

MAGELLAN RX MANAGEMENT
MEDICAL PHARMACY
TREND REPORT™

2020 ELEVENTH EDITION

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INTRODUCTION

Magellan Rx Management is pleased to present the 11th edition of our Medical Pharmacy Trend Report™, the only detailed source analyzing medical benefit drug claims and primary data for trends, benchmarking, and current medical benefit drug management.

Throughout 11 years of reporting on the medical benefit, costs and PMPM trends have continued to grow. Since 2009, commercial PMPM has nearly doubled, while the cost of the top commercial drug, Remicade, has grown two and a half times.

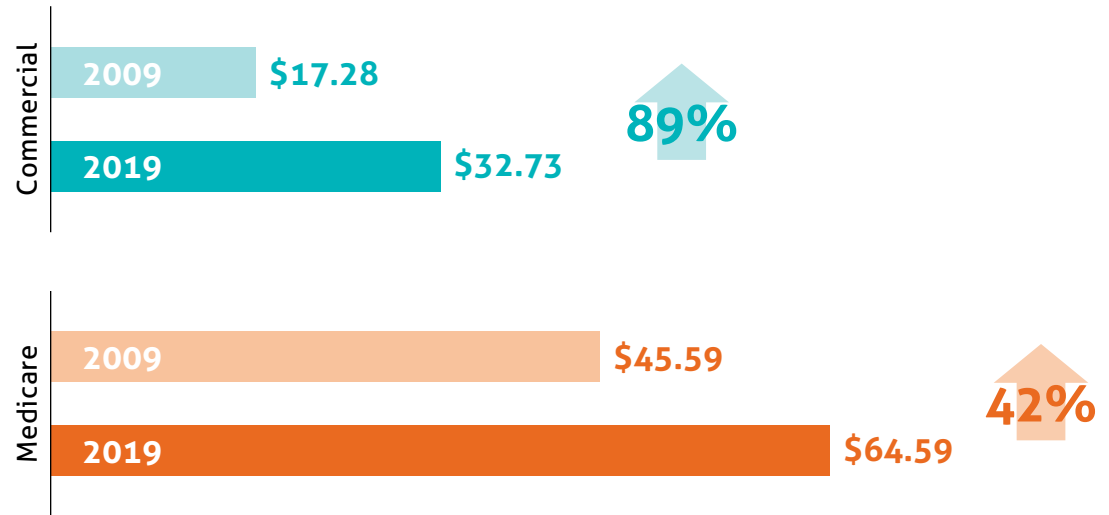
Growth of provider-administered drugs on the medical benefit is not slowing, as highlighted by the approval of a dozen biological drugs in 2019 and a robust oncology pipeline. These trends continue to be a challenge for all stakeholders involved in the care of patients with complex specialty conditions, making it vital for them to stay current and informed on medical benefit trends and forward-thinking solutions for managing provider-administered drugs.

As we celebrate 11 years of insights from the Medical Pharmacy Trend Report, we know you will glean valuable insights into the dynamic medical benefit. This report is one of the ways Magellan Rx keeps you updated on the latest trends for drugs on the medical benefit and continues to be a trusted partner for all of your pharmacy needs.

You can download the full report at www.magellanrx.com/trendreport.

A Decade of Trends

PMPM Growth



Top Commercial Trends

Top Category: Oncology PMPM



Top Drug: Remicade PMPM



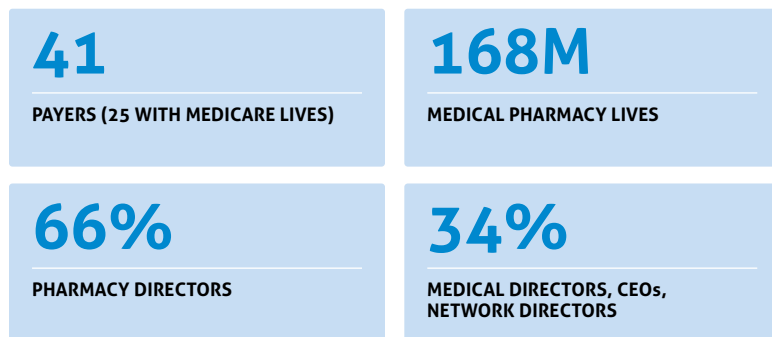
2020 REPORT METHODOLOGY AND DEMOGRAPHICS

The methodology for the 11th edition of the Magellan Rx Management Medical Pharmacy Trend Report™ was developed with original guidance from our payer advisory board, as well as reader feedback on our previous trend reports.

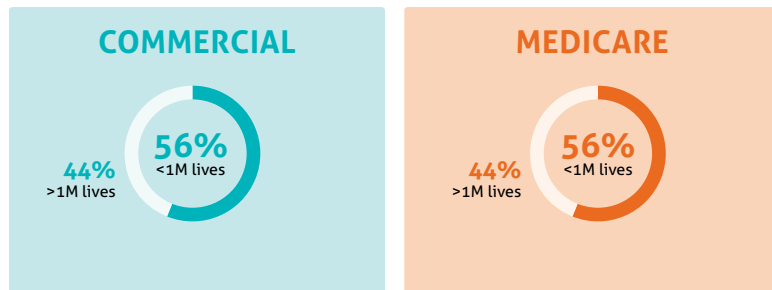
This report includes a combination of primary and secondary research methodologies to deliver a comprehensive view of payer perceptions and health plan actions related to provider-administered infused or injected drugs paid under the medical benefit, also referred to as medical benefit drugs. These medical benefit drugs are commonly used to treat diseases like cancer, autoimmune disorders, immunodeficiencies, and rare diseases.

Payer Survey^s

RESPONDENT SAMPLE



RESPONDENT PLAN SIZE



^sMedicaid not included in Payer Survey

Health Plan Claims Data

Medical benefit drug utilization and trend data were collected through secondary analyses of commercial, Medicare, and Medicaid health plan medical paid claims data for the most recent calendar years. Claims data were analyzed for medical pharmacy utilization across 988 HCPCS codes and several outpatient sites of service. Year over year, shifts in claims data information have occurred due to adjustments. Vaccines and radiopharmaceuticals were excluded from the analyses. Administration codes were analyzed separately in a single analysis; their utilization was not included in any other analysis. Most analyses compared calendar years 2018 and 2019. In some cases, the past five years were analyzed to show a longer period of year-over-year spend and trend.

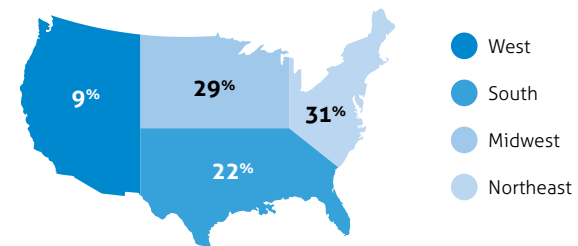
FIGURE 1: MEDICAL BENEFIT DRUG EXAMPLES FOR THERAPEUTIC CLASSES IN PAYER SURVEY

Drug Category	Example Drugs [#]
Antihemophilic Factors	Advate, Xyntha, Recombinate
Asthma	Nucala, Xolair, Cinqair, Fasenna
Biologic Drugs for Autoimmune Disorders	Remicade, Orenzia, Cimzia, Actemra, Simponi ARIA, Stelara, Entyvio
Botulinum Toxins	Botox, Dysport, Myobloc, Xeomin
Immune Globulin	IV: Gamunex, Gammagard; Subcutaneous (SQ): Hizentra, HyQvia
Multiple Sclerosis (Infusion Only)	Tysabri, Lemtrada, Ocrevus
Oncology	Avastin, Cyramza, Vectibix, Erbitux, Herceptin, Rituxan
Oncology Immunotherapy	Opdivo, Keytruda, Tecentriq, Imfinzi, Bavencio
Oncology Support	CSFs, ESAs, antiemetics, folic acid, octreotide/Sandostatin/LAR
Ophthalmic Injections	Lucentis, Eylea, Macugen, bevacizumab
Viscosupplementation	Orthovisc, Synvisc, Supartz, Hyalgan, Euflexxa, Gel-One, Monovisc

[#]Not an inclusive list

FIGURE 2: REGIONAL PLANS: GEOGRAPHIC DISPERSION OF LIVES

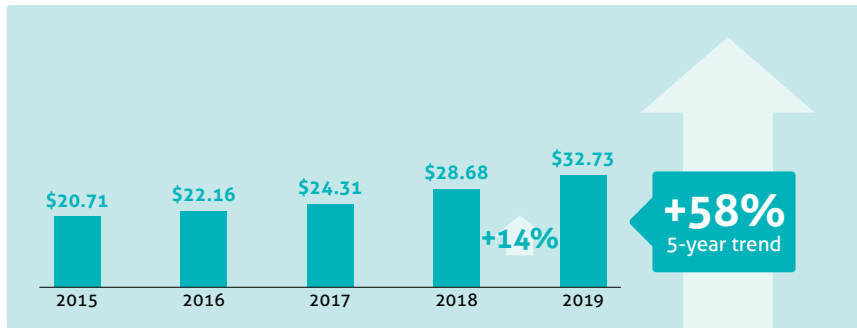
(n=41; 167.8 million covered lives) Multiple regions=10%



EXECUTIVE SUMMARY

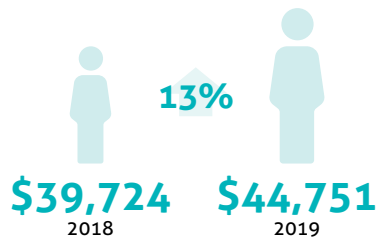
COMMERCIAL

PMPM TREND 2015-2019



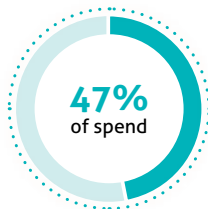
ANNUAL COST PER PATIENT

Top 10 Drugs

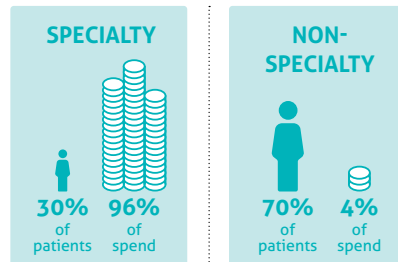


2019 CATEGORY TRENDS

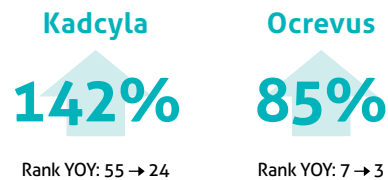
Oncology and oncology support accounted for:



2019 DRUG SPEND

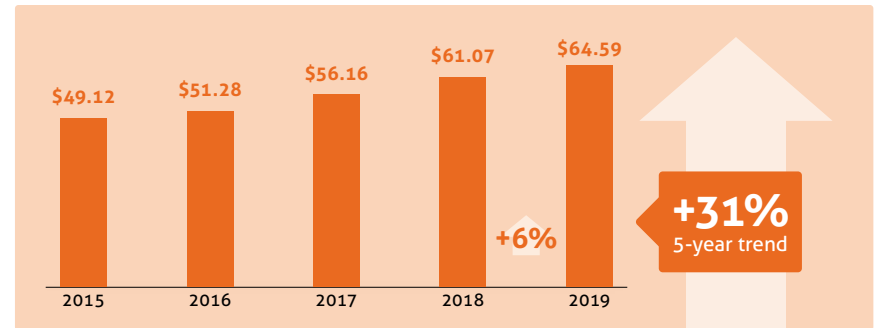


2019 TOP DRUG TRENDS



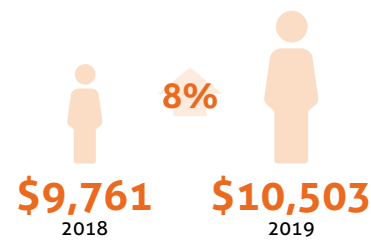
MEDICARE

PMPM TREND 2015-2019



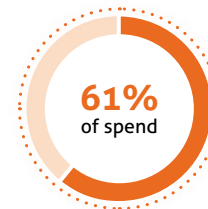
ANNUAL COST PER PATIENT

Top 10 Drugs

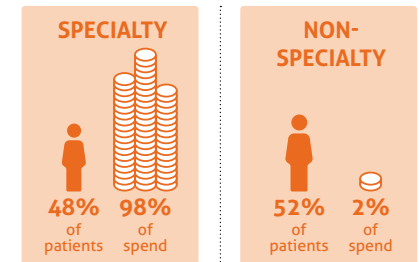


2019 CATEGORY TRENDS

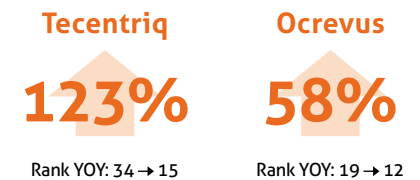
Oncology and oncology support accounted for:



2019 DRUG SPEND

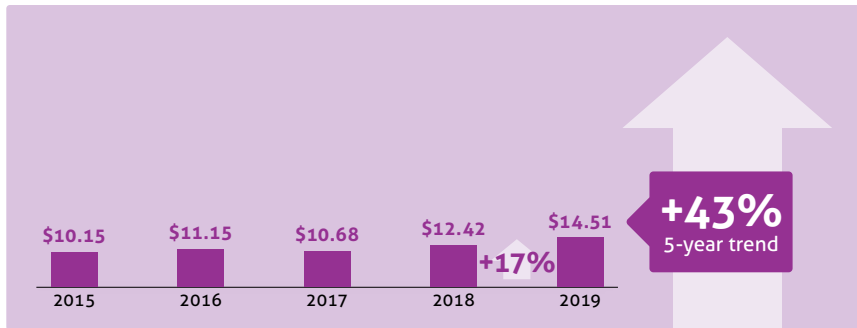


2019 TOP DRUG TRENDS



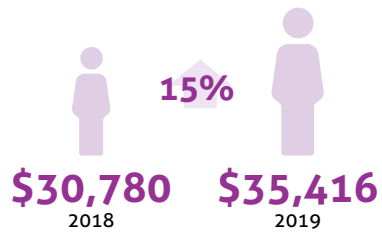
MEDICAID

PMPM TREND 2015-2019



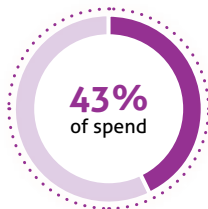
ANNUAL COST PER PATIENT

Top 10 Drugs

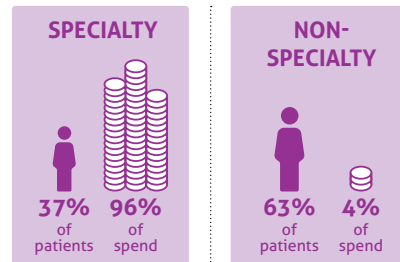


2019 CATEGORY TRENDS

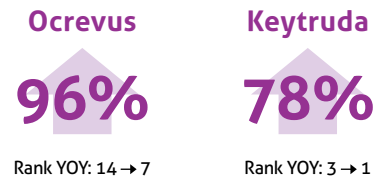
Oncology and oncology support accounted for:



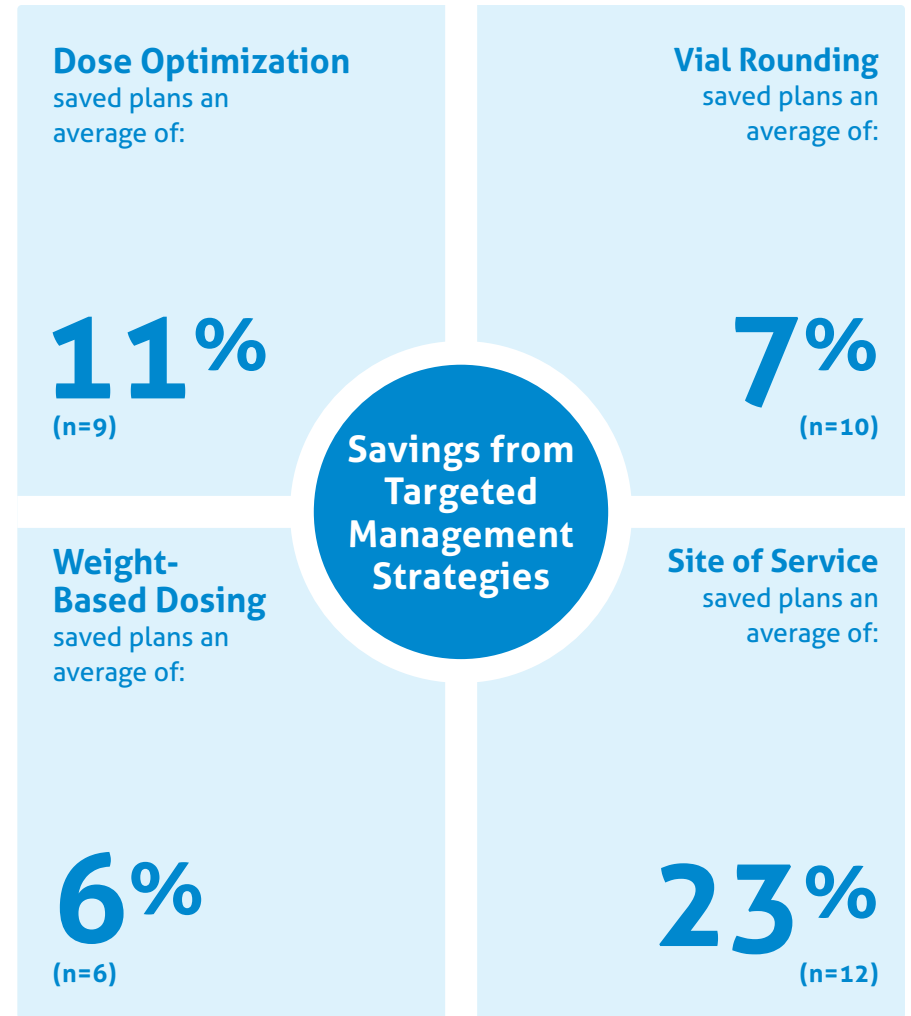
2019 DRUG SPEND



2019 TOP DRUG TRENDS



MANAGEMENT TRENDS[†]



[†]Savings self-reported by payers on the 2020 MRx Trend Report Payer Survey.

MEDICAL PHARMACY BENEFIT OVERVIEW

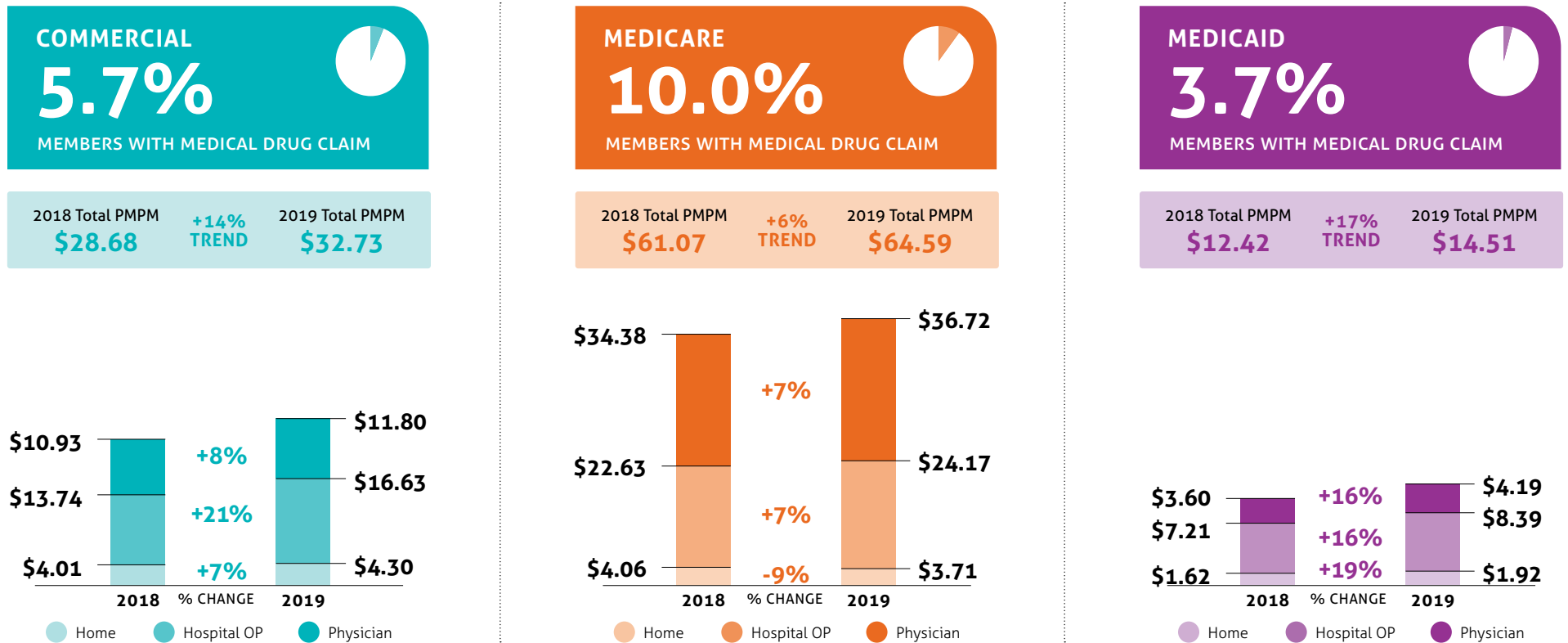
Claim Volume

Medicare remains the highest-volume line of business in a high-cost market. Higher volume and greater utilization of high-cost drugs in Medicare leads to PMPM spend that is double that of commercial and three times higher in the physician office.

Allowed Amount PMPM

The commercial year over year trend of 14% was shaped by hospital outpatient spend, accounting for 51% of commercial PMPM. It is also the highest-spend site of service in Medicaid, accounting for 58% of spend and contributing to the 17% PMPM trend. Conversely, Medicare maintains a single-digit trend of 6%, and 57% of spend resides in the physician office.

FIGURE 3: MEDICAL PHARMACY CLAIM VOLUME AND ALLOWED AMOUNT PMPM 2018-2019



Due to rounding, totals may not add up accurately.

MEDICAL PHARMACY TREND DRIVERS

Category Trends

The top 10 categories accounted for three-quarters or more of spend in each line of business and include oncology, oncology support, BDAIDs, and MS.

Drug Trends

The top 10 drugs accounted for between one-third and half of medical drug spend across all lines of business. Utilization of the top 10 drugs is 10 times higher in Medicare, while cost per patient is 3 to 4 times higher in commercial and Medicaid, representing larger use of higher-cost drugs as opposed to Medicare, which is volume-driven.

FIGURE 4: TOP 10 DISEASE STATES OR DRUG CATEGORIES

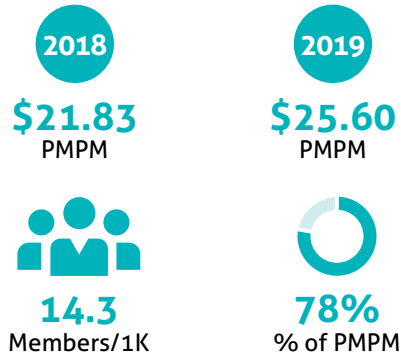


FIGURE 6: TOP 10 DISEASE STATES OR DRUG CATEGORIES

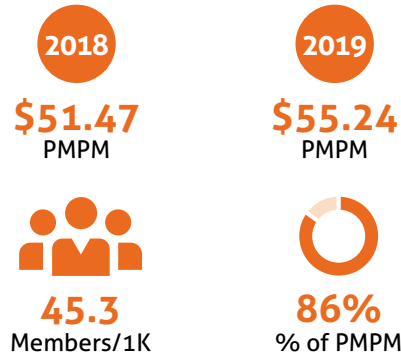


FIGURE 8: TOP 10 DISEASE STATES OR DRUG CATEGORIES

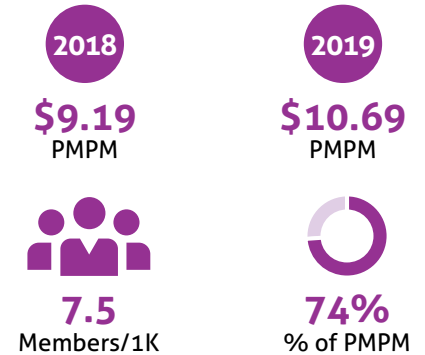


FIGURE 5: 2019 TOP 10 MEDICAL PHARMACY DRUGS

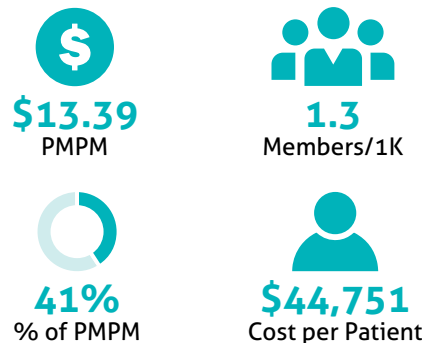


FIGURE 7: 2019 TOP 10 MEDICAL PHARMACY DRUGS

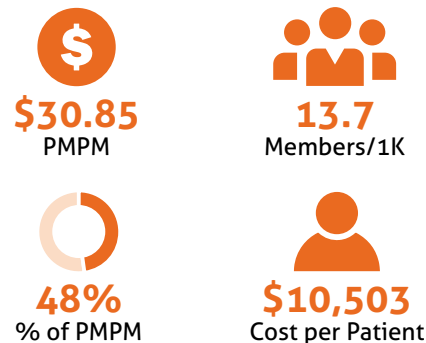
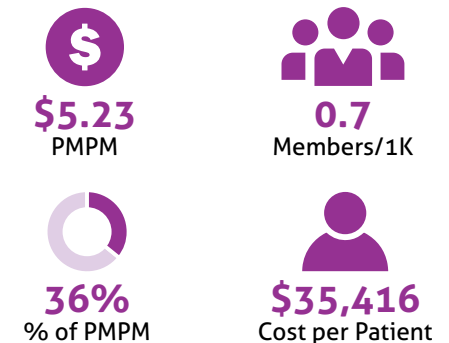


FIGURE 9: 2019 TOP 10 MEDICAL PHARMACY DRUGS



MEDICAL PHARMACY TRENDS

COMMERCIAL

Oncology and oncology support accounted for 47%, or \$15.26, of allowed amount PMPM. In total, BDAIDs were the second-highest-spend category, accounting for 14% of PMPM, or \$4.70. Oncology continued to have the highest spend; however, trend was highest in the MS category, with an 85% increase in Ocrevus PMPM.

A new top five: After a decade of Remicade, Neulasta, Rituxan, Herceptin, and Avastin being the top five drugs, Avastin has been replaced by Ocrevus (No. 3) and surpassed by Keytruda (No. 6).

Highest-cost drugs: Kanuma, Exondys, and Vimizim represented the highest-cost drugs based on annual cost per patient, all exceeding a staggering \$1 million per patient. Although the drug lists for highest-cost drugs were similar between commercial and Medicare, average PPPY for commercial was more than double that of Medicare, due to higher use of hospital outpatient centers and smaller volume of Medicare patients with rare diseases or conditions (see figure 70).

HIGHEST-COST DRUGS

The 10 most expensive medical benefit drugs (see figure 70):

\$720,297 Average Per Patient Per Year (PPPY)
\$0.42 Total PMPM

FIGURE 10: UNCLASSIFIED CODE AND SELECTED DRUGS BY ALLOWED AMOUNT PMPM

J3490	Gattex, Radicava	\$0.13
J3590	Dupixent, Fasenra, Ultomiris	\$0.07
C9399	Polivy, Ultomiris, Zolgensma, Zulresso	\$0.03
J9999	Elzonris, Kanjinti, Libtayo, Poteligeo	\$0.01
	Total	\$0.24

Due to rounding, totals may not add up accurately.

