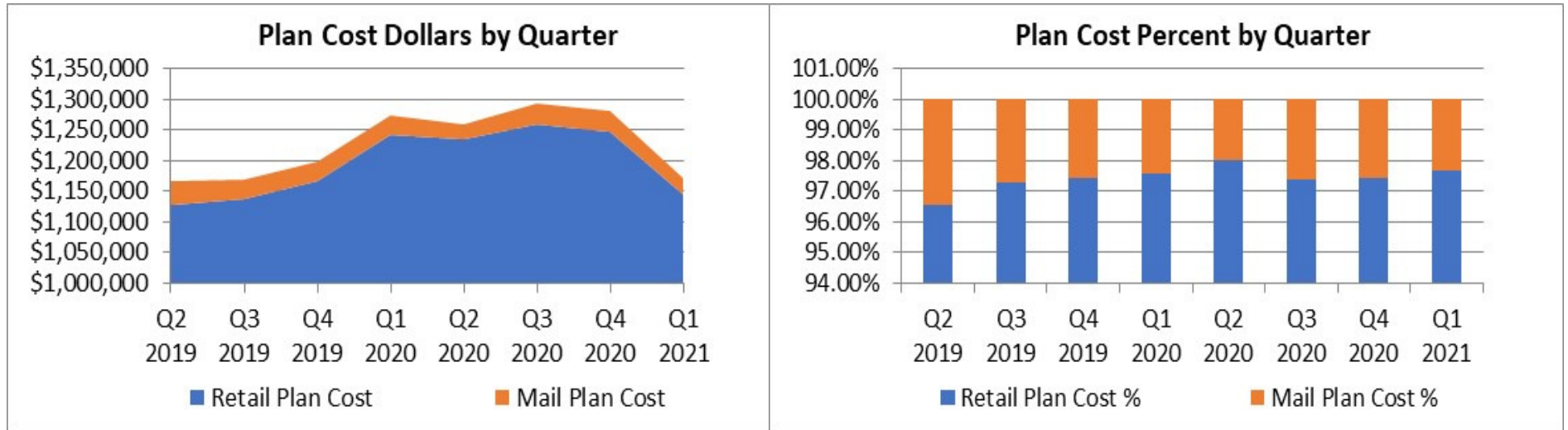
Excludes Specialty



# Quarterly Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Tulare)

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Plan Cost</b>	\$1,126,932	\$1,136,770	\$1,166,184	\$1,242,066	\$1,233,600	\$1,258,583	\$1,247,666	\$1,143,357
<b>Mail Plan Cost</b>	\$40,482	\$32,011	\$30,998	\$30,731	\$25,195	\$33,935	\$33,194	\$27,432
<b>Retail Plan Cost %</b>	96.53%	97.26%	97.41%	97.59%	98.00%	97.37%	97.41%	97.66%
<b>Mail Plan Cost %</b>	3.47%	2.74%	2.59%	2.41%	2.00%	2.63%	2.59%	2.34%

