



**Keenan Pharmacy Services  
San Joaquin Valley Insurance Authority  
Quarterly Key Pharmacy Benefit Metrics  
Data Reviewed Through: 2nd Quarter, 2021**

**Presented by Alexandria Van Brunt  
Sr. Account Manager, KPS**

# Quarterly Key Pharmacy Benefit Metrics

## Executive Summary

- **Q2 2021 Highlights:**
  - SJVIA's total plan cost increased in Q2 2021 by 14.16% to **\$5,072,541**
    - Tulare: \$2,057,651 in Plan Cost
    - Fresno: \$3,014,890 in Plan Cost
    - The increase in plan spend can be attributed to utilization increasing
    - There was an increase of 6.48% in plan cost when comparing Q2 2020 (\$4,763,678) to Q2 2021 (\$5,072,541)
  - Majority of the SJVIA members continue to fill scripts at retail
    - Retail scripts account for 98.60% of plan spend
  - Overall, the claims volume in Q2 2021 increased in all channels apart from Retail90 Brand
    - 82.3% of scripts are being filled at the Retail generic or Retail90 channel
  - The Generic Dispensing Rate (GDR) continues to trend well for SJVIA in all channels
    - The GDR increased slightly in the Retail90 channel
    - The Mail Generic dispensing rate decreased slightly in Q2 2021 to 87.83%
      - 88.94% in Q1 2021
    - The GDR excludes specialty

# Quarterly Key Pharmacy Benefit Metrics

## Executive Summary Continued

- **Q2 2021 Specialty plan spend increased compared to previous quarters**
  - The spend shift can be mostly attributed to the Specialty channel seeing a significant increase in utilization for Q2
  - Specialty Plan Costs in Q2: \$2,003,006 (39.49% of plan spend)
    - Specialty Plan cost in Q1 2021: \$1,392,121
    - There was an increase in specialty plan cost when comparing Q2 2020 (\$1,572,007) to Q2 2021 (\$2,003,006)
  - Specialty claims volume increased with new utilization in Q2 2021
    - 537 Scripts filed in Q2 2021
      - » 477 Scripts filled in Q4 2020
      - » 520 Scripts filled in Q2 2020
  - SJVIA Specialty plan costs trends above the EmpiRx Book of Business national average range (30%-35%)
- **Top clinical cost drivers by Therapeutic Class**
  - ANALGESICS - ANTI-INFLAMMATORY
  - ANTIDIABETICS
  - DERMATOLOGICALS
  - RESPIRATORY AGENTS- MISC.
  - ANTINEOPLATICS AND ADJUNCTIVE THERAPIES
  - ANTIPSYCHOTICS/ANTIMANIC AGENTS

# Quarterly Key Pharmacy Benefit Metrics

## Executive Summary Continued

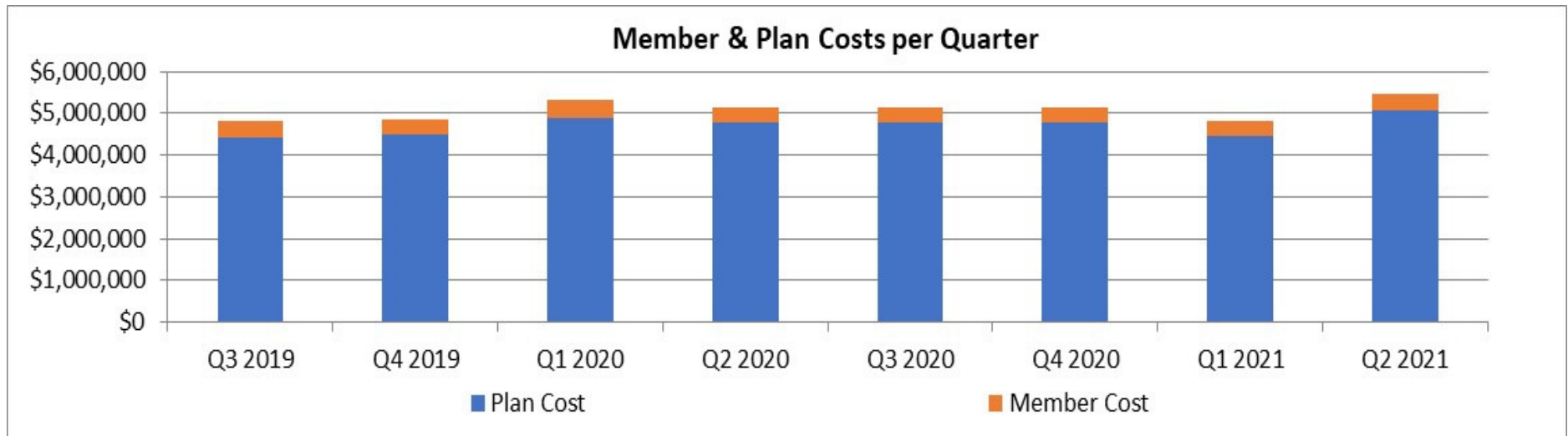
- **Top Clinical Cost Drivers By Drug (Q2 2021):**
  - HUMIRA PEN (ANALGESICS - ANTI-INFLAMMATORY)
    - 2021 (Q2) ingredient costs: \$452,893.41
    - 16 Utilizers (3 additional utilizers than Q1)
  - TRULICITY (ANTIDIABETICS)
    - 2021 (Q2) ingredient costs: \$418,515.71
    - 101 Utilizers (12 additional utilizers than Q1)
  - OZEMPIC (ANTIDIABETICS)
    - 2021 (Q2) ingredient costs: \$230,748.09
    - 72 Utilizers (20 additional utilizers than Q1)
  - TREMFYA (DERMATOLOGICALS)
    - 2021 (Q2) ingredient costs: \$208,157.29
    - 8 Utilizers (2 additional utilizers than Q1)
  - JARDIANCE (ANTIDIABETICS)
    - 2021 (Q2) ingredient costs: \$207,835.86
    - 84 Utilizers (10 additional utilizers than Q1)
  - JANUVIA (ANTIDIABETICS)
    - 2021 (Q2) ingredient costs: \$205,720.26
    - 97 Utilizers (22 additional utilizers than Q1)
  - DUPIXENT (DERMATOLOGICALS)
    - 2021 (Q2) ingredient costs: \$180,038.34
    - 13 Utilizers (3 additional utilizers than Q1)
  - TRIKAFTA (RESPIRATORY AGENTS- MISC)
    - 2021 (Q2) ingredient costs: \$174,632.92
    - 1 Utilizer

Note: Specialty medications require a prior authorization before they can be filled.

# Quarterly Key Pharmacy Benefit Metrics

## Cost Trend by Quarter

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Gross Cost</b>	\$4,794,964	\$4,844,157	\$5,320,273	\$5,153,562	\$5,145,875	\$5,150,035	\$4,829,456	\$5,463,764
<b>Plan Cost</b>	\$4,428,298	\$4,472,131	\$4,893,192	\$4,763,678	\$4,761,468	\$4,769,527	\$4,443,378	\$5,072,541
<b>Member Cost</b>	\$366,666	\$372,026	\$427,081	\$389,883	\$384,407	\$380,507	\$386,078	\$391,223

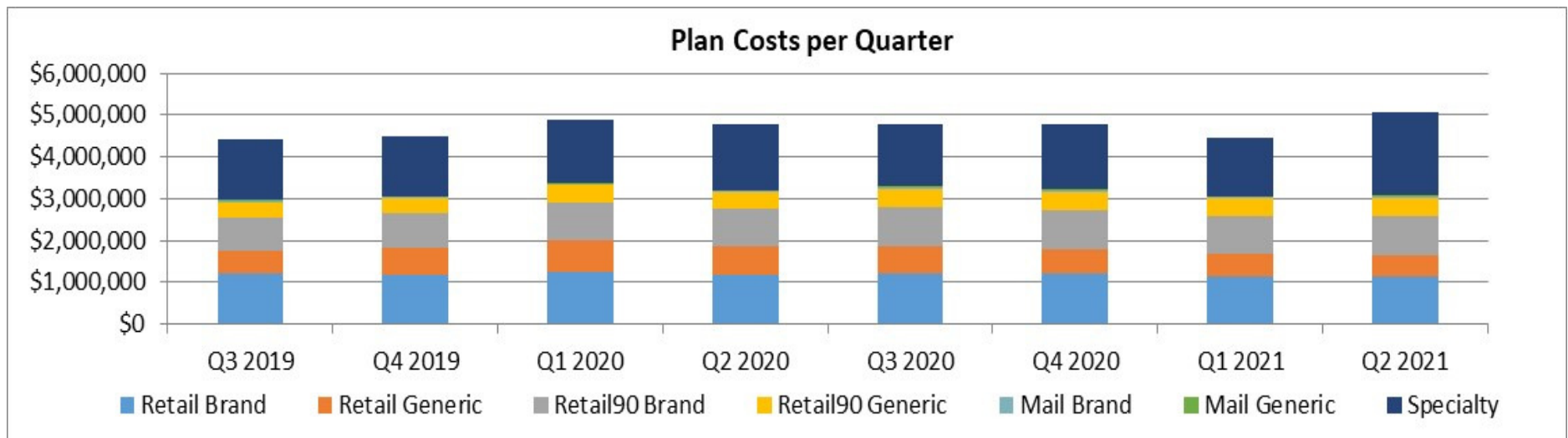


- This report details the total member and plan costs, by quarter, for the most recent 8 quarter period
- Gross cost = plan cost + member cost