FIGURE 11: TOP 10 COMMERCIAL DISEASE STATES OR DRUG CATEGORIES BY PMPM SPEND 2018-2019

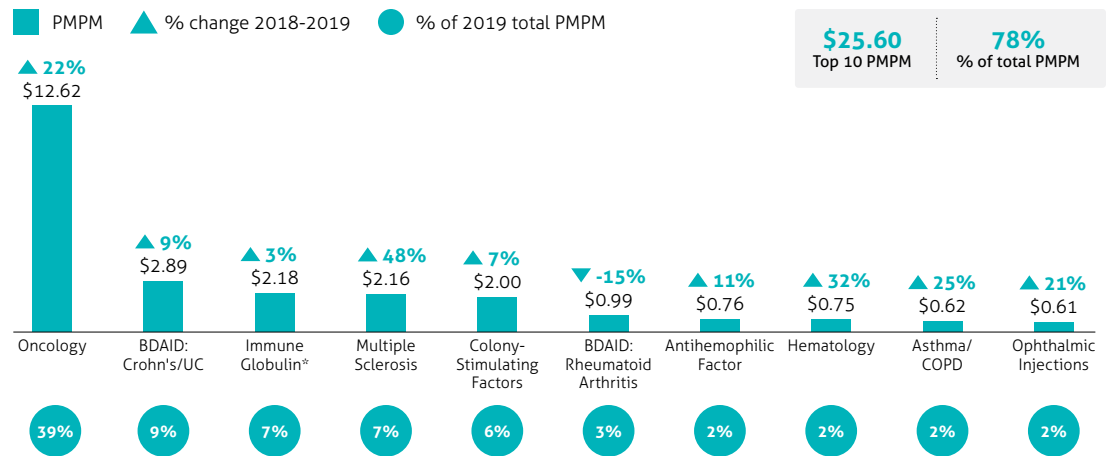
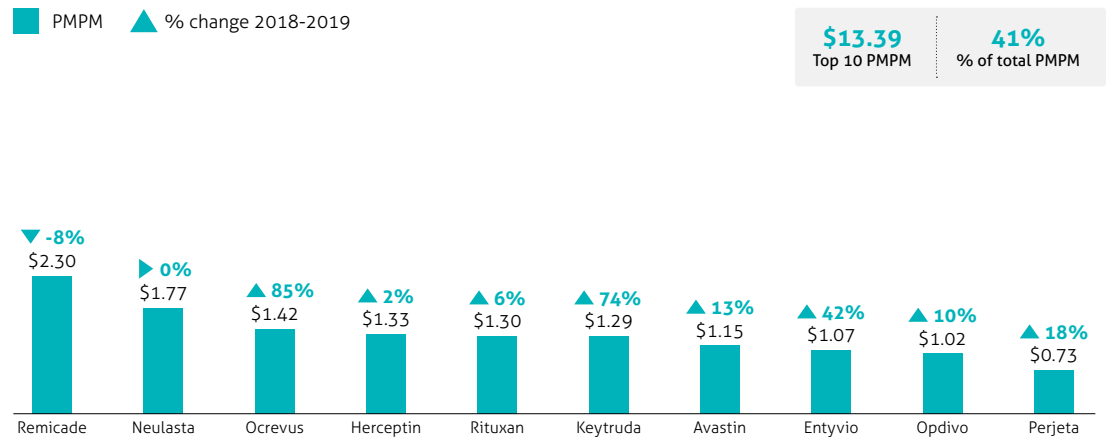


FIGURE 12: TOP 10 COMMERCIAL MEDICAL BENEFIT DRUGS BY SPEND



*Immune globulin includes IV and SQ.

MEDICAL PHARMACY TRENDS

MEDICARE

Oncology and oncology support accounted for 61%, or \$39.15, of allowed amount PMPM. The decrease in CSFs in Medicare and Medicaid could potentially be attributed to a decrease in the use of cytotoxic chemotherapy. This shift of less use of cytotoxic agents also drove increased oncology costs as use of immunotherapy and monoclonal antibody (MoAb) increased.

Unique to Medicare, ophthalmic injections spend is the second-highest therapeutic category, accounting for 12%, or \$7.49, of allowed amount PMPM. Even so, Eylea and Lucentis experienced a relatively flat trend, with utilization and costs increasing at proportionate rates.

Rheumatoid arthritis agents under the BDAID category saw a 15% and 36% decrease in commercial and Medicare, respectively, indicating that the biosimilar products for Remicade made an impact in 2019.

Highest-cost drugs: Spinraza, likely due to dual eligibles, and Lumizyme represent the highest-cost drugs per patient in Medicare (see figure 71).

HIGHEST-COST DRUGS
The 10 most expensive medical benefit drugs (see figure 71):

\$341,341	\$2.10
Average PPPY	Total PMPM

FIGURE 13: UNCLASSIFIED CODE AND SELECTED DRUGS BY ALLOWED AMOUNT PMPM

J3490	Onpatro, Radicava	\$0.18
J9999	Belrapzo, Kanjinti, Libtayo, Poteligeo	\$0.06
C9399	Aliqopa, Polivy, Ultomiris	\$0.01
	Total	\$0.25

Due to rounding, totals may not add up accurately.

FIGURE 14: TOP 10 MEDICARE DISEASE STATES OR DRUG CATEGORIES BY PMPM SPEND 2018-2019

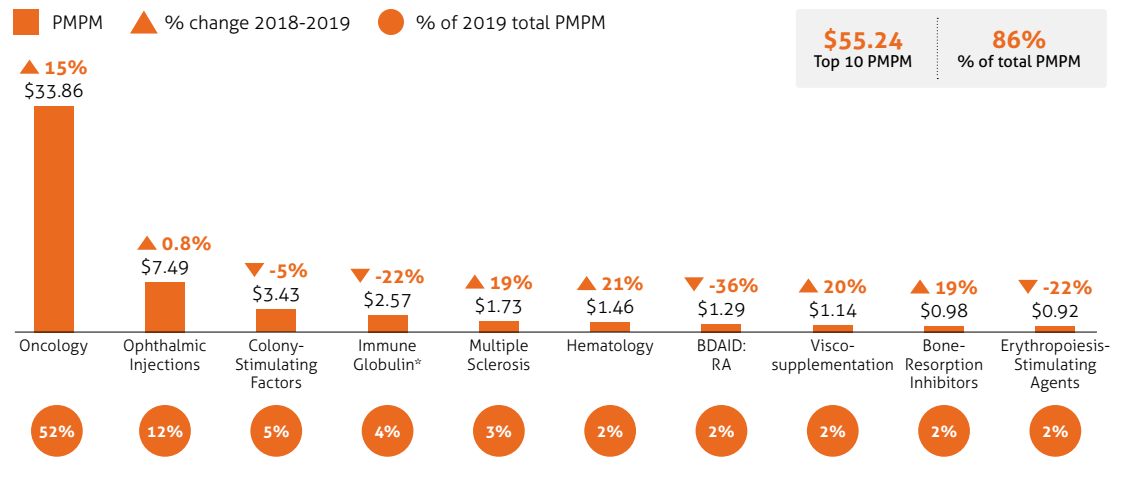
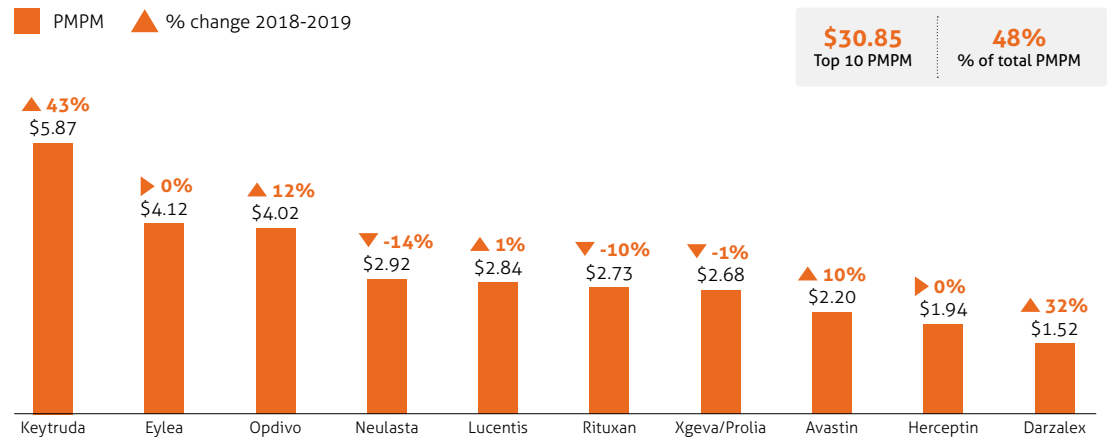


FIGURE 15: TOP 10 MEDICARE MEDICAL BENEFIT DRUGS BY SPEND



*Immune globulin includes IV and SQ.

MEDICAL PHARMACY TRENDS

MEDICAID

Oncology and oncology support accounted for 43%, or \$6.23, of allowed amount PMPM. Oncology spend is more than six times that of the next-highest category in Medicaid.

CNS drugs: Rare disease central nervous system (CNS) drugs such as Spinraza and Exondys contributed to the second-highest category, with trend of both drugs and the category at or near 50%.

Unclassified codes would rank 19th as a total drug category for Medicaid.

HIGHEST-COST DRUGS

The 10 most expensive medical benefit drugs (see figure 72):

\$380,338
Average PPPY

\$1.59
Total PMPM

FIGURE 16: UNCLASSIFIED CODE AND SELECTED DRUGS BY ALLOWED AMOUNT PMPM

J3590	Cuvitru, Benlysta (SC), Revcovi, Zolgensma	\$0.14
C9399	Polivy, Ultomiris	\$0.01
J9999	Imfinzi, Libtayo, Lumoxiti, Polivy	\$0.01
	Total	\$0.16

Due to rounding, totals may not add up accurately.

FIGURE 17: TOP 10 MEDICAID DISEASE STATES OR DRUG CATEGORIES BY PMPM SPEND 2018-2019

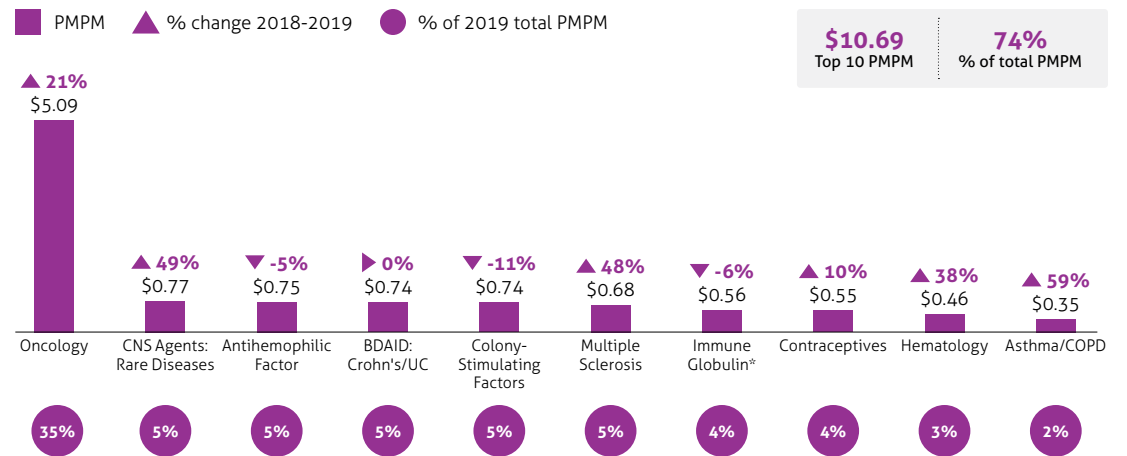
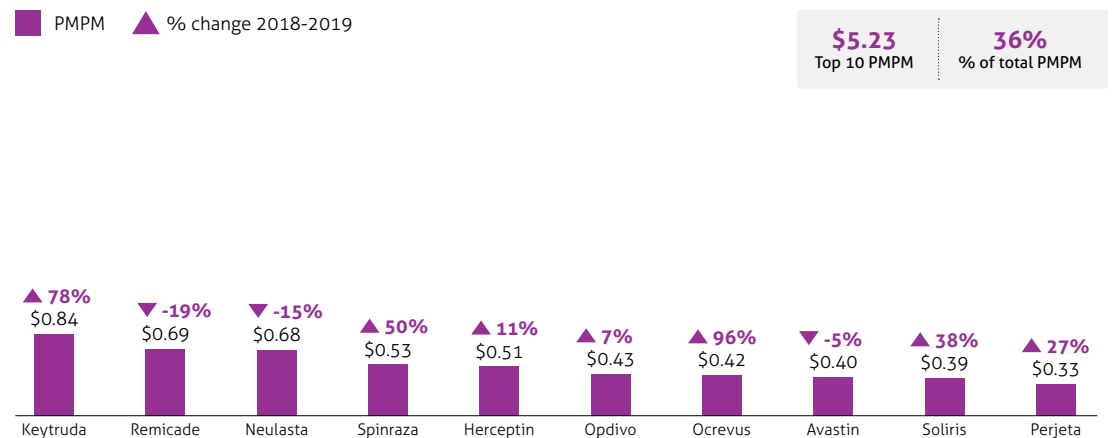


FIGURE 18: TOP 10 MEDICAID MEDICAL BENEFIT DRUGS BY SPEND



*Immune globulin includes IV and SQ.

MEDICAL PHARMACY TRENDS

Administrative Code Reimbursement

The impact of spend for the administration of medical benefit drugs was highly dependent on the site of service (SOS). Administration of chemotherapy treatment was two to three times more costly in the hospital outpatient setting compared to administration in the physician office across all lines of business, while coming in as fifth highest spend for Medicaid and top spend for commercial and Medicare.

In Medicare, administration of intravitreal injections, or the administration of ophthalmic agents, closely follows chemotherapy treatment, as ophthalmic injections were a high-volume category for Medicare members.

Medicaid's highest-spend administrative code, immunization administration, had little to no spend in the hospital, indicating that almost all administration was in the physician office.