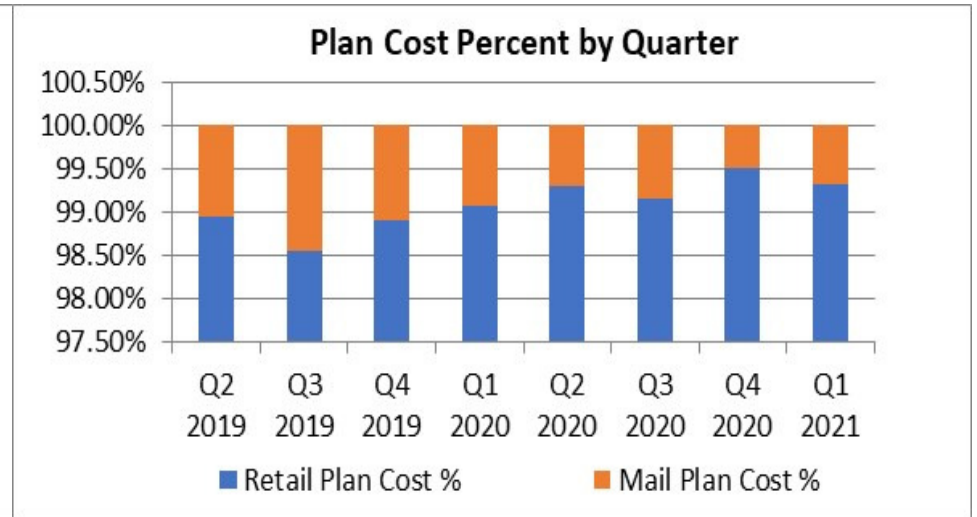
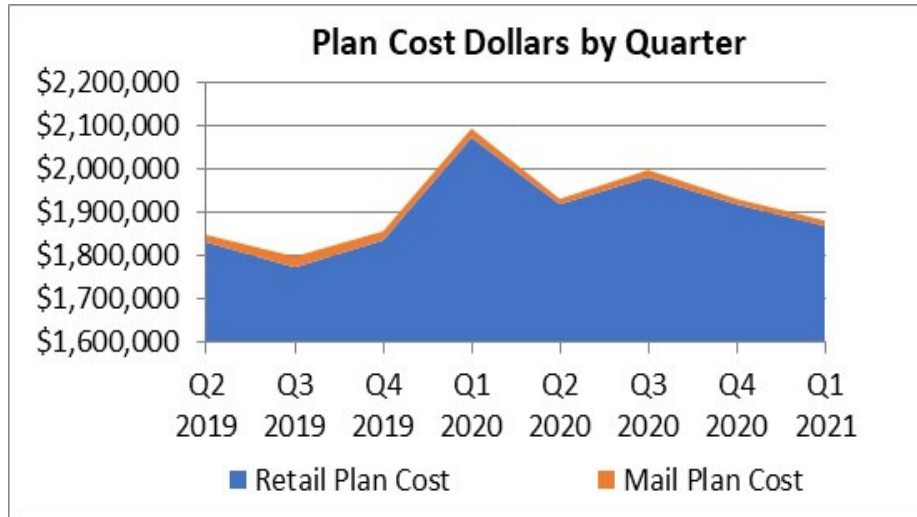


Excludes Specialty

# Quarterly Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Fresno)

Category	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>Retail Plan Cost</b>	\$1,829,400	\$1,772,727	\$1,835,931	\$2,073,997	\$1,919,630	\$1,980,903	\$1,919,496	\$1,867,945
<b>Mail Plan Cost</b>	\$19,546	\$25,911	\$20,144	\$19,442	\$13,246	\$16,842	\$9,731	\$12,523
<b>Retail Plan Cost %</b>	98.94%	98.56%	98.91%	99.07%	99.31%	99.16%	99.50%	99.33%
<b>Mail Plan Cost %</b>	1.06%	1.44%	1.09%	0.93%	0.69%	0.84%	0.50%	0.67%



Excludes Specialty

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Cost: Tulare

Top Drugs By Ingredient Cost: Tulare

Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
HUMIRA PEN	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	16	8	\$110,701.61	448	\$6,918.85	\$247.10
TRIKAFTA	RESPIRATORY AGENTS - MISC.	B	2	Y	3	1	\$74,842.68	84	\$24,947.56	\$890.98
TRULICITY	ANTIDIABETICS	B	2	N	51	29	\$64,340.25	2,202	\$1,261.57	\$29.22
JANUVIA	ANTIDIABETICS	B	2	N	52	33	\$43,748.59	2,700	\$841.32	\$16.20
JARDIANCE	ANTIDIABETICS	B	2	N	49	31	\$42,286.19	2,340	\$862.98	\$18.07
OZEMPIC	ANTIDIABETICS	B	2	N	38	23	\$41,193.04	1,386	\$1,084.03	\$29.72
ELIQUIS	ANTICOAGULANTS	B	2	N	49	30	\$38,652.22	2,402	\$788.82	\$16.09
FARXIGA	ANTIDIABETICS	B	2	N	42	26	\$36,299.25	2,070	\$864.27	\$17.54
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	2	1	\$30,928.16	60	\$15,464.08	\$515.47
XELJANZ XR	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	5	3	\$25,840.94	150	\$5,168.19	\$172.27
XTANDI	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	2	1	\$25,631.66	60	\$12,815.83	\$427.19
STELARA	DERMATOLOGICALS	B	2	Y	1	1	\$24,674.63	84	\$24,674.63	\$293.75
TREMFYA	DERMATOLOGICALS	B	2	Y	2	2	\$24,640.78	84	\$12,320.39	\$293.34
XARELTO	ANTICOAGULANTS	B	2	N	24	18	\$23,919.70	1,440	\$996.65	\$16.61
ZYTIGA	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	2	1	\$22,732.10	60	\$11,366.05	\$378.87
VUMERITY	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS - MISC.	B	2	Y	3	1	\$22,643.31	90	\$7,547.77	\$251.59
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	36	28	\$20,470.92	1,564	\$568.64	\$13.09
TRINTELLIX	ANTIDEPRESSANTS	B	3	N	32	24	\$20,158.57	1,440	\$629.96	\$14.00
HUMALOG	ANTIDIABETICS	B	2	N	17	12	\$19,745.42	737	\$1,161.50	\$26.79
DUPIXENT	DERMATOLOGICALS	B	2	Y	6	2	\$19,702.16	168	\$3,283.69	\$117.27
PREVYMIS	ANTIVIRALS	B	2	Y	3	1	\$19,340.55	84	\$6,446.85	\$230.24
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	3	Y	3	1	\$18,570.66	84	\$6,190.22	\$221.08
ICLUSIG	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	1	1	\$17,981.86	30	\$17,981.86	\$599.40
SYM TUZA	ANTIVIRALS	B	2	Y	2	1	\$16,584.39	120	\$8,292.20	\$138.20
NUTROPIN AQ NUSPIN 10	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	3	Y	4	1	\$15,752.08	92	\$3,938.02	\$171.22