# Quarterly Key Pharmacy Benefit Metrics

## Plan Cost by Channel

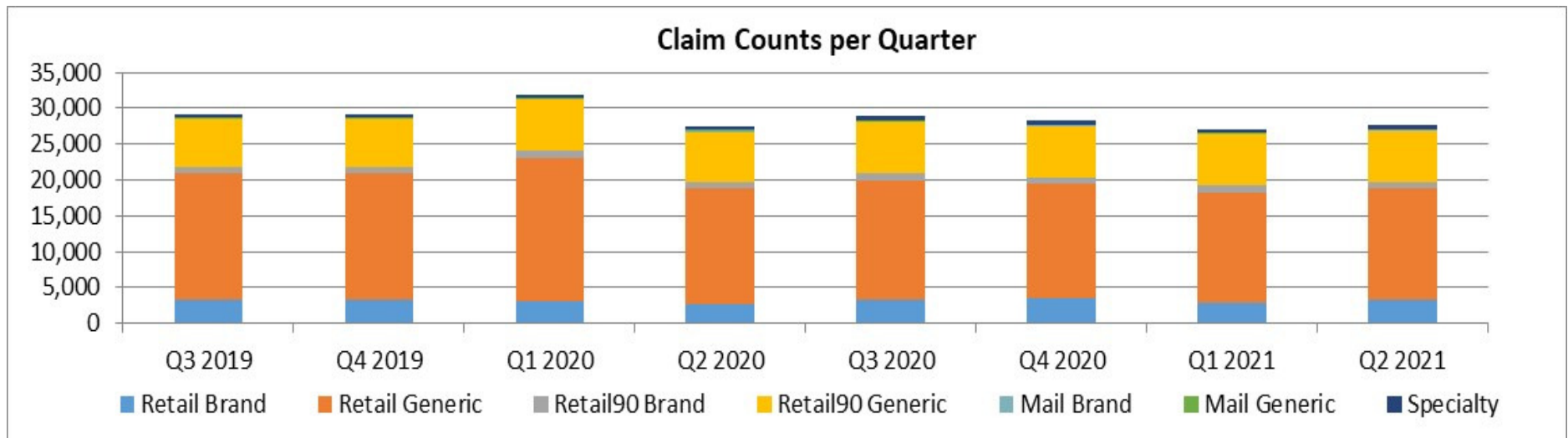
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Brand</b>	\$1,202,807	\$1,162,594	\$1,252,574	\$1,186,673	\$1,204,674	\$1,213,904	\$1,148,357	\$1,130,608
<b>Retail Generic</b>	\$550,879	\$671,424	\$767,794	\$675,196	\$661,165	\$568,630	\$535,374	\$516,396
<b>Retail90 Brand</b>	\$784,114	\$819,714	\$901,044	\$886,199	\$915,081	\$928,860	\$885,454	\$938,130
<b>Retail90 Generic</b>	\$378,526	\$356,074	\$397,208	\$405,162	\$458,566	\$455,767	\$442,117	\$441,518
<b>Mail Brand</b>	\$40,973	\$35,685	\$35,378	\$22,627	\$32,105	\$22,821	\$22,095	\$21,536
<b>Mail Generic</b>	\$16,982	\$15,576	\$14,795	\$15,814	\$18,672	\$20,104	\$17,860	\$21,347
<b>Specialty</b>	\$1,454,017	\$1,411,065	\$1,524,399	\$1,572,007	\$1,471,204	\$1,559,440	\$1,392,121	\$2,003,006



# Quarterly Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel

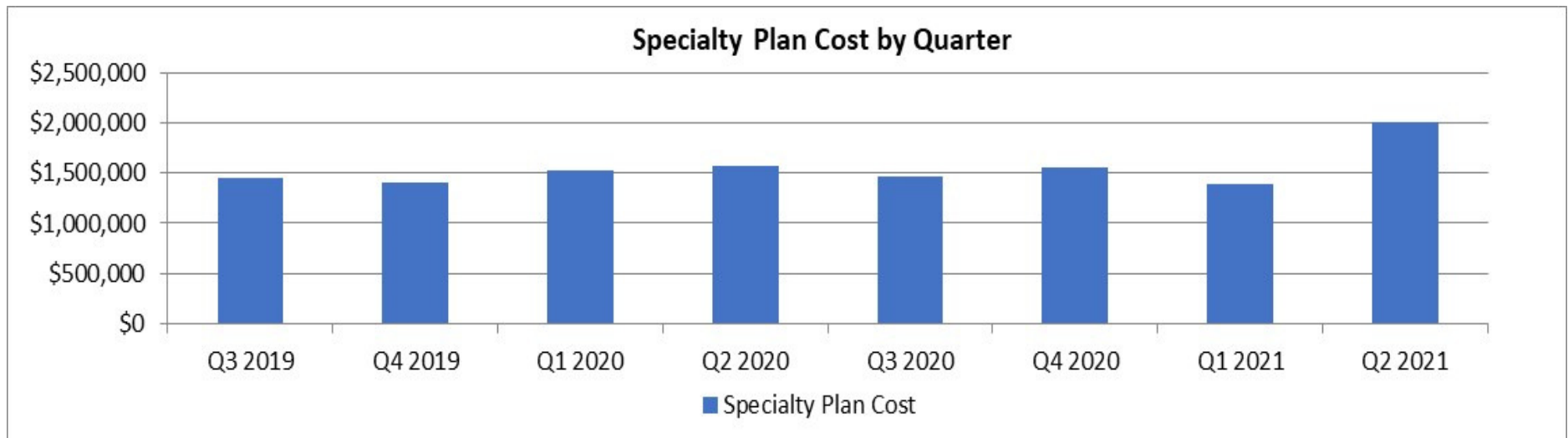
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Brand</b>	3,189	3,287	3,088	2,719	3,241	3,534	2,919	3,229
<b>Retail Generic</b>	17,751	17,630	19,950	16,006	16,724	15,856	15,364	15,496
<b>Retail90 Brand</b>	914	917	951	948	967	942	906	891
<b>Retail90 Generic</b>	6,594	6,565	7,190	7,025	7,196	7,191	7,123	7,275
<b>Mail Brand</b>	40	38	42	30	38	35	23	28
<b>Mail Generic</b>	161	184	175	204	184	178	185	202
<b>Specialty</b>	486	485	495	520	491	507	477	539



# Quarterly Key Pharmacy Benefit Metrics

## Specialty Plan Cost

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Specialty Plan Cost</b>	\$1,454,017	\$1,411,065	\$1,524,399	\$1,572,007	\$1,471,204	\$1,559,440	\$1,392,121	\$2,003,006
<b>Total Plan Cost</b>	\$4,428,298	\$4,472,131	\$4,893,192	\$4,763,678	\$4,761,468	\$4,769,527	\$4,443,378	\$5,072,541
<b>Specialty Plan Cost %</b>	32.83%	31.55%	31.15%	33.00%	30.90%	32.70%	31.33%	39.49%



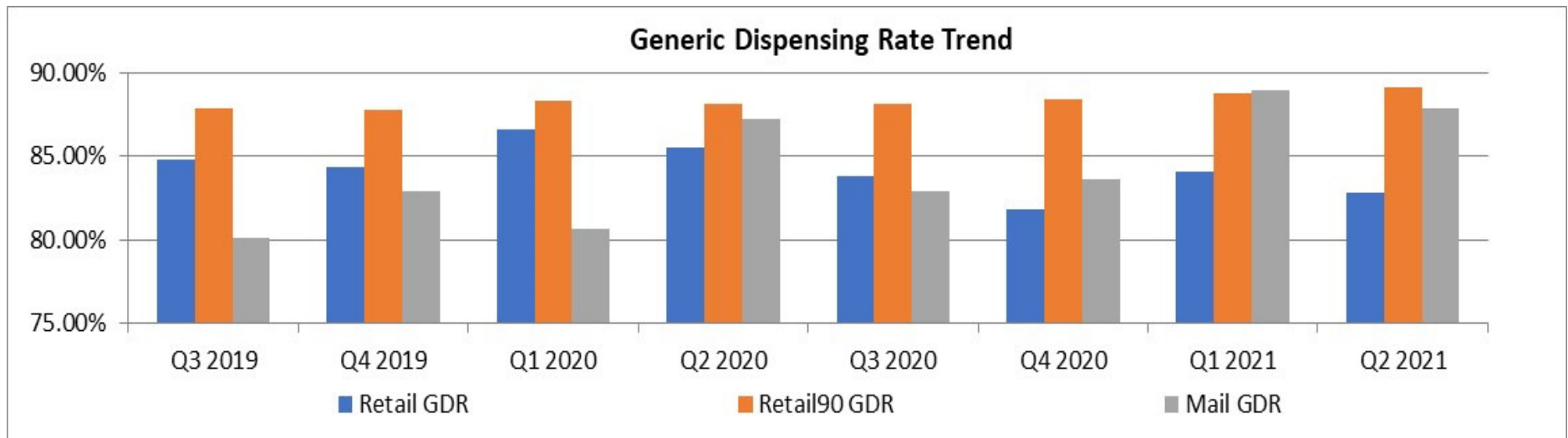
- Specialty plan cost represents 39.49% of the SJVIA plan cost in Q2 2021
- Specialty claims volume increased in Q2 2021 vs previous Quarters
- SJVIA's specialty plan cost is roughly 4-9% higher than the EmpiRx BOB national average range (30% - 35%)