FIGURE 19: 2019 TOP ADMINISTRATIVE CODES BY PMPM FOR HOSPITAL OUTPATIENT AND PHYSICIAN OFFICE

COMMERCIAL

CPT® Code & Description	Physician	Hospital	Total PMPM
96413 Chemotherapy administration, intravenous infusion technique; up to one hour, single or initial substance/drug	\$0.26	\$0.61	\$0.87
96372 Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); subcutaneous or intramuscular	\$0.35	\$0.11	\$0.46
90460 Immunization administration through 18 years of age via any route of administration, with counseling by physician or other qualified healthcare professional	\$0.37	\$0.00	\$0.37
96365 Intravenous infusion for therapy, prophylaxis, or diagnosis (specify substance or drug); initial, up to one hour	\$0.08	\$0.27	\$0.35
96375 Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); each additional sequential intravenous push of a new substance/drug	\$0.03	\$0.30	\$0.33

MEDICARE

CPT® Code & Description	Physician	Hospital	Total PMPM
96413 Chemotherapy administration, intravenous infusion technique; up to one hour, single or initial substance/drug	\$0.56	\$1.11	\$1.67
67028 Intravitreal injection of a pharmacologic agent (separate procedure)	\$0.86	\$0.05	\$0.91
96365 Intravenous infusion for therapy, prophylaxis, or diagnosis (specify substance or drug); initial, up to one hour	\$0.16	\$0.57	\$0.73
20610 Aspiration (removal of fluid) from, or injection into, a major joint (defined as a shoulder, hip, knee, or subacromial bursa), or both aspiration and injection of the same joint	\$0.64	\$0.05	\$0.69
96372 Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); subcutaneous or intramuscular	\$0.39	\$0.15	\$0.54

MEDICAID

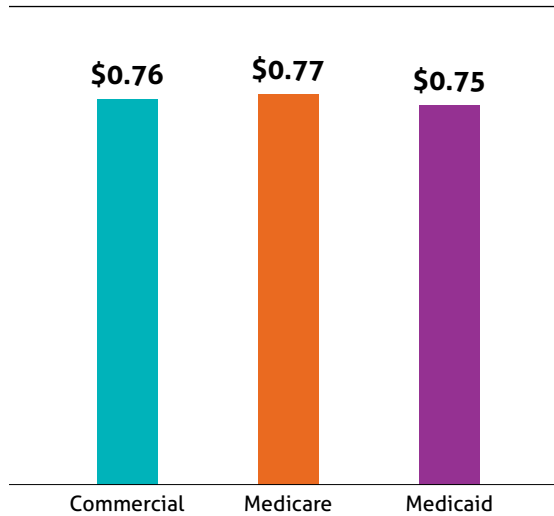
CPT® Code & Description	Physician	Hospital	Total PMPM
90460 Immunization administration through 18 years of age via any route of administration, with counseling by physician or other qualified healthcare professional	\$0.65	\$0.00	\$0.65
96372 Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); subcutaneous or intramuscular	\$0.10	\$0.04	\$0.14
96361 Intravenous infusion, hydration; each additional hour	\$0.00	\$0.12	\$0.12
90461 Immunization administration each additional component	\$0.12	\$0.00	\$0.12
96413 Chemotherapy administration, intravenous infusion technique; up to one hour, single or initial substance/drug	\$0.03	\$0.08	\$0.11

MEDICAL BENEFIT CATEGORIES

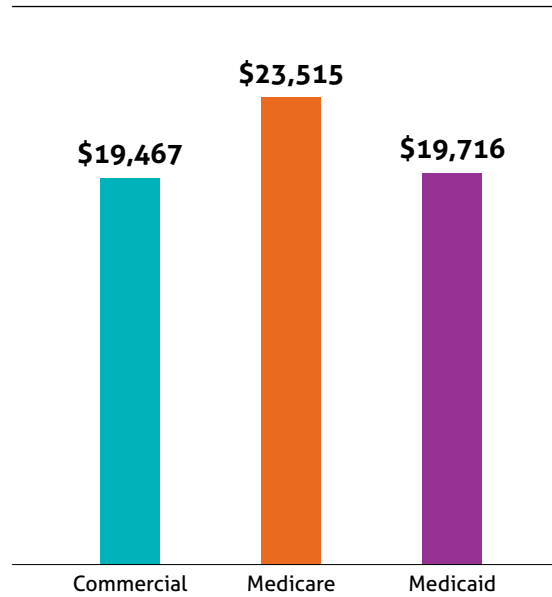
Antihemophilic Agents

Antihemophilic factor products have a strong pipeline due to the emergence of gene therapy, where several agents under development are anticipated to be one-time treatment options. These new agents will increase spend for products but decrease overall medical cost of care through reduction of hospitalizations and individual bleed events. However, duration of response will remain to be seen with completion of trials and once marketed. Long-acting hemophilia agents Hemlibra, Eloctate, and Adynovate impacted the category, accounting for 39% of PMPM spend in commercial, 46% in Medicare, and 60% in Medicaid (see appendix figures 73, 74, and 75).

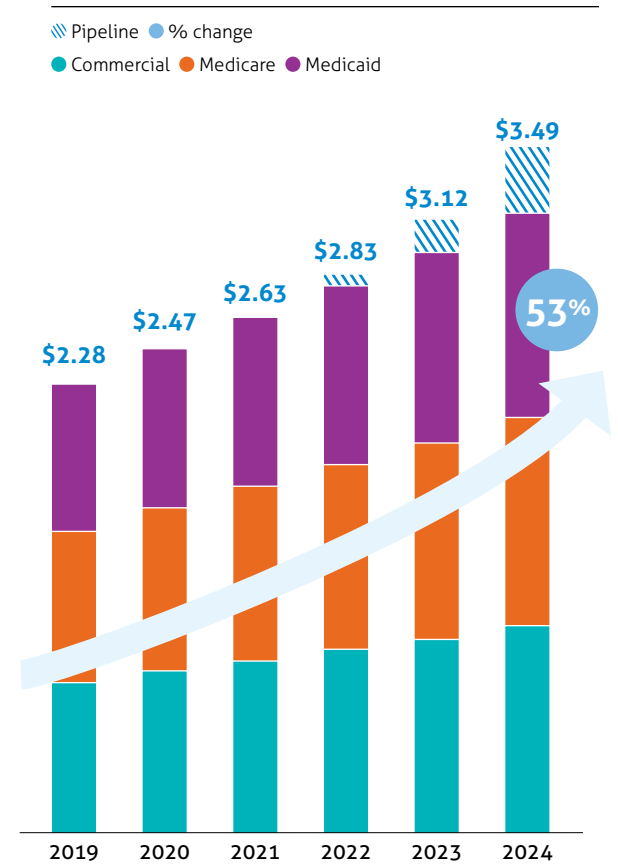
2019 CATEGORY PMPM



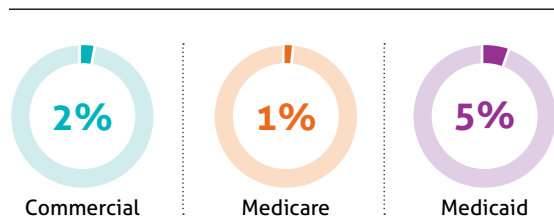
2019 AVERAGE COST PER CLAIM



FORECAST



2019 % OF MEDICAL DRUG SPEND

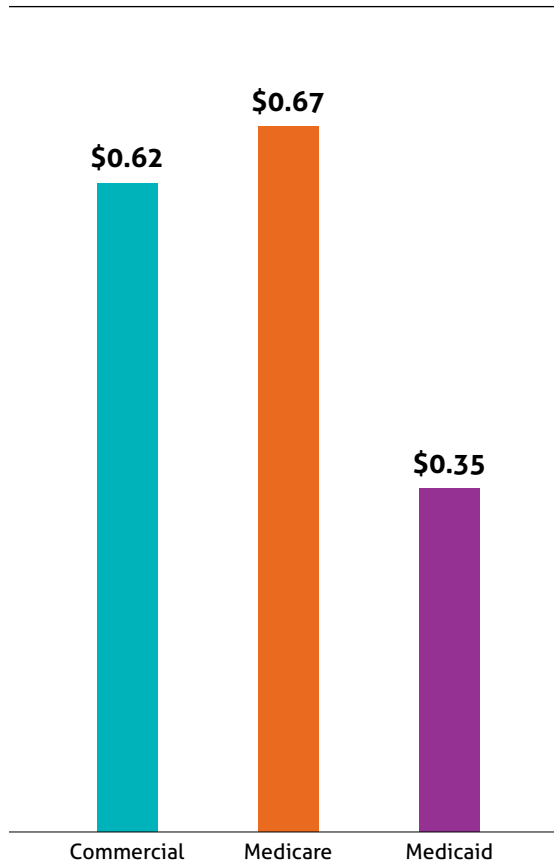


MEDICAL BENEFIT CATEGORIES

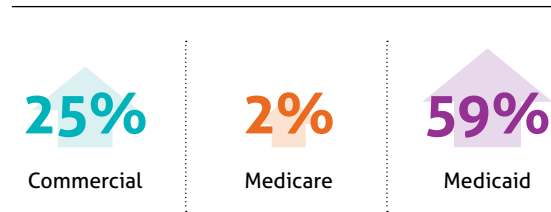
Asthma/COPD

Asthma/COPD had some of the highest trends among the top categories. Nucala and Fasentra gained significant market share against Cinqair. Nucala accounted for 14% to 17% of market share, and Fasentra accounted for 7% to 8% of market share across all lines of business. Xolair saw a decrease of seven percentage points in commercial market share due to the growth of these other agents (see appendix figure 76).

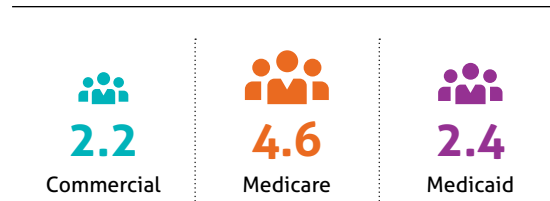
2019 CATEGORY PMPM



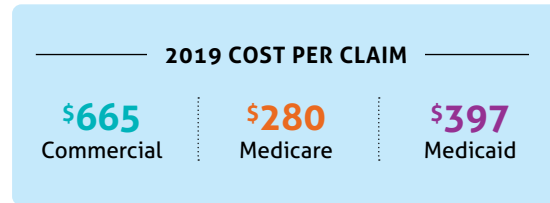
2018-2019 CATEGORY PMPM TREND



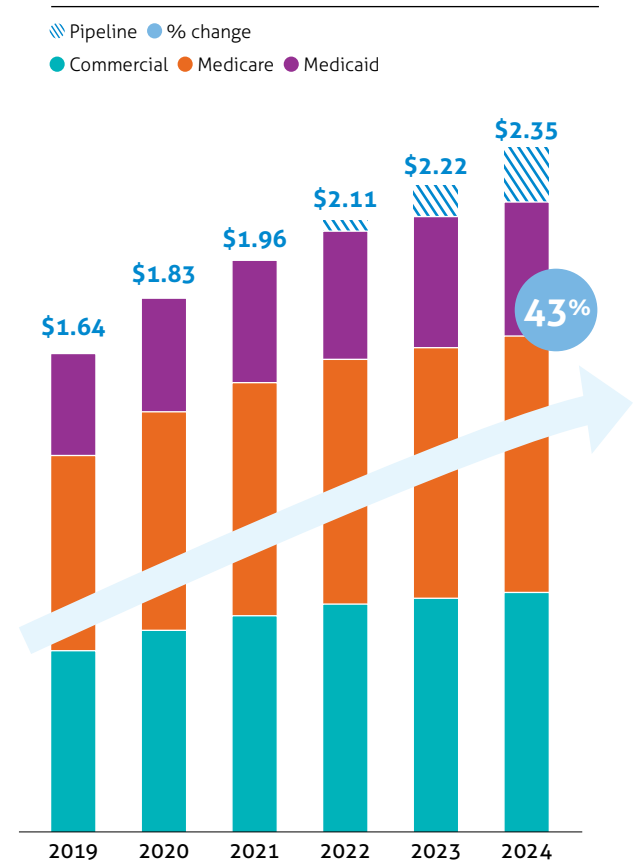
2019 MEMBERS PER 1,000



2019 COST PER CLAIM



FORECAST



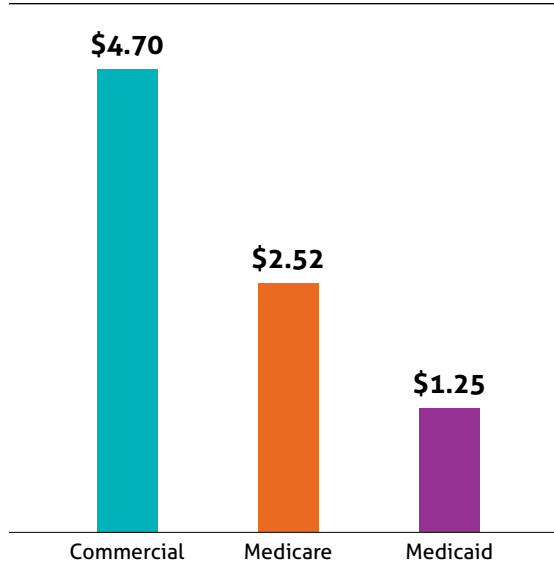
MEDICAL BENEFIT CATEGORIES

Biologic Drugs for Autoimmune Disorders (BDAIDs)

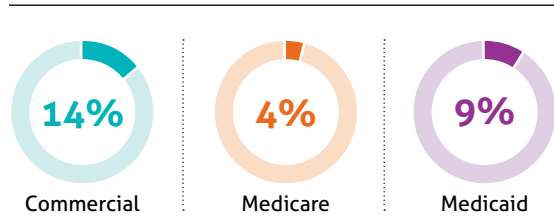
BDAIDs include the indications Ankylosing Spondylitis, Crohn's Disease/Ulcerative Colitis, Psoriasis/Psoriatic Arthritis, Rare Autoinflammatory Conditions, Rheumatoid Arthritis (RA), and Systemic Lupus Erythematosus.

