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Keenan Pharmacy Services
San Joaquin Valley Insurance Authority
(SJVIA)
Consultants Report: Q2 2025

SJVIA- EmpiRx Health – Q2 2025 Highlights

- SJVIA's total plan cost increased by 19% in Q2 2025

	Q1 2025	Q2 2025	QoQ Change
SJVIA	\$8,191,247	\$9,784,845	19%
Tulare	\$3,505,469	\$4,053,063	16%
Fresno	\$4,685,776	\$5,731,782	22%

- While overall Script Count decreased there were significant count increases in all Brand Channels and Specialty

Category	SJVIA Q1 2025	SJVIA Q2 2025	QoQ Change	Tulare Q1 2025	Tulare Q2 2025	QoQ Change	Fresno Q1 2025	Fresno Q2 2025	QoQ Change
Retail Brand	4,074	4,363	289	1,762	1,927	165	2,312	2,436	124
Retail Generic	20,740	16,985	(3,755)	8,202	6,846	(1,356)	12,538	10,139	(2,399)
Retail 90 Brand	1,049	1,069	20	384	369	(15)	665	700	35
Retail 90 Generic	8,838	8,748	(90)	3,453	3,367	(86)	5,385	5,381	(4)
Mail Brand	85	104	19	36	58	22	49	46	(3)
Mail Generic	227	318	91	77	138	61	150	180	30
Specilaty	607	868	261	221	292	71	386	576	190
TOTAL	35,620	32,455	(3,165)	14,135	12,997	(1,138)	21,485	19,458	(2,027)

- Specialty claims plan cost increased in Q2 2025

Category	SJVIA Q1 2025	SJVIA Q2 2025	QoQ Change	Tulare Q1 2025	Tulare Q2 2025	QoQ Change	Fresno Q1 2025	Fresno Q2 2025	QoQ Change
Retail Brand	\$3,323,880	\$3,822,493	\$498,613	\$1,515,481	\$1,740,307	\$224,826	\$1,808,399	\$2,082,186	\$273,787
Retail Generic	\$654,613	\$572,586	(\$82,027)	\$258,208	\$230,366	(\$27,842)	\$396,404	\$342,220	(\$54,184)
Retail 90 Brand	\$1,240,063	\$1,370,500	\$130,437	\$452,297	\$452,961	\$664	\$787,765	\$917,539	\$129,774
Retail 90 Generic	\$529,693	\$525,346	(\$4,347)	\$216,035	\$208,647	(\$7,388)	\$313,658	\$316,699	\$3,041
Mail Brand	\$157,014	\$163,396	\$6,382	\$58,646	\$89,752	\$31,106	\$98,368	\$73,645	(\$24,723)
Mail Generic	\$19,874	\$27,738	\$7,864	\$5,541	\$12,777	\$7,236	\$14,332	\$14,961	\$629
Specilaty	\$2,266,110	\$3,302,785	\$1,036,675	\$999,261	\$1,318,253	\$318,992	\$1,266,850	\$1,984,533	\$717,683



SJVIA- EmpiRx Health – Q2 2025 Highlights

- Enrollment Changes

	Mar-24	Jun-24	QoQ Change
SJVIA	13,604	13,583	(21)
Tulare	4,791	4,752	(39)
Fresno	8,813	8,831	18

- Patient Saver Plus Program Savings *(formerly known as Variable Copay Assistance (VCAP) aka bWell)*

	May 2024 - April 2025
SJVIA	\$648,354
Tulare	\$286,778
Fresno	\$361,576

- Rebates

Q1 - 2025	\$1,755,770
Q2 - 2025	Due by October 8, 2025
Q3 - 2025	Due by January 8, 2026
Q4 - 2025	Due by April 10, 2026

- Estimated Clinical Savings: Annual Guarantee is \$1,800,000

Q1 - 2025	\$1,051,335
Q2 - 2025	Due by October 8, 2025
Q3 - 2025	Due by January 8, 2026
Q4 - 2025	Due by April 10, 2026



Top Clinical Cost Drivers by Drug Q1 – Q2 2025

Top Drugs by Ingredient Cost
Based on Paid Date: 01/01/2025-06/30/2025

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Total Claim Count	Total Utilizers	Total Ingredient Cost
WEGOVY	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	B	3	N	1,406	357	\$1,990,153.97
OZEMPIC	ANTIDIABETICS	B	2	N	1,356	502	\$1,738,555.23
MOUNJARO	ANTIDIABETICS	B	2	N	1,045	271	\$1,358,875.95
ZEPBOUND	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	B	3	N	1,158	339	\$1,358,769.57
DUPIXENT	DERMATOLOGICALS	B	2	Y	160	35	\$675,962.15
JARDIANCE	ANTIDIABETICS	B	2	N	279	148	\$409,594.70
TREMFYA	DERMATOLOGICALS	B	2	Y	23	14	\$340,313.69
RINVOQ	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	45	10	\$333,829.18
HUMIRA (2 PEN)	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	44	11	\$331,870.38
EMPAVELI	HEMATOLOGICAL AGENTS - MISC.	B	2	Y	7	1	\$284,079.04
SKYRIZI PEN	DERMATOLOGICALS	B	2	Y	12	8	\$273,973.92
BIKTARVY	ANTIVIRALS	B	2	Y	55	11	\$237,433.81
JYNARQUE	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	3	Y	10	2	\$225,200.60
STELARA	DERMATOLOGICALS	B	2	Y	8	4	\$208,141.46
ELIQUIS	ANTICOAGULANTS	B	2	N	170	77	\$198,457.51
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	3	Y	13	2	\$183,951.17
RYBELSUS	ANTIDIABETICS	B	2	N	108	38	\$182,055.40
FARXIGA	ANTIDIABETICS	B	2	N	117	72	\$173,912.78
TRULICITY	ANTIDIABETICS	B	2	N	114	36	\$170,835.34
TRELEGY ELLIPTA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	B	2	N	153	62	\$133,478.43
NURTEC	MIGRAINE PRODUCTS	B	2	N	78	29	\$127,106.26
KESIMPTA	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS - MISC.	B	2	Y	13	2	\$123,942.13



Pharmacy in the News

- On May 12, Trump issued an executive order titled "Delivering Most-Favored-Nation Prescription Drug Pricing to American Patients"
 - Calling on manufacturers to provide MFN prices to every single Medicaid patient.
 - Requiring manufacturers to stipulate that they will not offer other developed nations better prices for new drugs than prices offered in the United States.
 - Providing manufacturers with an avenue to cut out middlemen and sell medicines directly to patients, provided they do so at a price no higher than the best price available in developed nations.
 - Using trade policy to support manufacturers in raising prices internationally provided that increased revenues abroad are reinvested directly into lowering prices for American patients and taxpayers.
- On July 31, Trump sent direct letters to major pharmaceutical companies to compel them to lower prices in the US to match the lowest rates offered in other developed nations
 - Letters were sent to AbbVie, Amgen, AstraZeneca, Boehringer Ingelheim, Bristol Myers Squibb, Eli Lilly, EMD Serono, Genentech, Gilead, GSK, Johnson & Johnson, Merck, Novartis, Novo Nordisk, Pfizer, Regeneron, and Sanofi
- Given the potential impact of MFN pricing on the role of Pharmacy Benefit Managers (PBMs), KPS and our PBM partners are actively evaluating the implications of this policy. This will be an item that KPS is watching closely and will provide more information as it becomes available.