# Quarterly Key Pharmacy Benefit Metrics

## Generic Dispensing Rate

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail GDR</b>	84.77%	84.29%	86.60%	85.48%	83.77%	81.77%	84.03%	82.76%
<b>Retail90 GDR</b>	87.83%	87.74%	88.32%	88.11%	88.15%	88.42%	88.72%	89.09%
<b>Mail GDR</b>	80.10%	82.88%	80.65%	87.18%	82.88%	83.57%	88.94%	87.83%



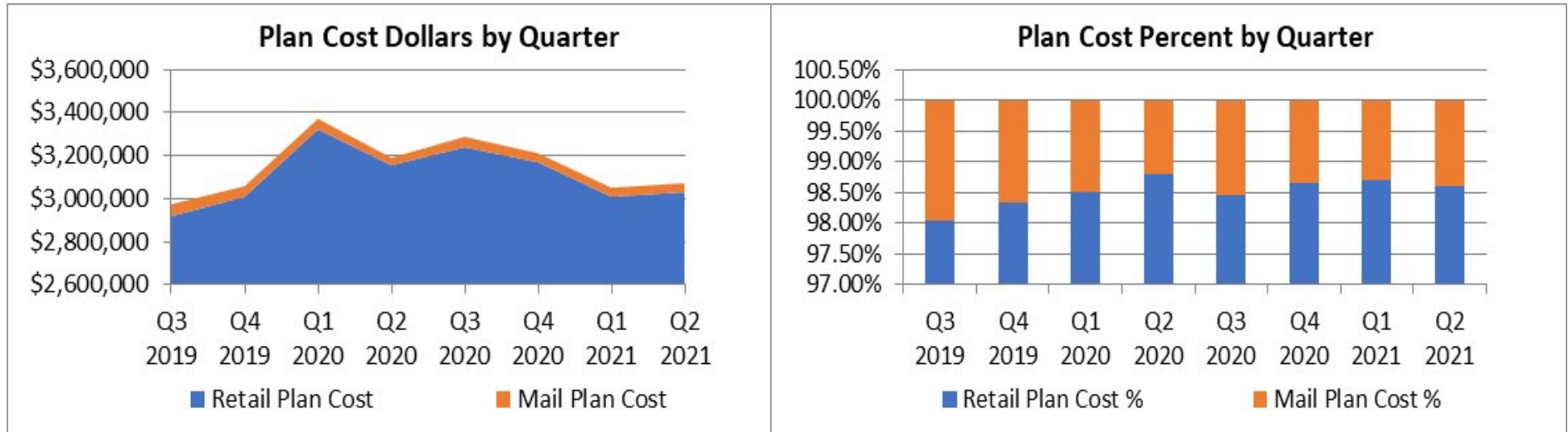
- Overall, the generic dispensing rate is trending well for SJVIA
- Highest percentages of generic dispensing rate at Retail90

\*Excludes specialty

# Quarterly Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Plan Cost</b>	\$2,916,326	\$3,009,806	\$3,318,620	\$3,153,231	\$3,239,486	\$3,167,162	\$3,011,302	\$3,026,653
<b>Mail Plan Cost</b>	\$57,955	\$51,260	\$50,172	\$38,441	\$50,778	\$42,925	\$39,955	\$42,883
<b>Retail Plan Cost %</b>	98.05%	98.33%	98.51%	98.80%	98.46%	98.66%	98.69%	98.60%
<b>Mail Plan Cost %</b>	1.95%	1.67%	1.49%	1.20%	1.54%	1.34%	1.31%	1.40%



- 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 1.40% of the plan spend in Q2 of 2021.

\*Excludes specialty

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Cost: SJVIA

### Top Drugs By Ingredient Cost

Based on Paid Date: 01/01/2021-06/30/2021

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	60	16	\$452,893.41	1,680	\$7,548.22	\$269.58
TRULICITY	ANTIDIABETICS	B	2	N	347	101	\$418,515.71	14,100	\$1,206.10	\$29.68
OZEMPIC	ANTIDIABETICS	B	2	N	187	72	\$230,748.09	8,198	\$1,233.95	\$28.15
TREMFYA	DERMATOLOGICALS	B	2	Y	17	8	\$208,157.29	840	\$12,244.55	\$247.81
JARDIANCE	ANTIDIABETICS	B	2	N	198	84	\$207,835.86	11,640	\$1,049.68	\$17.86
JANUVIA	ANTIDIABETICS	B	2	N	220	97	\$205,720.26	12,738	\$935.09	\$16.15
DUPIXENT	DERMATOLOGICALS	B	2	Y	55	13	\$180,038.34	1,526	\$3,273.42	\$117.98
TRIKAFTA	RESPIRATORY AGENTS - MISC.	B	2	Y	7	1	\$174,632.92	196	\$24,947.56	\$890.98
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	3	Y	28	5	\$173,326.16	784	\$6,190.22	\$221.08
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	11	2	\$170,104.88	330	\$15,464.08	\$515.47
FARXIGA	ANTIDIABETICS	B	2	N	172	68	\$168,663.32	9,702	\$980.60	\$17.38
LATUDA	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	2	N	80	23	\$141,342.11	2,820	\$1,766.78	\$50.12
ELIQUIS	ANTICOAGULANTS	B	2	N	173	67	\$134,963.22	8,330	\$780.13	\$16.20
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	21	7	\$134,651.92	588	\$6,412.00	\$229.00
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	194	80	\$117,205.66	9,562	\$604.15	\$12.26
XELJANZ XR	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	20	5	\$101,395.77	600	\$5,069.79	\$168.99
GENOTROPIN	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	2	Y	14	2	\$95,993.48	407	\$6,856.68	\$235.86
STELARA	DERMATOLOGICALS	B	2	Y	4	3	\$86,361.21	308	\$21,590.30	\$280.39
HUMALOG	ANTIDIABETICS	B	2	N	62	28	\$83,695.58	2,800	\$1,349.93	\$29.89
WIXELA INHUB	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	160	102	\$81,678.53	7,200	\$510.49	\$11.34
VASCEPA	ANTIHYPERLIPIDEMICS	B	2	N	115	77	\$78,190.38	7,170	\$679.92	\$10.91
TRINTELLIX	ANTIDEPRESSANTS	B	3	N	116	45	\$77,666.09	5,380	\$669.54	\$14.44
OTEZLA	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	19	5	\$74,215.77	570	\$3,906.09	\$130.20
ICLUSIG	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	4	1	\$71,927.44	120	\$17,981.86	\$599.40
XARELTO	ANTICOAGULANTS	B	2	N	74	38	\$69,719.83	4,272	\$942.16	\$16.32