In 2019, the two biosimilars Renflexis and Inflectra gained utilization and market share under the RA indication, particularly in commercial and Medicaid, doubling or tripling market share from 2018. Renflexis annual cost per patient was the lowest across all lines of business and represented the lowest market share for commercial and Medicare, but had 13% market share in Medicare (see appendix figures 79, 80, and 81). The continued effect of these biosimilars is additionally illustrated in the total category trend, which was flat in commercial and negative in Medicare and Medicaid, as well as in the total category forecast for 2022 to 2024.

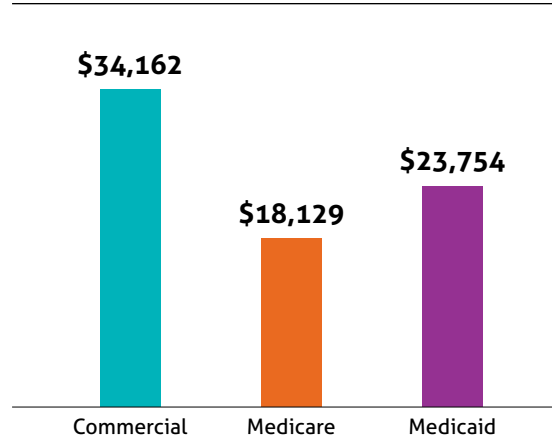
2019 CATEGORY PMPM



2019 % OF MEDICAL DRUG SPEND



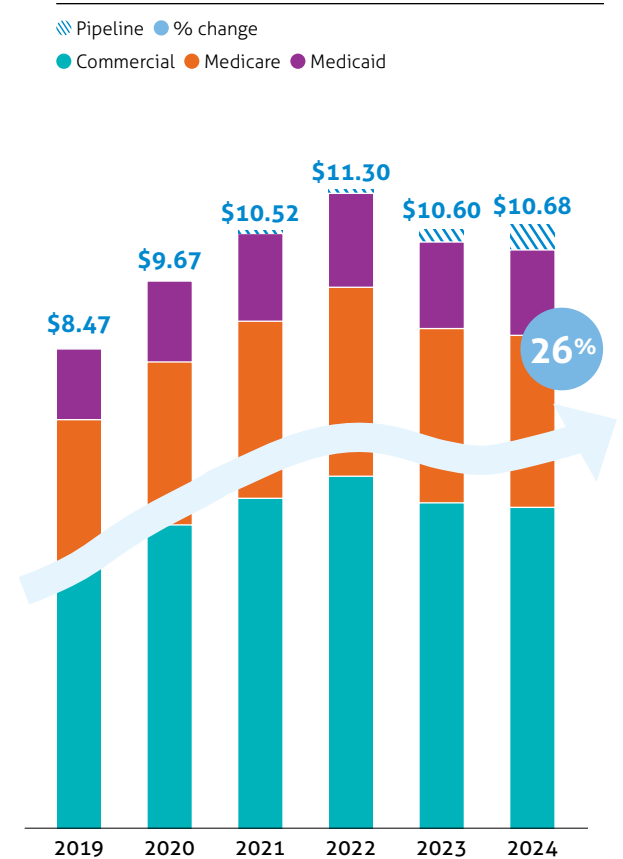
2019 AVERAGE COST PER PATIENT



2019 BIOSIMILAR PERFORMANCE FOR RA (RENFLIXIS/INFLECTRA)

Commercial	Medicare	Medicaid
6 Percentage Points Market Share	4 Percentage Points Market Share	24 Percentage Points Market Share
\$19,080 Avg. Cost/Patient	\$9,682 Avg. Cost/Patient	\$6,783 Avg. Cost/Patient

FORECAST

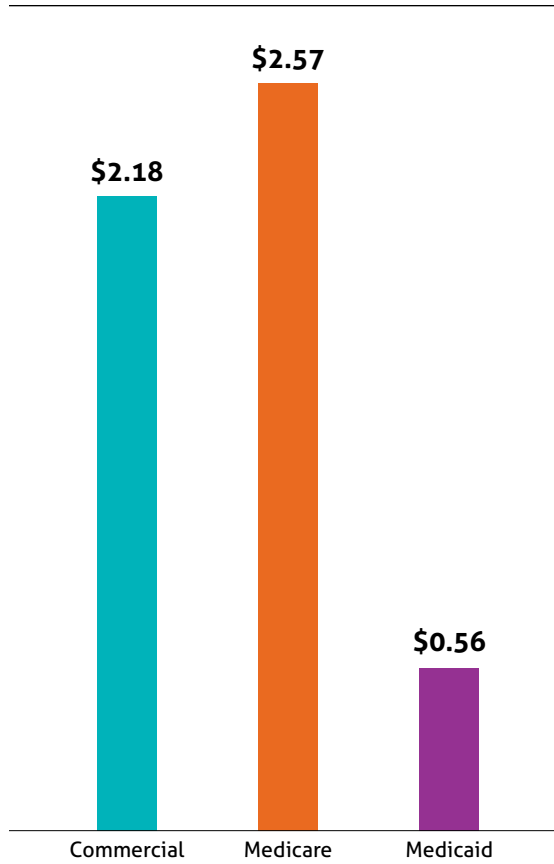


MEDICAL BENEFIT CATEGORIES

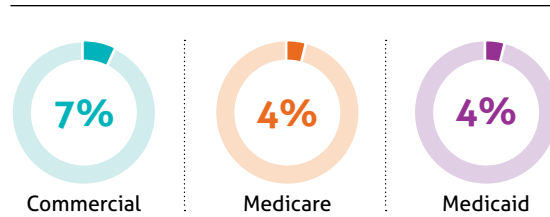
Immune Globulin (IG)

The immune globulin category was ranked third in commercial, accounting for 7% of total PMPM spend. Hospital outpatient (HOP) use was narrower in commercial, at 35%, while in Medicare and Medicaid, more than half of utilization (56% and 65%, respectively) was in the HOP setting. Decreases in Gamunex-C/Gammaked cost per patient and PMPM accounted for the decrease in Medicare PMPM trend.

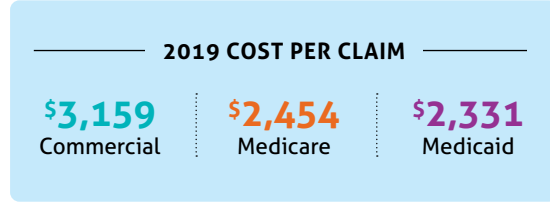
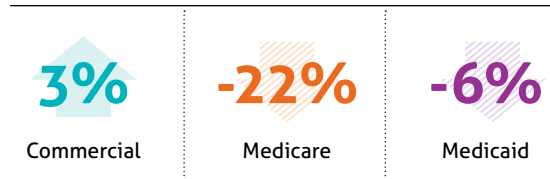
2019 CATEGORY PMPM



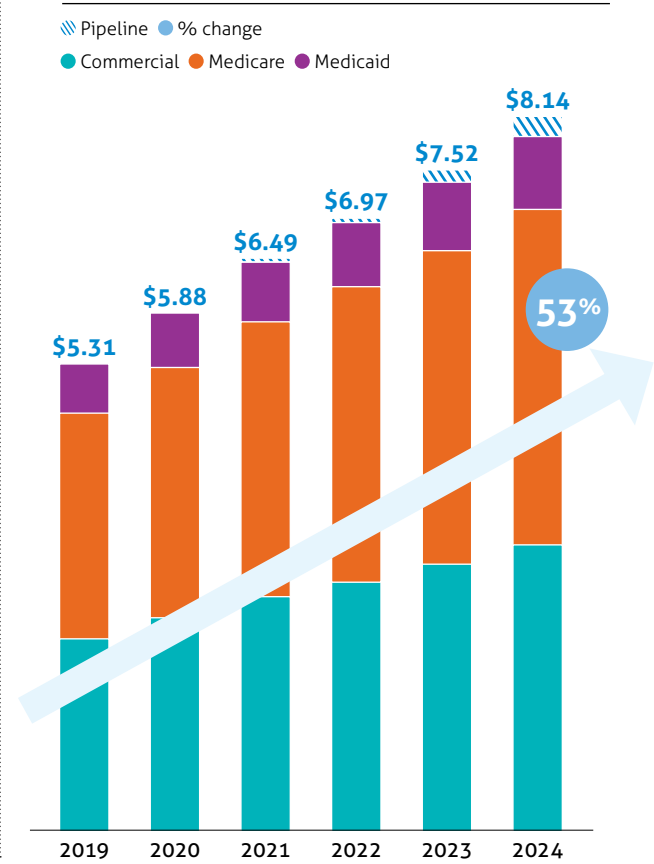
2019 % OF MEDICAL DRUG SPEND



2018-2019 CATEGORY PMPM TREND



FORECAST

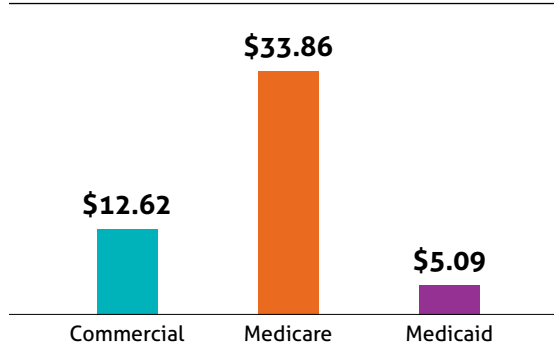


MEDICAL BENEFIT CATEGORIES

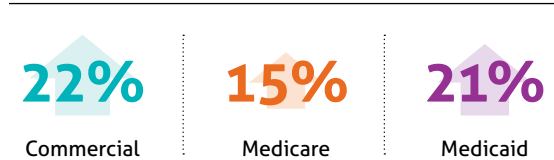
Oncology

Oncology spend remained highest among all categories, and members per thousand was highest among the categories featured in Medicare. Oncology trend was 15-22% across all lines of business. The gene therapy and biosimilar pipeline continue to be extremely robust in oncology, as clearly demonstrated in the forecast with 105% growth in the category and pipeline alone accounting for \$14.59 of the staggering \$106 PMPM predicted by 2024. Overall, the oncology pipeline has upward of 700 drugs in clinical trials. As a management strategy, most payers would consider incentivizing lower-cost oncology regimens when they carry the same level of compendia recommendation.

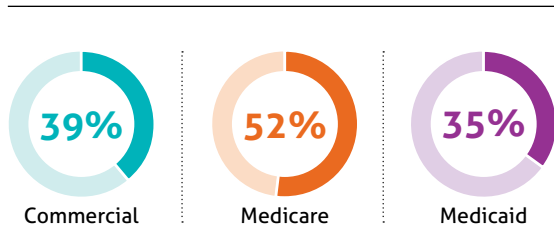
2019 CATEGORY PMPM



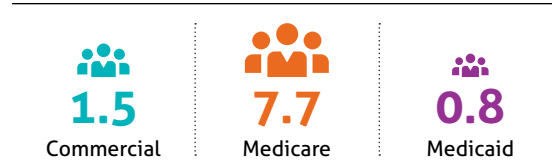
2018-2019 CATEGORY PMPM TREND



2019 % OF MEDICAL DRUG SPEND

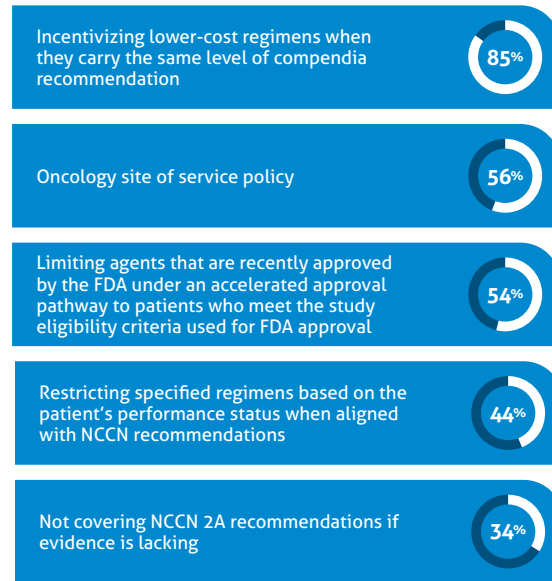


2019 MEMBERS PER 1,000

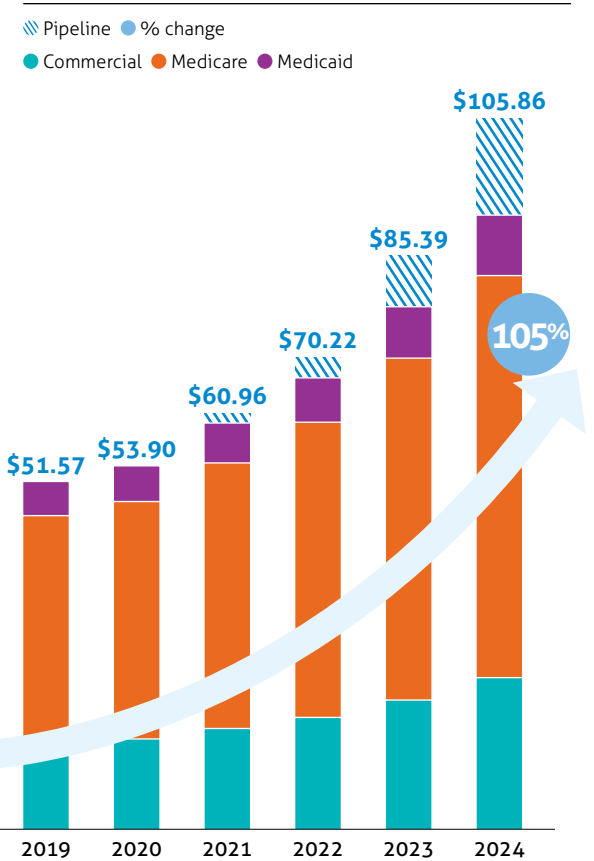


ONCOLOGY MANAGEMENT STRATEGIES

% of payers (n=41)



FORECAST

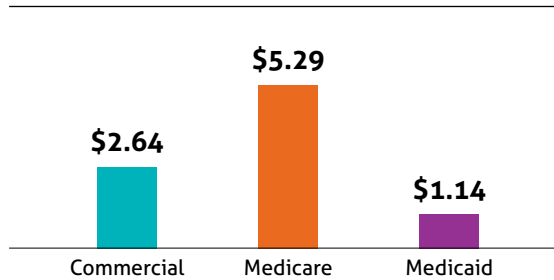


MEDICAL BENEFIT CATEGORIES

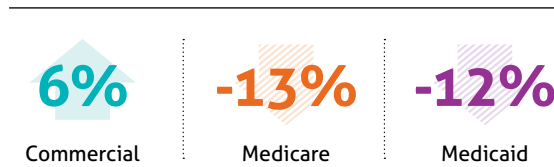
Oncology Support

Oncology support includes antiemetics for chemotherapy-induced nausea and vomiting, colony-stimulating factors (CSFs) for immune cell growth, erythropoiesis-stimulating agents (ESAs) for anemia due to chemotherapy, and gastrointestinal: chemoprotectant/hormonal (e.g., sandostatin). The decrease in the forecast reflected a continued decrease in the CSF category for Medicare and Medicaid. This could potentially be attributed to a decline in the use of cytotoxic chemotherapy and continued uptake of the biosimilars (see appendix figures 45 and 46). Except for the forecast, data reflects oncology support use for an oncology indication only.