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: Tulare

### Top Drugs By Claim Count: Tulare

Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	321	255	\$10,013.77	20,789	\$31.20	\$0.48
LISINAPRIL	ANTHYPERTENSIVES	G	1	N	255	211	\$4,704.61	16,544	\$18.45	\$0.28
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	252	194	\$6,605.22	16,786	\$26.21	\$0.39
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	207	117	\$8,162.47	3,656	\$39.43	\$2.23
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	180	139	\$4,175.83	10,372	\$23.20	\$0.40
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	179	138	\$2,992.35	11,064	\$16.72	\$0.27
LOSARTAN POTASSIUM	ANTHYPERTENSIVES	G	1	N	170	131	\$6,740.06	11,017	\$39.65	\$0.61
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	170	134	\$4,230.41	9,210	\$24.88	\$0.46
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	163	139	\$3,214.49	10,740	\$19.72	\$0.30
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	157	131	\$8,974.34	4,649	\$57.16	\$1.93
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	157	97	\$9,874.15	7,846	\$62.89	\$1.26
GABAPENTIN	ANTICONVULSANTS	G	1	N	134	93	\$4,632.77	5,600	\$34.57	\$0.83
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	133	102	\$7,025.45	9,111	\$52.82	\$0.77
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	128	128	\$2,508.43	2,110	\$19.60	\$1.19
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	126	104	\$1,503.63	8,010	\$11.93	\$0.19
VITAMIN D	VITAMINS	G	1	N	124	96	\$1,214.49	6,535	\$9.79	\$0.19
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	118	91	\$2,717.99	6,270	\$23.03	\$0.43
ALPRAZOLAM	ANTIANSXIETY AGENTS	G	1	N	112	75	\$1,854.51	3,106	\$16.56	\$0.60
PREDNISONE	CORTICOSTEROIDS	G	1	N	107	89	\$980.26	2,009	\$9.16	\$0.49
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	103	75	\$2,353.35	5,220	\$22.85	\$0.45
ROSUVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	101	84	\$3,900.00	6,944	\$38.61	\$0.56
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	94	93	\$3,524.95	4,530	\$37.50	\$0.78
AMOXICILLIN	PENICILLINS	G	1	N	93	88	\$751.85	733	\$8.08	\$1.03
CYCLOBENZAPRINE HYDROCHLO	MUSCULOSKELETAL THERAPY AGENTS	G	1	N	93	76	\$1,979.64	2,376	\$21.29	\$0.83
SERTRALINE HCL	ANTIDEPRESSANTS	G	1	N	92	63	\$1,786.30	4,305	\$19.42	\$0.41