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: SJVIA

### Top Drugs By Claim Count

Based on Paid Date: 01/01/2021-06/30/2021

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
ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	1,561	786	\$54,004.13	111,253	\$34.60	\$0.49
LISINAPRIL	ANTHYPERTENSIVES	G	1	N	1,208	612	\$24,491.45	84,575	\$20.27	\$0.29
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	1,134	534	\$31,268.22	80,112	\$27.57	\$0.39
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	956	661	\$50,640.79	26,936	\$52.97	\$1.88
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	904	468	\$19,619.30	59,397	\$21.70	\$0.33
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	890	431	\$35,857.13	16,720	\$40.29	\$2.14
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	839	446	\$20,032.26	50,205	\$23.88	\$0.40
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	788	377	\$14,655.35	53,612	\$18.60	\$0.27
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	756	626	\$17,029.52	14,389	\$22.53	\$1.18
PFIZER-BIONTECH COVID-19	VACCINES	B	2	N	727	451	\$0.00	727	\$0.00	\$0.00
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	687	270	\$52,946.95	36,742	\$77.07	\$1.44
LOSARTAN POTASSIUM	ANTHYPERTENSIVES	G	1	N	673	337	\$28,196.78	47,303	\$41.90	\$0.60
GABAPENTIN	ANTICONVULSANTS	G	1	N	657	322	\$24,122.16	27,744	\$36.72	\$0.87
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	607	295	\$32,804.57	43,478	\$54.04	\$0.75
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	597	317	\$15,465.31	33,664	\$25.91	\$0.46
VITAMIN D	VITAMINS	G	1	N	553	319	\$5,003.20	31,259	\$9.05	\$0.16
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	535	269	\$6,465.92	36,283	\$12.09	\$0.18
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	527	230	\$12,247.26	27,969	\$23.24	\$0.44
ROSUVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	522	265	\$20,289.62	36,172	\$38.87	\$0.56
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	501	366	\$17,435.97	22,170	\$34.80	\$0.79
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	495	267	\$13,535.57	30,696	\$27.34	\$0.44
ALPRAZOLAM	ANTIAXIETY AGENTS	G	1	N	478	203	\$7,420.09	12,390	\$15.52	\$0.60
AMOXICILLIN	PENICILLINS	G	1	N	473	439	\$3,965.46	3,862	\$8.38	\$1.03
PREDNISONE	CORTICOSTEROIDS	G	1	N	427	323	\$3,801.03	7,015	\$8.90	\$0.54
CYCLOBENZAPRINE HYDROCHLO	MUSCULOSKELETAL THERAPY AGENTS	G	1	N	425	295	\$7,199.13	10,368	\$16.94	\$0.69

# 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 2021 estimated net rebate amount is \$619,674
    - Beginning with the fourth quarter of 2020, Rebates will be paid within 120 days at the end of the applicable quarter
- Clinical savings guarantee for 18 Months: \$1,500,000
  - Prorated Clinical Guarantee (Q3 2020-Q4 2021): \$750,000
  - Q3 2020- Q1 2021 Estimated Clinical Savings Performance: \$3,109,777

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

# Appendix

# Quarterly Key Pharmacy Benefit Metrics

## SJVIA Cost Trend by Quarter (Tulare)

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Gross Cost</b>	\$2,152,107	\$2,020,551	\$2,150,586	\$2,111,798	\$2,103,411	\$2,126,190	\$1,964,808	\$2,236,357
<b>Plan Cost</b>	\$1,988,521	\$1,859,979	\$1,968,537	\$1,939,264	\$1,929,831	\$1,954,639	\$1,791,328	\$2,057,651
<b>Member Cost</b>	\$163,586	\$160,572	\$182,049	\$172,533	\$173,579	\$171,551	\$173,480	\$178,705



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	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Gross Cost</b>	\$2,631,512	\$2,809,426	\$3,166,647	\$3,041,764	\$3,042,464	\$3,023,845	\$2,864,648	\$3,227,408
<b>Plan Cost</b>	\$2,430,504	\$2,600,251	\$2,922,097	\$2,824,414	\$2,831,636	\$2,814,888	\$2,652,050	\$3,014,890
<b>Member Cost</b>	\$201,008	\$209,175	\$244,550	\$217,350	\$210,828	\$208,956	\$212,598	\$212,518

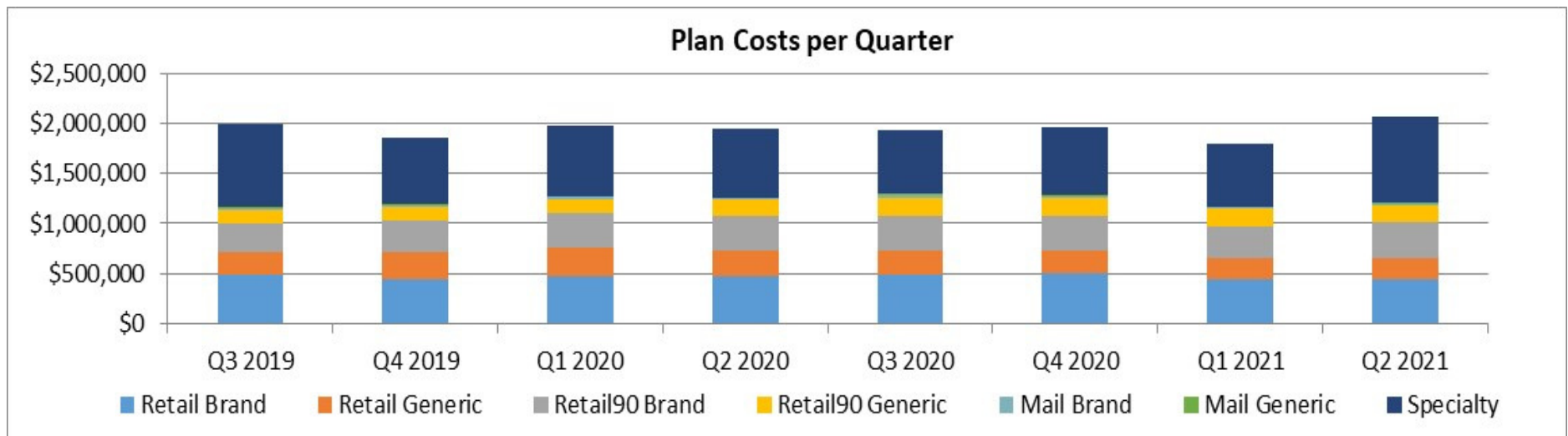


This report details the total member and plan costs, by quarter, for the most recent 8 quarter period  
 These represent total dollars spent for all products, including specialty drugs

# Quarterly Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Tulare)

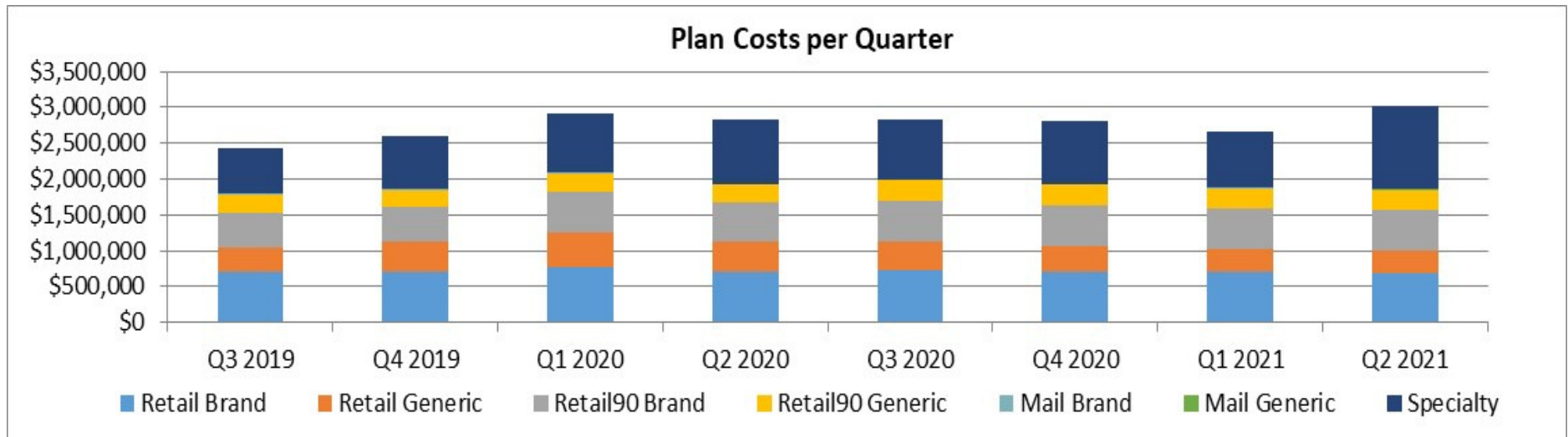
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Brand</b>	\$490,293	\$444,835	\$473,482	\$471,239	\$485,916	\$500,819	\$449,914	\$442,516
<b>Retail Generic</b>	\$221,043	\$264,207	\$292,110	\$264,094	\$250,354	\$225,339	\$209,849	\$205,842
<b>Retail90 Brand</b>	\$293,744	\$321,262	\$335,014	\$343,733	\$343,469	\$347,451	\$317,449	\$361,520
<b>Retail90 Generic</b>	\$131,689	\$135,880	\$141,460	\$154,534	\$178,844	\$174,057	\$166,146	\$174,493
<b>Mail Brand</b>	\$19,654	\$19,733	\$21,121	\$16,314	\$20,701	\$19,965	\$16,684	\$17,054
<b>Mail Generic</b>	\$12,358	\$11,265	\$9,610	\$8,881	\$13,234	\$13,230	\$10,747	\$14,971
<b>Specialty</b>	\$819,740	\$662,797	\$695,741	\$680,470	\$637,313	\$673,779	\$620,539	\$841,255