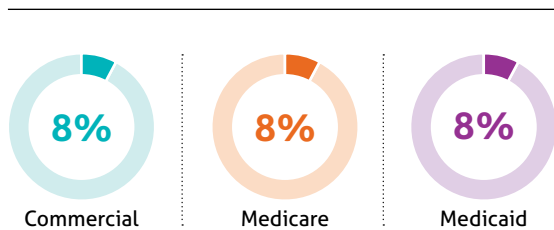
2019 CATEGORY PMPM



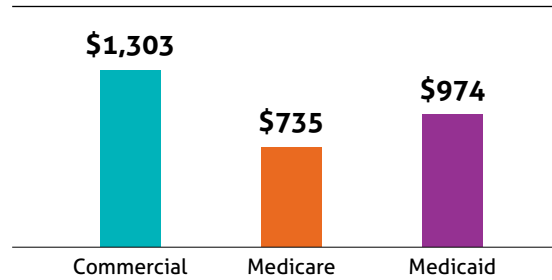
2018-2019 CATEGORY PMPM TREND



2019 % OF MEDICAL DRUG SPEND



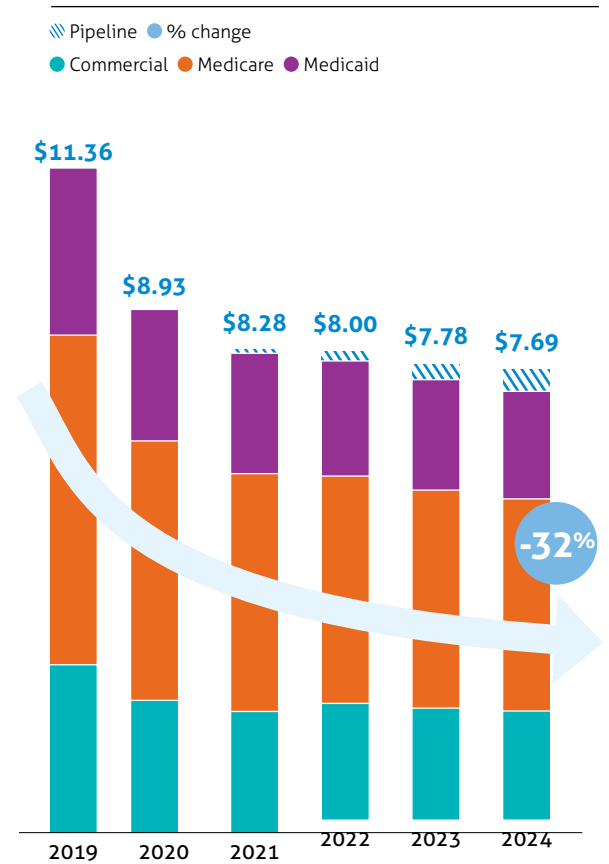
2019 AVERAGE COST PER CLAIM



2019 ONCOLOGY SUPPORT SPEND BY CATEGORY

Category	Commercial	Medicare	Medicaid
Antiemetics	\$0.34	\$0.55	\$0.19
Colony-Stimulating Factors	\$1.95	\$3.32	\$0.87
Erythropoiesis-Stimulating Agents	\$0.08	\$0.80	\$0.04
Gastrointestinal: Chemoprotectant/Hormonal	\$0.25	\$0.60	\$0.03

FORECAST*

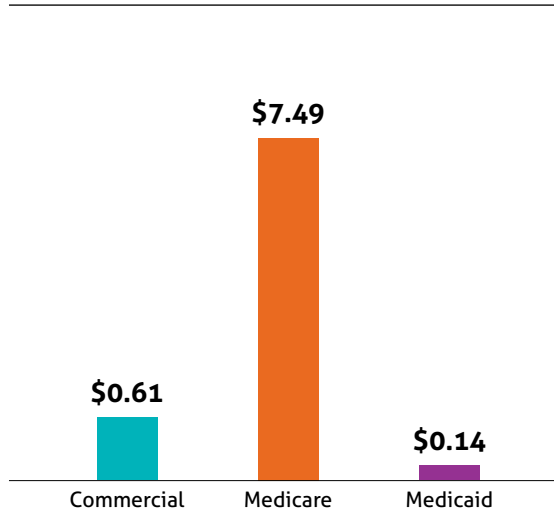


MEDICAL BENEFIT CATEGORIES

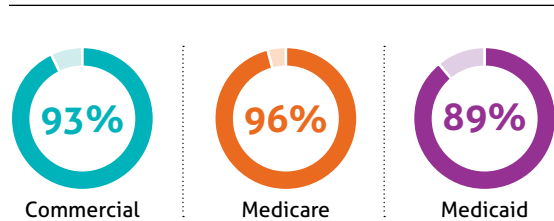
Ophthalmic Injections

The ophthalmic injection category continues to have a substantial impact on Medicare. In 2019, it did experience a flat trend, but it grew in commercial and Medicaid. Avastin remains the market leader as the most cost-effective first-line drug in this category and the lowest-cost option. Drugs in the pipeline may shift this and allow for a more competitive landscape as the prevalence of wet age-related macular degeneration (wet AMD) increases. In Medicare, Eylea was the second-highest-spend drug, accounting for \$4.12, or 56%, of total category spend (see appendix figure 107).

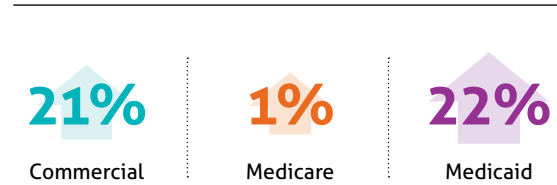
2019 CATEGORY PMPM



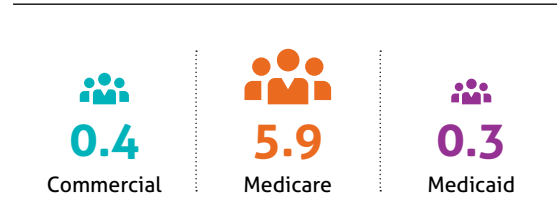
2019 SITE-OF-SERVICE UTILIZATION: PHYSICIAN OFFICE



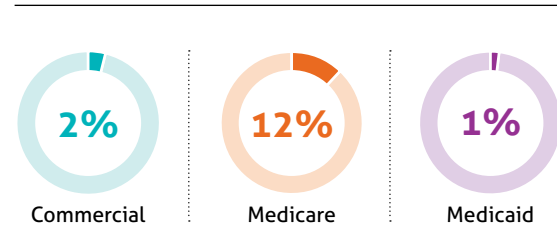
2018-2019 CATEGORY PMPM TREND



2019 MEMBERS PER 1,000

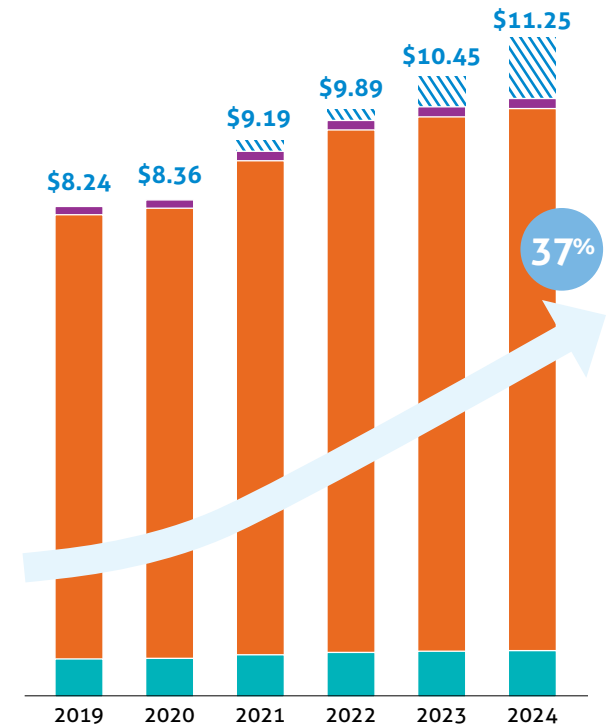


2019 % OF MEDICAL DRUG SPEND



FORECAST

▨ Pipeline ● % change
● Commercial ● Medicare ● Medicaid



Top Management Trends

We asked payers about their top concerns when thinking about drugs on the medical benefit. While overall spend was the highest concern last year, this year it dropped to second place as gene therapy took the top spot for 78% of payers. The key to managing these concerns remains innovation. As mentioned in this report over the years, innovative management programs such as site of service, weight-based dosing, vial rounding, and dose optimization are integral strategies to mitigate rising trend.

Plans have identified other cost-saving strategies they are employing, such as:

- » Centers of excellence
- » Robust approval processes
- » Specialty pharmacy use and elimination of buy and bill
- » Reimbursement strategies for hospitals based on ASP
- » Value-based contracting with shared savings incentives
- » Site-of-service strategies

FIGURE 20: TOP CONCERNS FOR MEDICAL PHARMACY

% of payers (n=41)

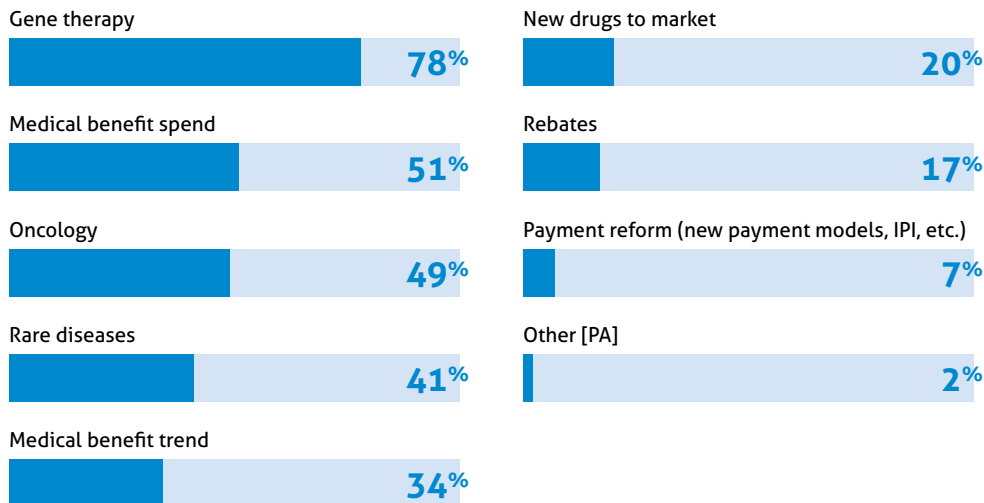
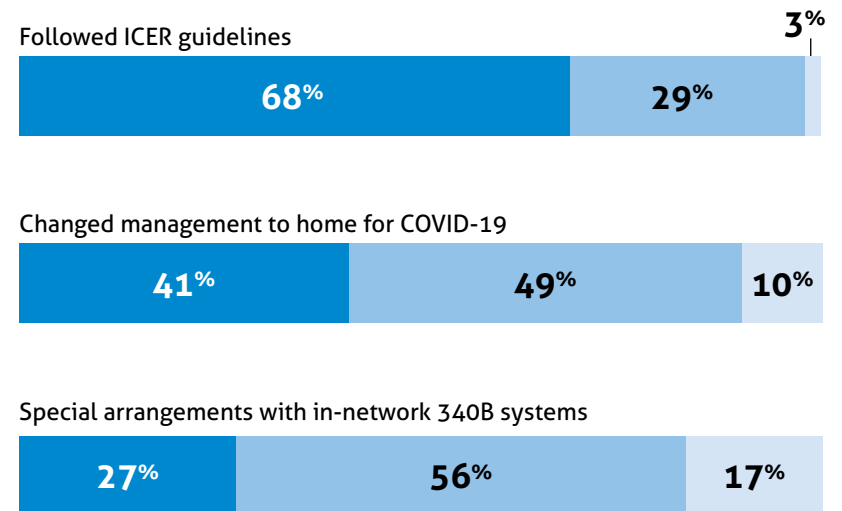


FIGURE 21: MEDICAL PHARMACY STRATEGIES

% of payers (n=41)