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Cost: Fresno

Top Drugs By Ingredient Cost: Fresno  
Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
TRULICITY	ANTIDIABETICS	B	2	N	113	60	\$135,874.49	4,568	\$1,202.43	\$29.74
HUMIRA PEN	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	15	5	\$115,663.41	420	\$7,710.89	\$275.39
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	3	Y	12	4	\$74,282.64	336	\$6,190.22	\$221.08
JARDIANCE	ANTIDIABETICS	B	2	N	53	43	\$64,343.89	3,630	\$1,214.04	\$17.73
LATUDA	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	2	N	34	18	\$60,391.12	1,200	\$1,776.21	\$50.33
OZEMPIC	ANTIDIABETICS	B	2	N	43	29	\$55,402.63	2,070	\$1,288.43	\$26.76
JANUVIA	ANTIDIABETICS	B	2	N	49	42	\$52,965.75	3,304	\$1,080.93	\$16.03
FARXIGA	ANTIDIABETICS	B	2	N	47	36	\$50,909.71	2,940	\$1,083.19	\$17.32
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	3	1	\$46,392.24	90	\$15,464.08	\$515.47
DUPIXENT	DERMATOLOGICALS	B	2	Y	14	8	\$45,821.32	392	\$3,272.95	\$116.89
GENOTROPIN	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	2	Y	7	2	\$44,686.62	208	\$6,383.80	\$214.84
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	6	3	\$36,954.84	168	\$6,159.14	\$219.97
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	59	40	\$34,183.96	3,151	\$579.39	\$10.85
WIXELA INHUB	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	70	50	\$33,734.35	2,910	\$481.92	\$11.59
VASCEPA	ANTIHYPERTENSIVES	B	2	N	44	45	\$31,637.08	2,880	\$719.02	\$10.99
OTEZLA	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	8	3	\$31,205.94	240	\$3,900.74	\$130.02
BIKTARVY	ANTIVIRALS	B	2	Y	8	4	\$28,018.84	240	\$3,502.36	\$116.75
INVOKANA	ANTIDIABETICS	B	2	N	26	19	\$27,378.76	1,560	\$1,053.03	\$17.55
BUDESONIDE/FORMOTEROL FUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	76	59	\$26,809.18	2,940	\$352.75	\$9.12
REXULTI	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	3	N	15	9	\$25,942.34	630	\$1,729.49	\$41.18
HUMALOG	ANTIDIABETICS	B	2	N	17	14	\$25,036.16	765	\$1,472.72	\$32.73
TREMFYA	DERMATOLOGICALS	B	2	Y	2	4	\$24,354.26	112	\$12,177.13	\$217.45
ELIQUIS	ANTICOAGULANTS	B	2	N	28	17	\$20,598.51	1,244	\$735.66	\$16.56
NUCYNTA ER	ANALGESICS - OPIOID	B	3	N	12	4	\$19,561.80	360	\$1,630.15	\$54.34
VYVANSE	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	B	2	N	49	26	\$19,294.89	1,710	\$393.77	\$11.28

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: Fresno

Top Drugs By Claim Count: Fresno  
Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	440	400	\$16,547.15	33,965	\$37.61	\$0.49
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	339	286	\$17,986.61	9,011	\$53.06	\$2.00
LISINAPRIL	ANTHYPERTENSIVES	G	1	N	328	303	\$6,903.58	23,820	\$21.05	\$0.29
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	307	268	\$8,743.91	23,544	\$28.48	\$0.37
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	284	241	\$6,500.62	18,843	\$22.89	\$0.34
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	252	205	\$6,053.49	15,104	\$24.02	\$0.40
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	242	233	\$5,974.96	5,044	\$24.69	\$1.18
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	229	136	\$9,465.26	4,571	\$41.33	\$2.07
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	207	180	\$4,063.85	15,375	\$19.63	\$0.26
GABAPENTIN	ANTICONVULSANTS	G	1	N	202	145	\$7,978.96	8,355	\$39.50	\$0.95
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	181	123	\$15,870.81	9,912	\$87.68	\$1.60
LOSARTAN POTASSIUM	ANTHYPERTENSIVES	G	1	N	171	155	\$7,375.96	12,855	\$43.13	\$0.57
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	169	148	\$9,860.84	12,570	\$58.35	\$0.78
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	159	155	\$5,245.11	6,720	\$32.99	\$0.78
ROSUVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	155	132	\$6,213.97	10,950	\$40.09	\$0.57
AMOXICILLIN	PENICILLINS	G	1	N	147	143	\$1,228.27	1,216	\$8.36	\$1.01
VITAMIN D	VITAMINS	G	1	N	143	124	\$1,167.00	8,371	\$8.16	\$0.14
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	134	119	\$3,999.01	8,970	\$29.84	\$0.45
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	131	100	\$3,187.72	7,337	\$24.33	\$0.43
ALPRAZOLAM	ANTIANSXIETY AGENTS	G	1	N	129	71	\$1,901.10	3,308	\$14.74	\$0.57
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	128	119	\$1,619.13	9,730	\$12.65	\$0.17
PFIZER-BIONTECH COVID-19	VACCINES	B	2	N	127	111	\$0.00	127	\$0.00	\$0.00
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	124	106	\$3,512.63	7,694	\$28.33	\$0.46
CYCLOBENZAPRINE HYDROCHLO	MUSCULOSKELETAL THERAPY AGENTS	G	1	N	120	102	\$1,807.71	2,834	\$15.06	\$0.64
AZITHROMYCIN	MACROLIDES	G	1	N	117	114	\$2,795.94	649	\$23.90	\$4.31