# Quarterly Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Fresno)

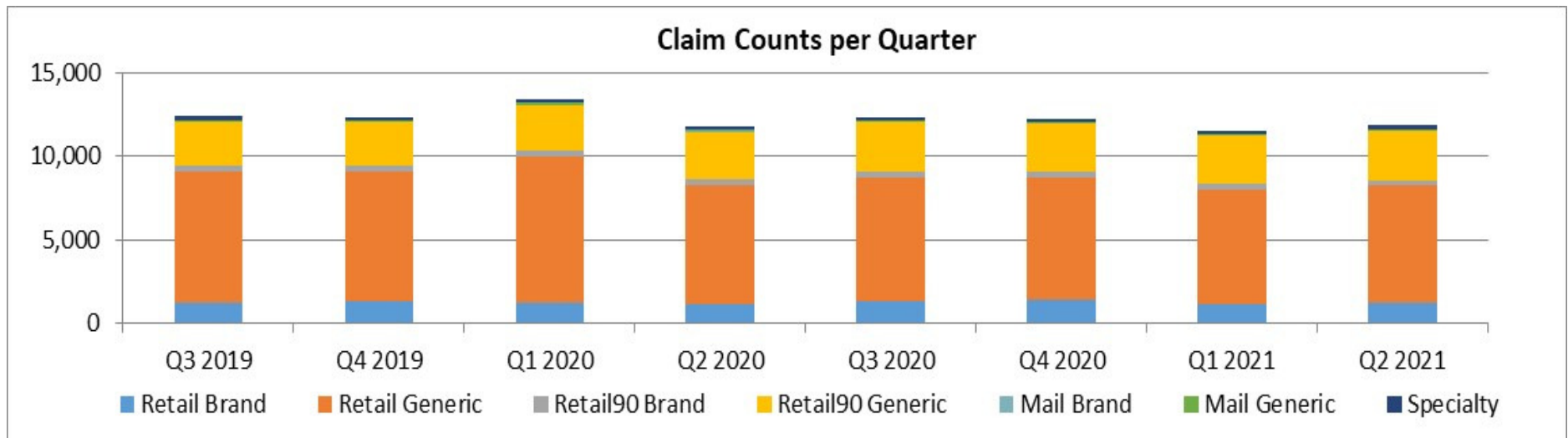
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Brand</b>	\$710,910	\$717,177	\$777,547	\$715,434	\$718,758	\$713,086	\$698,442	\$688,092
<b>Retail Generic</b>	\$327,897	\$404,658	\$474,932	\$411,102	\$410,811	\$343,292	\$325,526	\$310,554
<b>Retail90 Brand</b>	\$488,671	\$495,475	\$566,030	\$542,467	\$571,612	\$581,409	\$568,006	\$576,610
<b>Retail90 Generic</b>	\$245,248	\$218,620	\$255,489	\$250,628	\$279,722	\$281,710	\$275,972	\$267,025
<b>Mail Brand</b>	\$21,319	\$15,952	\$14,257	\$6,313	\$11,404	\$2,857	\$5,411	\$4,482
<b>Mail Generic</b>	\$4,592	\$4,192	\$5,185	\$6,933	\$5,438	\$6,874	\$7,113	\$6,375
<b>Specialty</b>	\$631,867	\$744,176	\$828,659	\$891,537	\$833,891	\$885,661	\$771,582	\$1,161,751



# Quarterly Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Tulare)

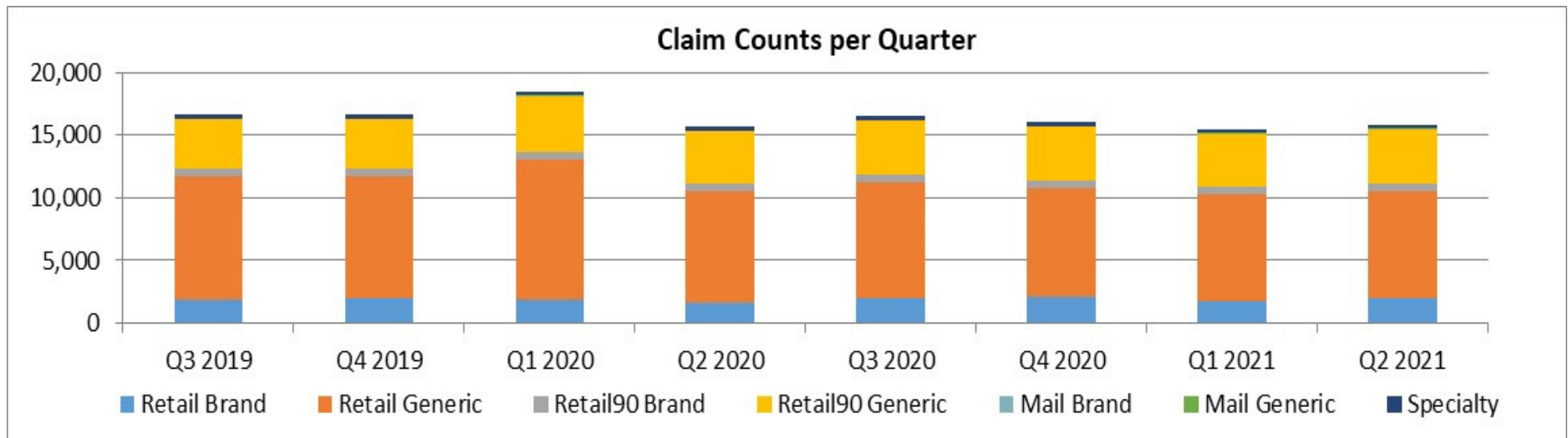
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Brand</b>	1,257	1,284	1,207	1,111	1,290	1,367	1,148	1,184
<b>Retail Generic</b>	7,823	7,788	8,740	7,108	7,440	7,312	6,864	7,029
<b>Retail90 Brand</b>	336	346	343	358	358	343	307	336
<b>Retail90 Generic</b>	2,614	2,570	2,753	2,854	2,905	2,876	2,870	2,913
<b>Mail Brand</b>	21	23	22	18	22	26	15	17
<b>Mail Generic</b>	110	128	120	121	130	124	118	131
<b>Specialty</b>	203	198	198	200	188	197	190	208



# Quarterly Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Fresno)

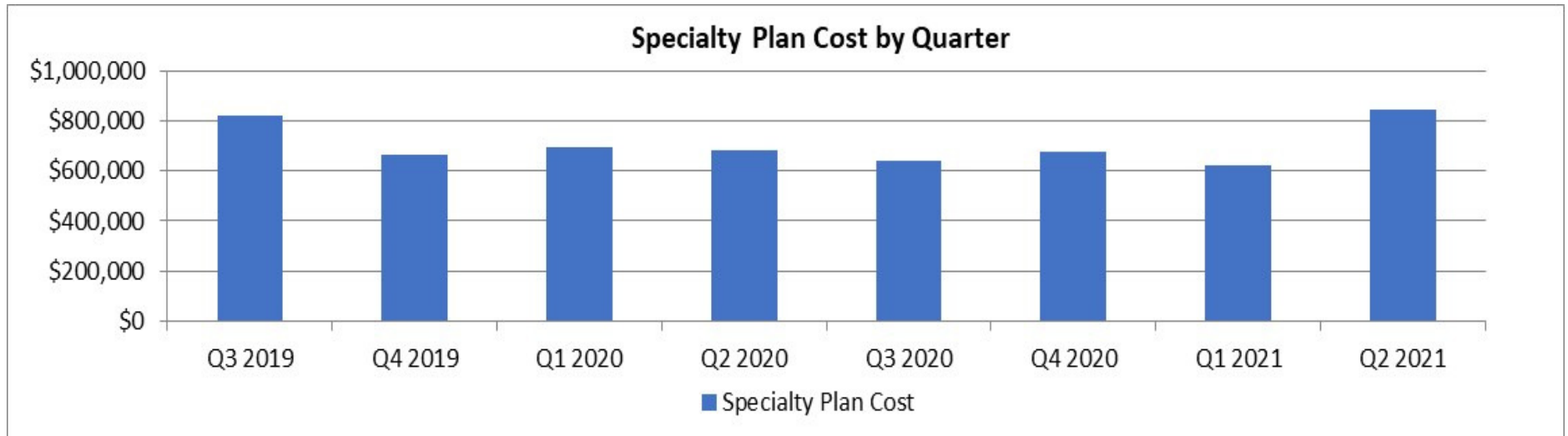
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Brand</b>	1,924	1,995	1,879	1,608	1,951	2,167	1,771	2,045
<b>Retail Generic</b>	9,832	9,738	11,178	8,898	9,284	8,544	8,500	8,467
<b>Retail90 Brand</b>	574	565	607	590	609	599	599	555
<b>Retail90 Generic</b>	3,939	3,955	4,425	4,171	4,291	4,315	4,253	4,362
<b>Mail Brand</b>	19	15	20	12	16	9	8	11
<b>Mail Generic</b>	49	53	55	83	54	54	67	71
<b>Specialty</b>	276	281	297	320	303	310	287	331