● Yes ● No ● Don't know



MEDICAL PHARMACY MANAGEMENT

Utilization Management

FIGURE 22: UTILIZATION MANAGEMENT TOOLS

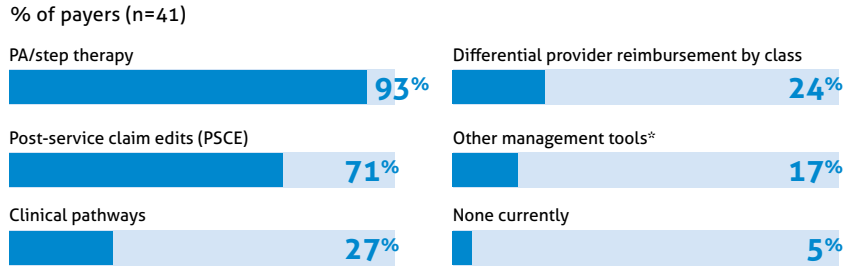


FIGURE 23: PA DETERMINATION RATES

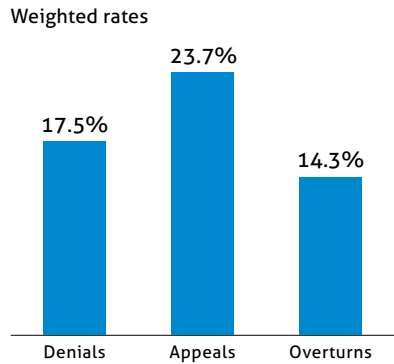


FIGURE 24: PSCE DETERMINATION RATES

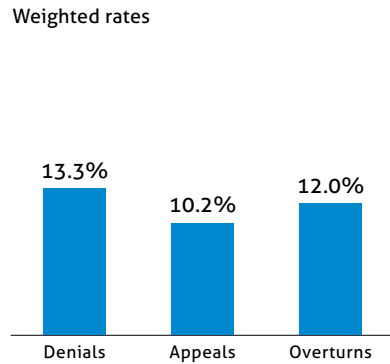


FIGURE 25: VALUABLE DISCOUNT TO PREFER MEDICAL BENEFIT DRUG



Management: Unclassified Medical Pharmacy

FIGURE 26: PA FOR NEWLY RELEASED MEDICAL BENEFIT DRUGS

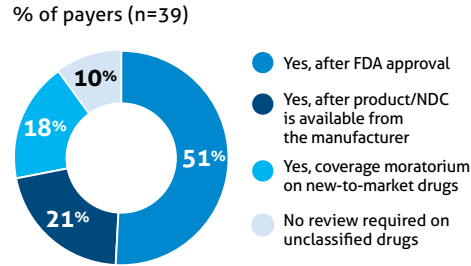


FIGURE 27: PA TIMING FOR NEWLY RELEASED MEDICAL SPECIALTY DRUGS

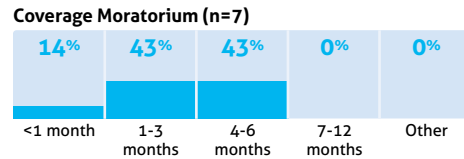
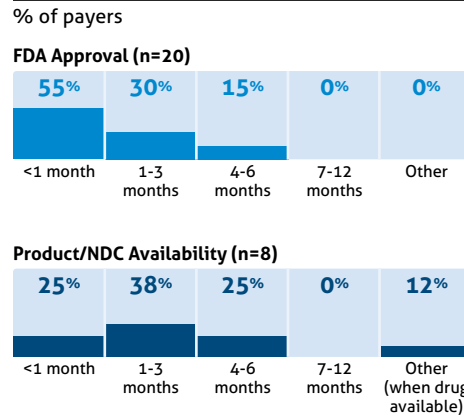


FIGURE 28: PSCE FOR NEWLY RELEASED MEDICAL SPECIALTY DRUGS

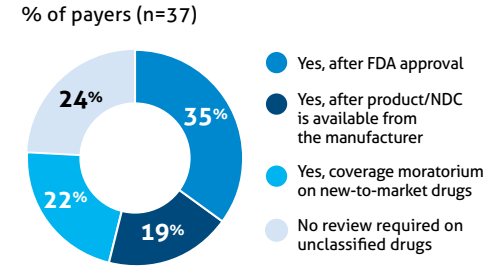
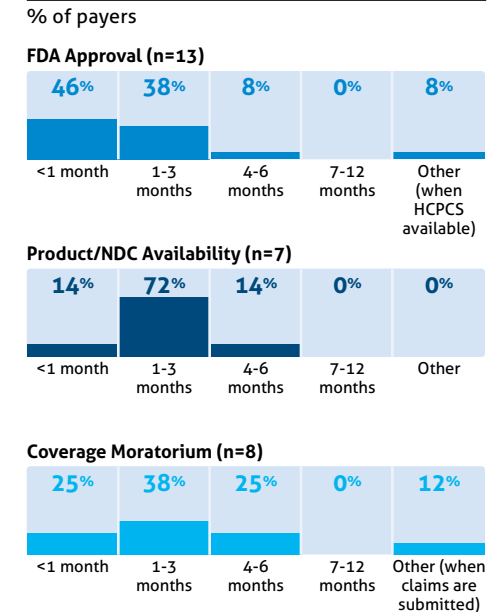


FIGURE 29: PSCE TIMING FOR NEWLY RELEASED MEDICAL SPECIALTY DRUGS



*E.g., SOS programs, hemophilia management, episodes of care, physician education, bundled payments, and benefit carve-outs

MEDICAL PHARMACY MANAGEMENT

Utilization Management: Category-Specific

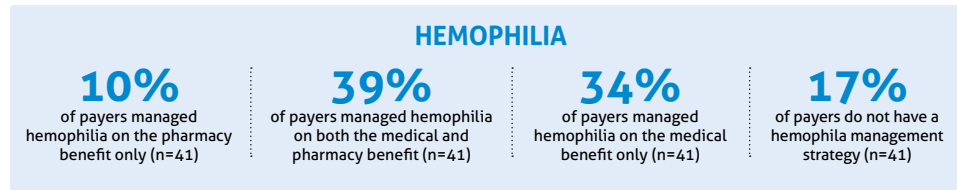


FIGURE 30: HEMOPHILIA MANAGEMENT STRATEGY

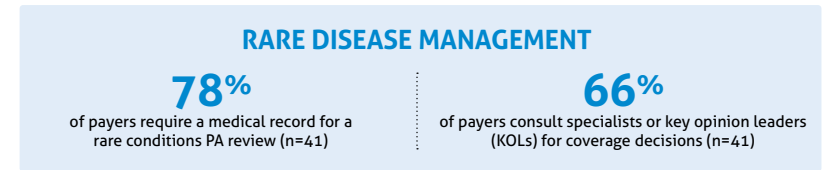
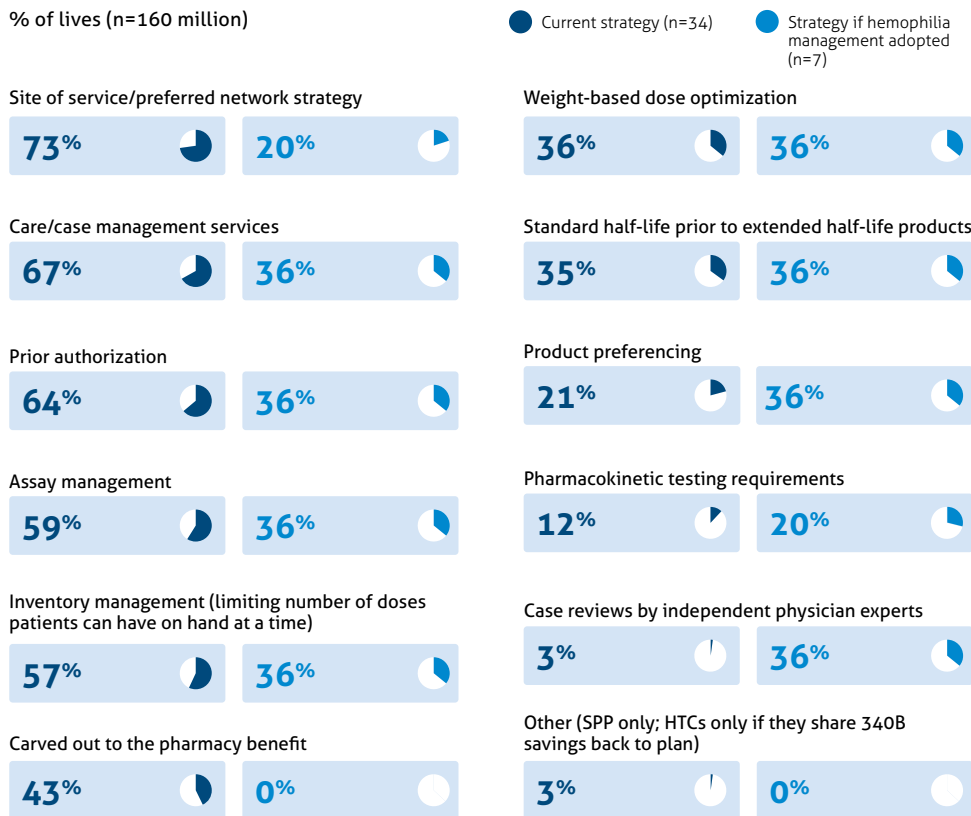


FIGURE 31: RARE DISEASE MANAGEMENT STRATEGY

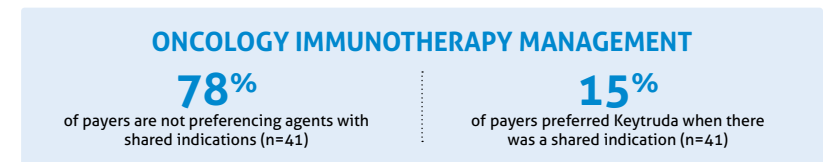
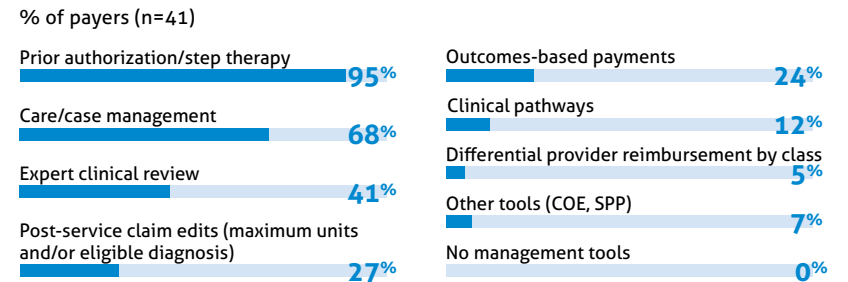
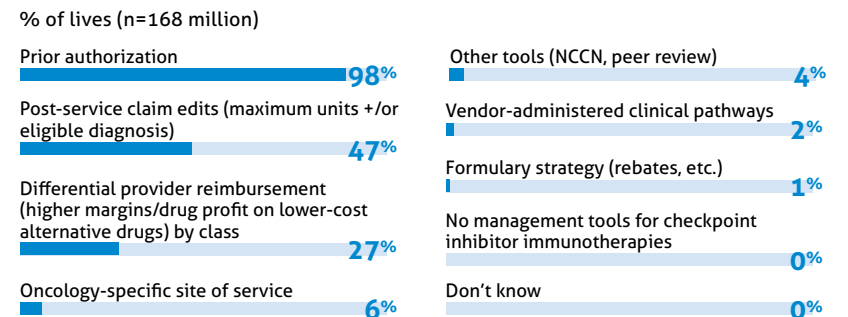