# Quarterly Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Tulare)

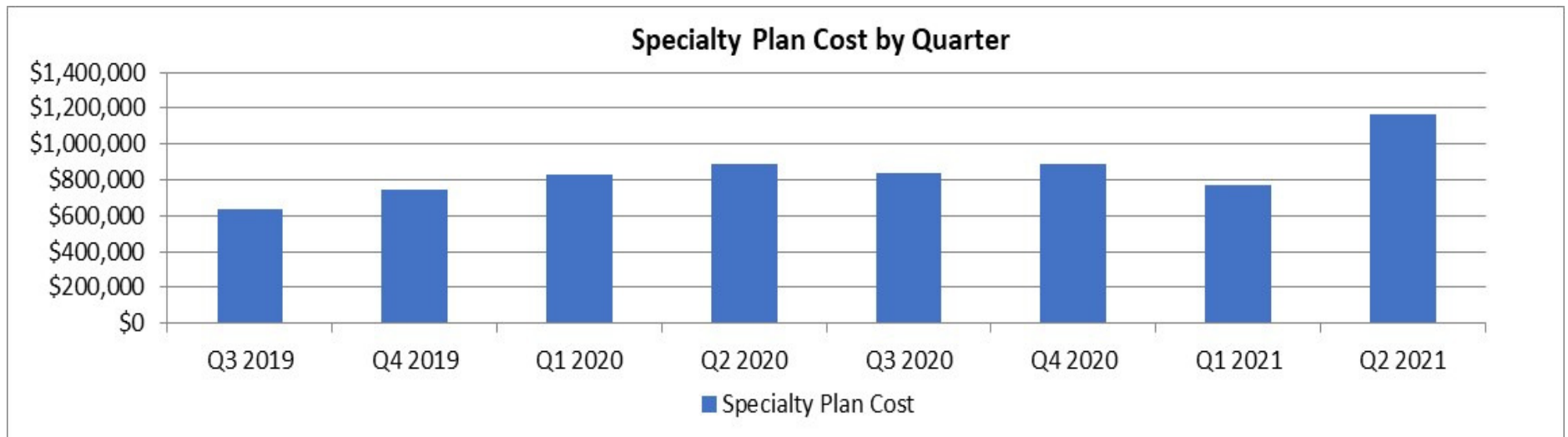
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Specialty Plan Cost</b>	\$819,740	\$662,797	\$695,741	\$680,470	\$637,313	\$673,779	\$620,539	\$841,255
<b>Total Plan Cost</b>	\$1,988,521	\$1,859,979	\$1,968,537	\$1,939,264	\$1,929,831	\$1,954,639	\$1,791,328	\$2,057,651
<b>Specialty Plan Cost %</b>	41.22%	35.63%	35.34%	35.09%	33.02%	34.47%	34.64%	40.88%



# Quarterly Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Fresno)

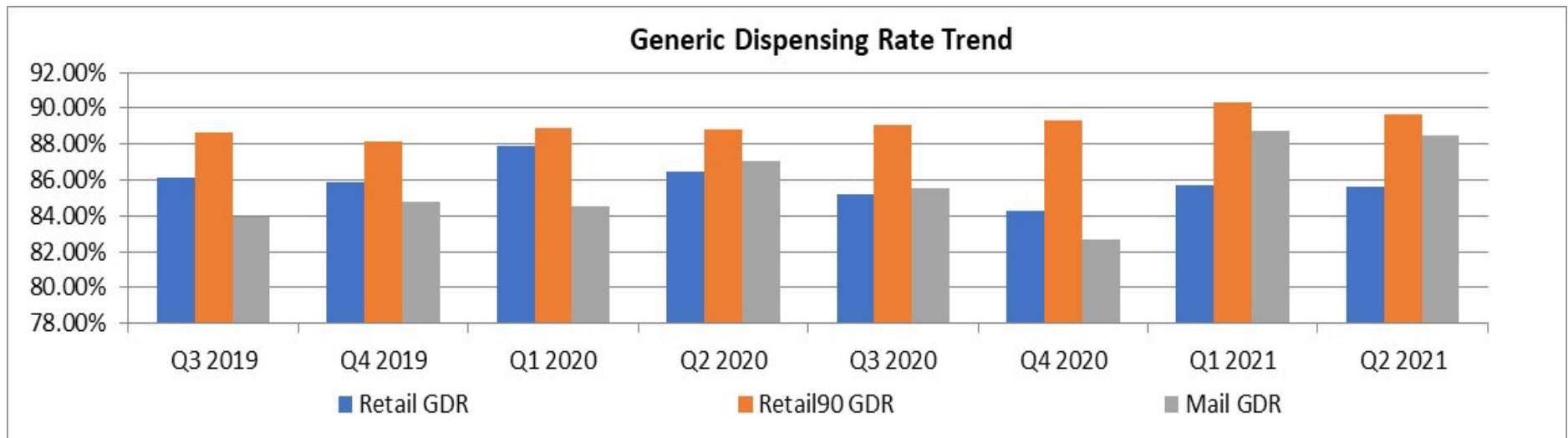
Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Specialty Plan Cost</b>	\$631,867	\$744,176	\$828,659	\$891,537	\$833,891	\$885,661	\$771,582	\$1,161,751
<b>Total Plan Cost</b>	\$2,430,504	\$2,600,251	\$2,922,097	\$2,824,414	\$2,831,636	\$2,814,888	\$2,652,050	\$3,014,890
<b>Specialty Plan Cost %</b>	26.00%	28.62%	28.36%	31.57%	29.45%	31.46%	29.09%	38.53%



# Quarterly Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Tulare)

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail GDR</b>	86.16%	85.85%	87.87%	86.48%	85.22%	84.25%	85.67%	85.58%
<b>Retail90 GDR</b>	88.61%	88.13%	88.92%	88.85%	89.03%	89.34%	90.34%	89.66%
<b>Mail GDR</b>	83.97%	84.77%	84.51%	87.05%	85.53%	82.67%	88.72%	88.51%



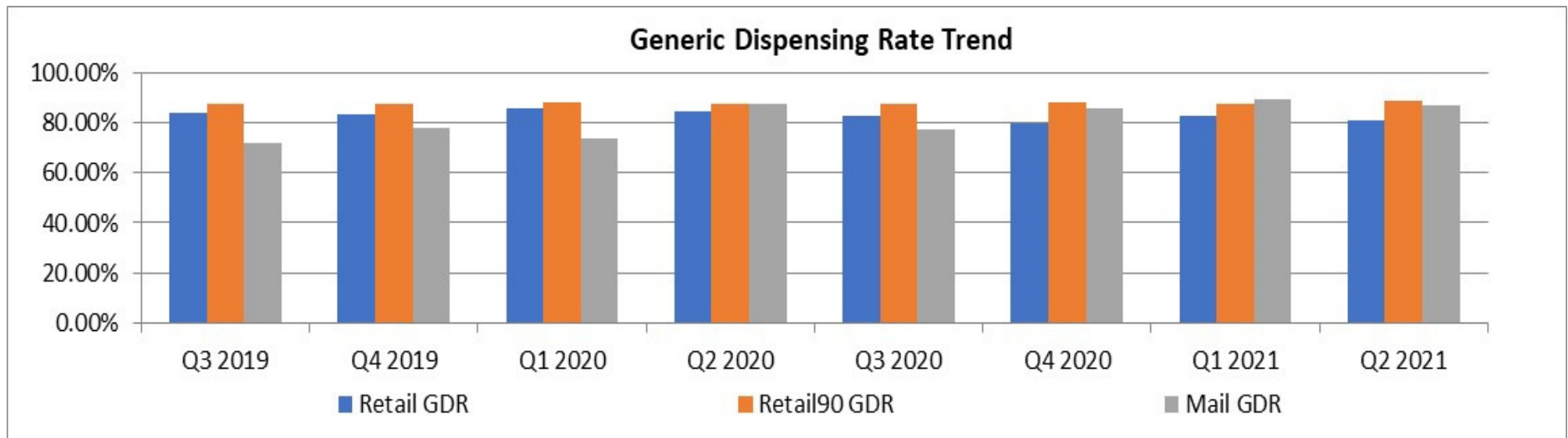
Excludes Specialty



# Quarterly Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Fresno)

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail GDR</b>	83.63%	83.00%	85.61%	84.69%	82.63%	79.77%	82.76%	80.55%
<b>Retail90 GDR</b>	87.28%	87.50%	87.94%	87.61%	87.57%	87.81%	87.65%	88.71%
<b>Mail GDR</b>	72.06%	77.94%	73.33%	87.37%	77.14%	85.71%	89.33%	86.59%

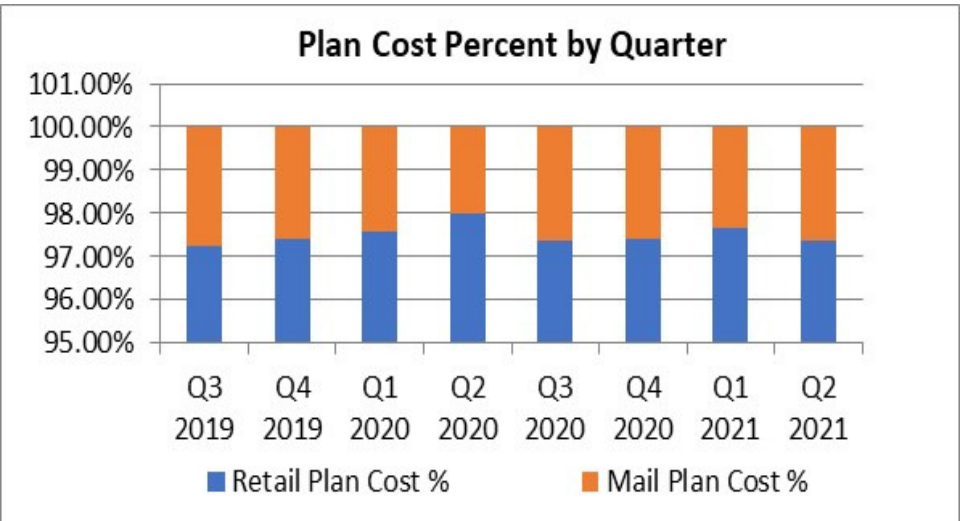
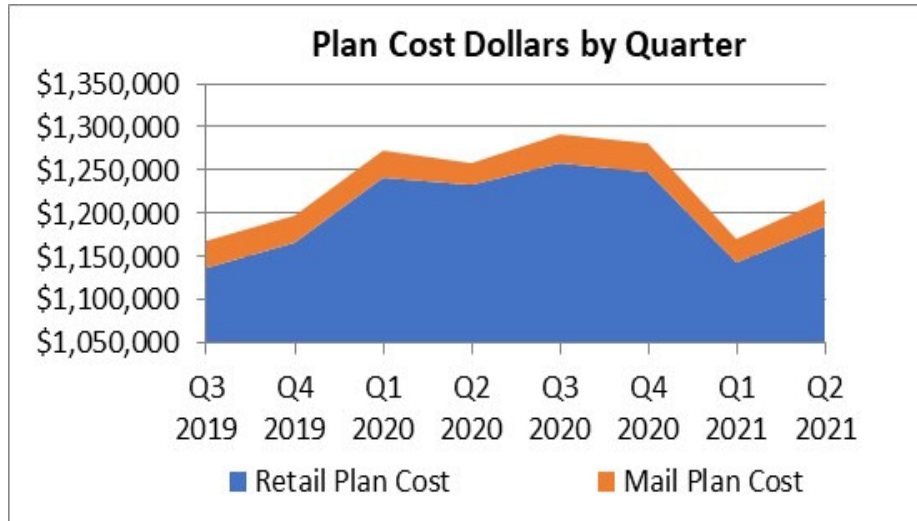


Excludes Specialty

# Quarterly Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Tulare)

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Plan Cost</b>	\$1,136,770	\$1,166,184	\$1,242,066	\$1,233,600	\$1,258,583	\$1,247,666	\$1,143,357	\$1,184,371
<b>Mail Plan Cost</b>	\$32,011	\$30,998	\$30,731	\$25,195	\$33,935	\$33,194	\$27,432	\$32,025
<b>Retail Plan Cost %</b>	97.26%	97.41%	97.59%	98.00%	97.37%	97.41%	97.66%	97.37%
<b>Mail Plan Cost %</b>	2.74%	2.59%	2.41%	2.00%	2.63%	2.59%	2.34%	2.63%

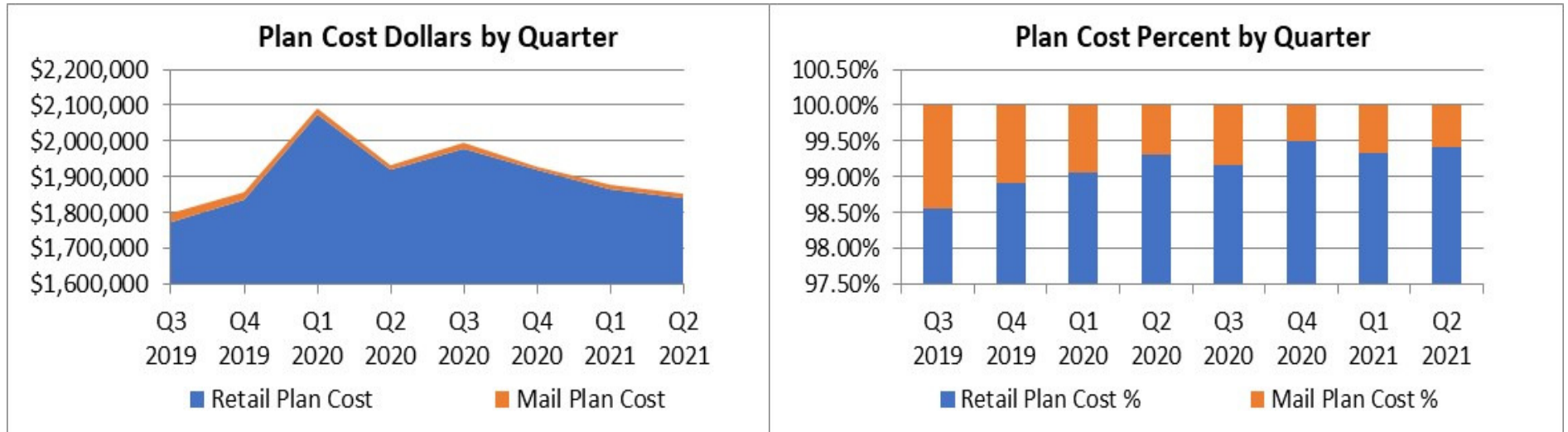


Excludes Specialty

# Quarterly Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Fresno)

Category	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
<b>Retail Plan Cost</b>	\$1,772,727	\$1,835,931	\$2,073,997	\$1,919,630	\$1,980,903	\$1,919,496	\$1,867,945	\$1,842,282
<b>Mail Plan Cost</b>	\$25,911	\$20,144	\$19,442	\$13,246	\$16,842	\$9,731	\$12,523	\$10,857
<b>Retail Plan Cost %</b>	98.56%	98.91%	99.07%	99.31%	99.16%	99.50%	99.33%	99.41%
<b>Mail Plan Cost %</b>	1.44%	1.09%	0.93%	0.69%	0.84%	0.50%	0.67%	0.59%



Excludes Specialty

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Cost: Tulare

Top Drugs By Ingredient Cost: Tulare  
Based on Paid Date: 01/01/2021-06/30/2021

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	32	9	\$233,455.18	896	\$7,295.47	\$260.55
TRIKAFTA	RESPIRATORY AGENTS - MISC.	B	2	Y	7	1	\$174,632.92	196	\$24,947.56	\$890.98
TRULICITY	ANTIDIABETICS	B	2	N	110	34	\$137,141.00	4,674	\$1,246.74	\$29.34
OZEMPIC	ANTIDIABETICS	B	2	N	97	33	\$114,924.49	3,926	\$1,184.79	\$29.27
JANUVIA	ANTIDIABETICS	B	2	N	118	45	\$99,100.13	6,104	\$839.83	\$16.24
JARDIANCE	ANTIDIABETICS	B	2	N	96	37	\$90,568.75	5,040	\$943.42	\$17.97
ELIQUIS	ANTICOAGULANTS	B	2	N	105	37	\$85,297.03	5,332	\$812.35	\$16.00
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	5	1	\$77,320.40	150	\$15,464.08	\$515.47
FARXIGA	ANTIDIABETICS	B	2	N	82	28	\$72,905.45	4,170	\$889.09	\$17.48
ICLUSIG	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	4	1	\$71,927.44	120	\$17,981.86	\$599.40
XELJANZ XR	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	14	4	\$71,221.17	420	\$5,087.23	\$169.57
XTANDI	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	5	1	\$64,079.15	150	\$12,815.83	\$427.19
STELARA	DERMATOLOGICALS	B	2	Y	3	2	\$61,686.58	252	\$20,562.19	\$244.79
TREMFYA	DERMATOLOGICALS	B	2	Y	5	3	\$61,458.69	224	\$12,291.74	\$274.37
ZYTIGA	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	5	1	\$56,830.25	150	\$11,366.05	\$378.87
XARELTO	ANTICOAGULANTS	B	2	N	46	22	\$47,997.02	2,931	\$1,043.41	\$16.38
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	77	32	\$45,734.18	3,527	\$593.95	\$12.97
TRINTELLIX	ANTIDEPRESSANTS	B	3	N	64	26	\$41,545.04	2,980	\$649.14	\$13.94
DUPIXENT	DERMATOLOGICALS	B	2	Y	12	2	\$39,306.92	336	\$3,275.58	\$116.98
VUMERITY	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS - MISC.	B	2	Y	5	1	\$38,349.65	150	\$7,669.93	\$255.66
HUMALOG	ANTIDIABETICS	B	2	N	33	13	\$37,809.67	1,446	\$1,145.75	\$26.15
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	6	2	\$36,248.92	168	\$6,041.49	\$215.77
RYBELSUS	ANTIDIABETICS	B	2	N	23	9	\$32,883.60	1,230	\$1,429.72	\$26.73
ZEJULA	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	4	1	\$31,828.64	120	\$7,957.16	\$265.24
NUTROPIN AQ NUSPIN 10	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	3	Y	7	1	\$31,504.15	179	\$4,500.59	\$176.00

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: Tulare

### Top Drugs By Claim Count: Tulare

Based on Paid Date: 01/01/2021-06/30/2021

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	647	296	\$20,082.57	41,855	\$31.04	\$0.48
LISINAPRIL	ANTHYPERTENSIVES	G	1	N	521	244	\$9,677.13	33,494	\$18.57	\$0.29
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	514	221	\$13,053.01	33,296	\$25.39	\$0.39
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	424	203	\$16,817.46	7,607	\$39.66	\$2.21
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	357	157	\$6,238.97	22,457	\$17.48	\$0.28
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	357	179	\$8,191.72	20,766	\$22.95	\$0.39
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	337	172	\$6,692.13	21,648	\$19.86	\$0.31
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	337	175	\$8,425.75	18,350	\$25.00	\$0.46
LOSARTAN POTASSIUM	ANTHYPERTENSIVES	G	1	N	335	154	\$13,356.07	21,961	\$39.87	\$0.61
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	324	124	\$20,558.84	16,173	\$63.45	\$1.27
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	310	217	\$17,145.60	9,351	\$55.31	\$1.83
GABAPENTIN	ANTICONVULSANTS	G	1	N	285	141	\$9,387.36	11,959	\$32.94	\$0.78
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	272	130	\$3,255.58	16,946	\$11.97	\$0.19
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	272	237	\$5,477.45	4,532	\$20.14	\$1.21
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	269	123	\$13,321.12	18,092	\$49.52	\$0.74
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	238	116	\$5,591.81	12,741	\$23.50	\$0.44
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	237	99	\$5,447.21	12,262	\$22.98	\$0.44
ALPRAZOLAM	ANTIANSXIETY AGENTS	G	1	N	235	113	\$3,775.99	6,203	\$16.07	\$0.61
VITAMIN D	VITAMINS	G	1	N	234	127	\$2,303.66	12,357	\$9.84	\$0.19
ROSUVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	212	97	\$7,840.14	14,038	\$36.98	\$0.56
PREDNISONE	CORTICOSTEROIDS	G	1	N	208	147	\$2,046.42	3,783	\$9.84	\$0.54
PFIZER-BIONTECH COVID-19	VACCINES	B	2	N	192	133	\$0.00	192	\$0.00	\$0.00
SERTRALINE HCL	ANTIDEPRESSANTS	G	1	N	192	90	\$3,681.91	9,037	\$19.18	\$0.41
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	189	140	\$6,948.90	8,790	\$36.77	\$0.79
AMOXICILLIN	PENICILLINS	G	1	N	188	175	\$1,614.82	1,556	\$8.59	\$1.04

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Cost: Fresno

Top Drugs By Ingredient Cost: Fresno

Based on Paid Date: 01/01/2021-06/30/2021

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	237	67	\$281,374.71	9,426	\$1,187.24	\$29.85
HUMIRA PEN	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	28	7	\$219,438.23	784	\$7,837.08	\$279.90
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	3	Y	25	4	\$154,755.50	700	\$6,190.22	\$221.08
TREMFYA	DERMATOLOGICALS	B	2	Y	12	5	\$146,698.60	616	\$12,224.88	\$238.15
DUPIXENT	DERMATOLOGICALS	B	2	Y	43	11	\$140,731.42	1,190	\$3,272.82	\$118.26
LATUDA	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	2	N	72	20	\$130,355.47	2,580	\$1,810.49	\$50.53
JARDIANCE	ANTIDIABETICS	B	2	N	102	47	\$117,267.11	6,600	\$1,149.68	\$17.77
OZEMPIC	ANTIDIABETICS	B	2	N	90	39	\$115,823.60	4,272	\$1,286.93	\$27.11
JANUVIA	ANTIDIABETICS	B	2	N	102	52	\$106,620.13	6,634	\$1,045.30	\$16.07
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	15	5	\$98,403.00	420	\$6,560.20	\$234.29
GENOTROPIN	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	2	Y	14	2	\$95,993.48	407	\$6,856.68	\$235.86
FARXIGA	ANTIDIABETICS	B	2	N	90	40	\$95,757.87	5,532	\$1,063.98	\$17.31
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	6	1	\$92,784.48	180	\$15,464.08	\$515.47
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	117	48	\$71,471.48	6,035	\$610.87	\$11.84
VASCEPA	ANTIHYPERTENSIVES	B	2	N	88	62	\$63,236.05	5,760	\$718.59	\$10.98
BIKTARVY	ANTIVIRALS	B	2	Y	18	4	\$62,879.49	540	\$3,493.31	\$116.44
WIXELA INHUB	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	113	64	\$55,788.89	4,950	\$493.71	\$11.27
REXULTI	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	3	N	34	13	\$52,416.55	1,260	\$1,541.66	\$41.60
OTEZLA	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	13	4	\$50,879.09	390	\$3,913.78	\$130.46
ELIQUIS	ANTICOAGULANTS	B	2	N	68	30	\$49,666.19	2,998	\$730.39	\$16.57
INVOKANA	ANTIDIABETICS	B	2	N	48	19	\$48,670.47	2,760	\$1,013.97	\$17.63
BUDESONIDE/FORMOTEROL FUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	133	76	\$46,988.41	5,220	\$353.30	\$9.00
HUMALOG	ANTIDIABETICS	B	2	N	29	15	\$45,885.91	1,354	\$1,582.27	\$33.89
IMBRUVICA	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	3	1	\$43,614.96	84	\$14,538.32	\$519.23
AMBRISENTAN	CARDIOVASCULAR AGENTS - MISC.	G	1	Y	5	1	\$43,429.85	150	\$8,685.97	\$289.53

# Quarterly Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: Fresno

Top Drugs By Claim Count: Fresno  
Based on Paid Date: 01/01/2021-06/30/2021

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	ANTIHYPERTENSIVES	G	1	N	914	490	\$33,921.56	69,398	\$37.11	\$0.49
LISINAPRIL	ANTIHYPERTENSIVES	G	1	N	687	368	\$14,814.32	51,081	\$21.56	\$0.29
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	646	444	\$33,495.19	17,585	\$51.85	\$1.90
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	620	313	\$18,215.21	46,816	\$29.38	\$0.39
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	567	296	\$12,927.17	37,749	\$22.80	\$0.34
PFIZER-BIONTECH COVID-19	VACCINES	B	2	N	535	318	\$0.00	535	\$0.00	\$0.00
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	484	389	\$11,552.07	9,857	\$23.87	\$1.17
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	482	267	\$11,840.54	29,439	\$24.57	\$0.40
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	466	228	\$19,039.67	9,113	\$40.86	\$2.09
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	431	220	\$8,416.38	31,155	\$19.53	\$0.27
GABAPENTIN	ANTICONVULSANTS	G	1	N	372	181	\$14,734.80	15,785	\$39.61	\$0.93
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	363	146	\$32,388.11	20,569	\$89.22	\$1.57
LOSARTAN POTASSIUM	ANTIHYPERTENSIVES	G	1	N	338	183	\$14,840.71	25,342	\$43.91	\$0.59
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	338	172	\$19,483.45	25,386	\$57.64	\$0.77
VITAMIN D	VITAMINS	G	1	N	319	192	\$2,699.54	18,902	\$8.46	\$0.14
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	312	226	\$10,487.07	13,380	\$33.61	\$0.78
ROSUVASTATIN CALCIUM	ANTIHYPERTENSIVES	G	1	N	310	168	\$12,449.48	22,134	\$40.16	\$0.56
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	290	131	\$6,800.05	15,707	\$23.45	\$0.43
AMOXICILLIN	PENICILLINS	G	1	N	285	264	\$2,350.64	2,306	\$8.25	\$1.02
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	263	139	\$3,210.34	19,337	\$12.21	\$0.17
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	260	142	\$7,039.56	15,314	\$27.08	\$0.46
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	257	151	\$7,943.76	17,955	\$30.91	\$0.44
ALPRAZOLAM	ANTI-ANXIETY AGENTS	G	1	N	243	90	\$3,644.10	6,187	\$15.00	\$0.59
CYCLOBENZAPRINE HYDROCHLO	MUSCULOSKELETAL THERAPY AGENTS	G	1	N	237	166	\$3,653.90	5,577	\$15.42	\$0.66
TRULICITY	ANTIDIABETICS	B	2	N	237	67	\$281,374.71	9,426	\$1,187.24	\$29.85