FIGURE 32: CHECKPOINT INHIBITOR MANAGEMENT STRATEGY



MEDICAL PHARMACY MANAGEMENT

Utilization Management: Gene and CAR-T Therapy



FIGURE 33: GENE THERAPY MANAGEMENT STRATEGY

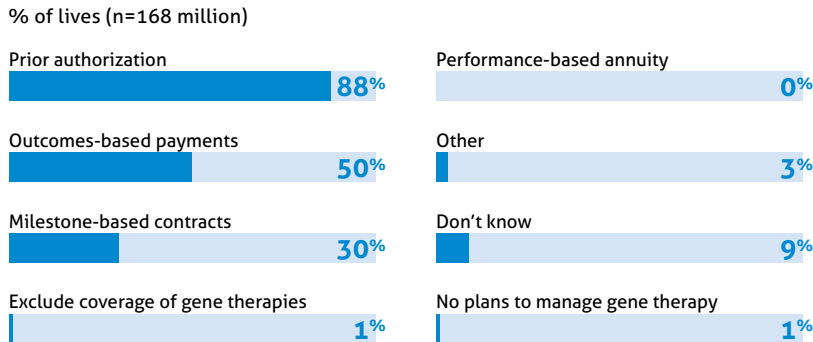


FIGURE 34: CAR-T THERAPY REVIEW

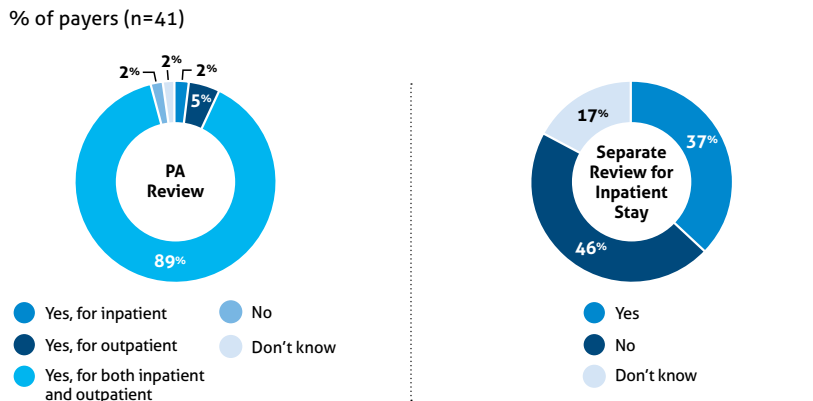


FIGURE 35: CAR-T OUTCOMES AND RESPONSE RATES

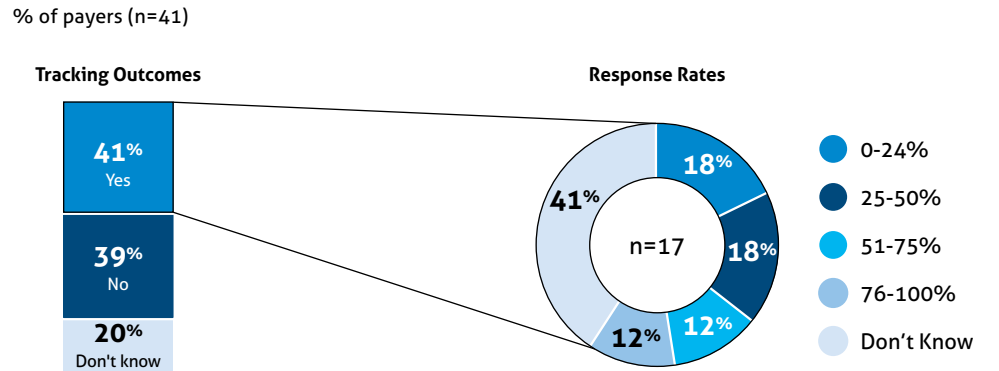
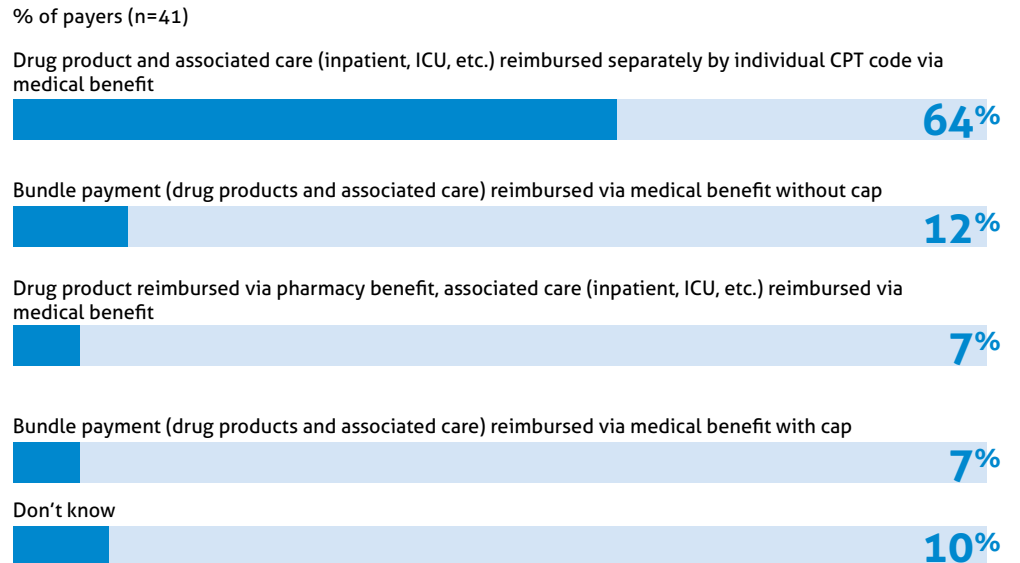


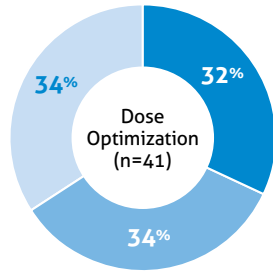
FIGURE 36: CAR-T REIMBURSEMENT



Utilization Management Programs

FIGURE 37: DOSE OPTIMIZATION PROGRAM

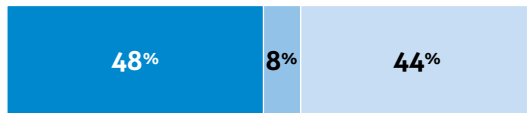
● Yes, it's mandatory ● Yes, it's voluntary ● No



78% Immune Globulin (n=27) | **63%** Antihemophilic Factor (n=27) | **56%** BDAIDs (n=27) | **56%** Oncology Immunotherapy (n=27)

● Yes ● No ● Don't know

Dose-Optimization Experienced Savings (n=27)

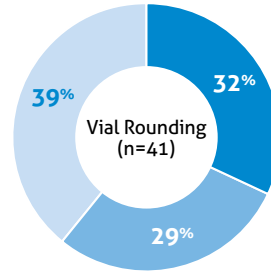


11%
Average Savings (n=9)[†]



FIGURE 38: VIAL ROUNDING

● Yes, it's mandatory ● Yes, it's voluntary ● No



68% Immune Globulin (n=25) | **64%** BDAIDs (n=25) | **56%** Antihemophilic (n=25)

● Yes ● No ● Don't know

Vial-Rounding Experienced Savings (n=25)



● +/-5% ● +/-10% ● Don't know

Vial-Rounding Limits (n=25)

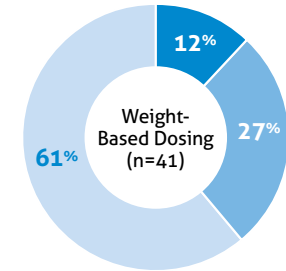


7%
Average Savings (n=10)[†]



FIGURE 39: WEIGHT-BASED DOSING

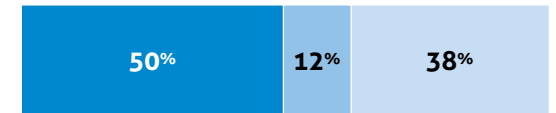
● Yes, it's mandatory ● Yes, it's voluntary ● No



81% Keytruda (n=16) | **69%** Opdivo (n=16) | **38%** Bavencio (n=16) | **13%** None (n=16)

● Yes ● No ● Don't know

Weight-Based Dosing Experienced Savings (n=16)



6%
Average Savings (n=6)[†]



[†]Savings self-reported

MEDICAL PHARMACY MANAGEMENT

Site-of-Service (SOS) Program

FIGURE 40: SOS PROGRAM

% of payers

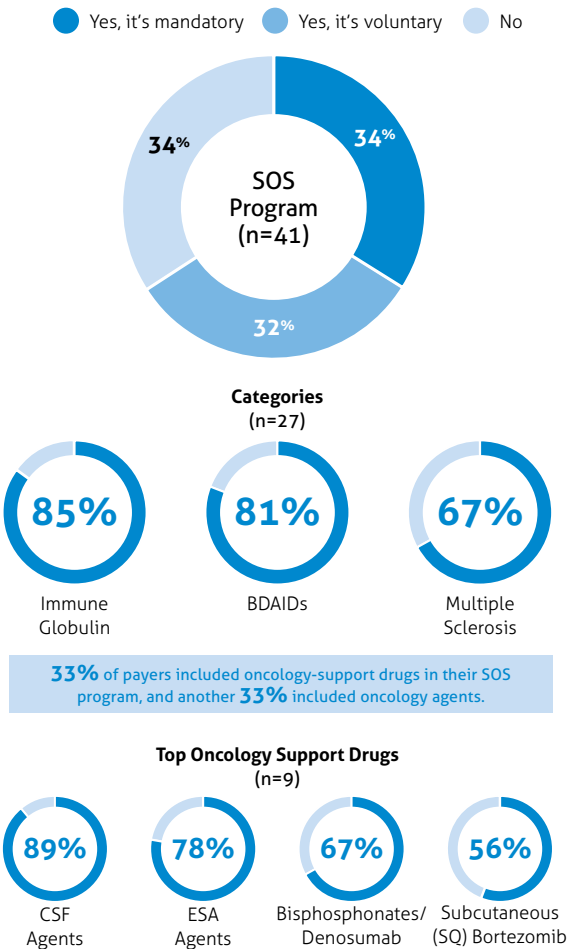


FIGURE 41: REQUIREMENTS OF SOS PROGRAM

% of payers (n=27)

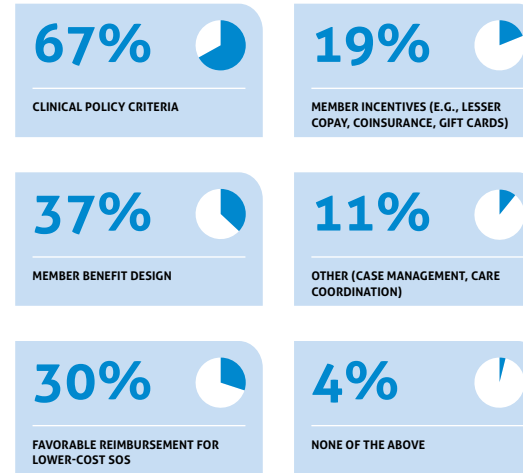


FIGURE 42: HOSPITALS WITH 340B COVERED ENTITY STATUS IN SOS PROGRAM

% of payers (n=27)

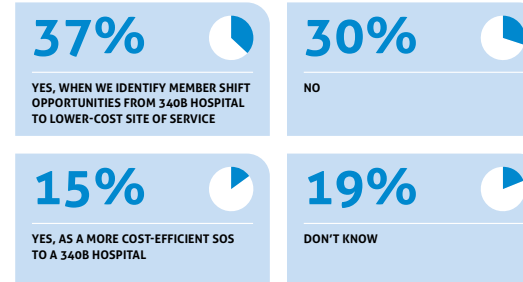
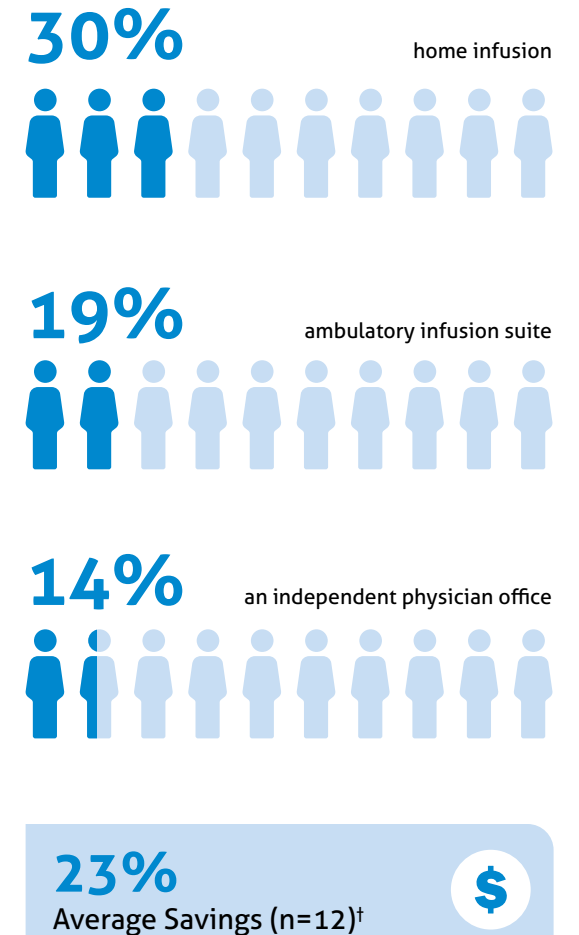


FIGURE 43: MEMBERS SHIFTED INTO

average % of members (n=27)



[†]Savings self-reported

Biosimilar Reimbursement and Strategy

FIGURE 44: BIOSIMILAR MANAGEMENT

(n=41)

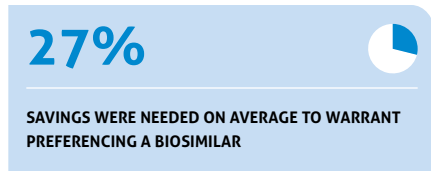
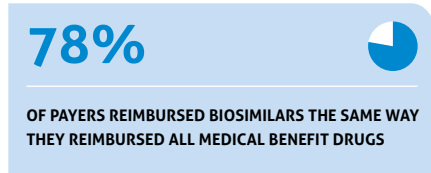


FIGURE 45: BIOSIMILAR STEP-THERAPY PROTOCOL

% of payers

● Yes, for new starts only ● Yes, for new starts and current utilizers
● No ● Don't know

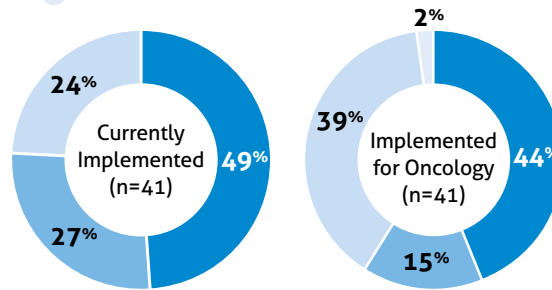


FIGURE 46: BIOSIMILAR REIMBURSEMENT STRATEGY

% of lives (n=168 million)

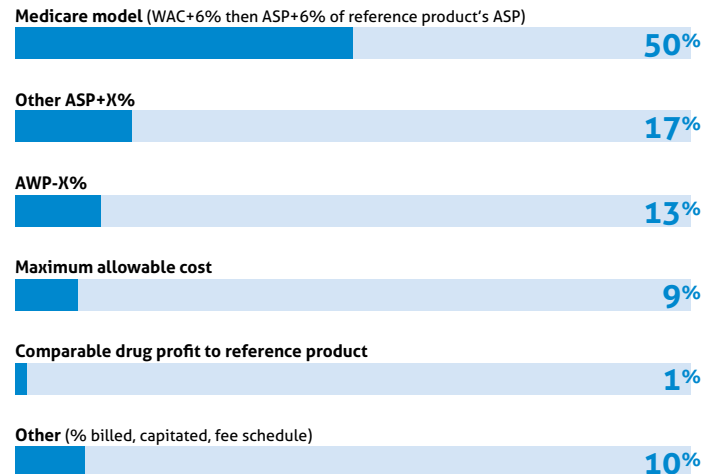


FIGURE 47: BIOSIMILAR STEP-THERAPY CRITERIA

% of payers (n=41)

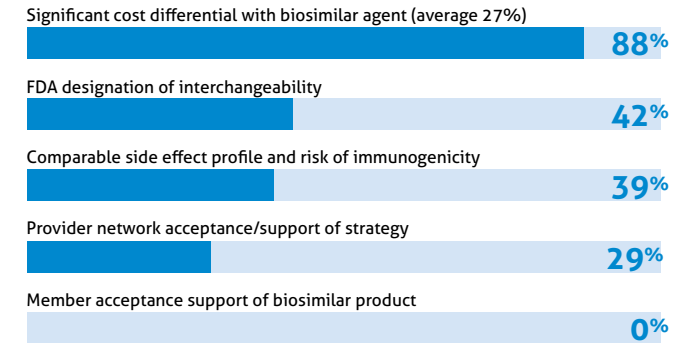
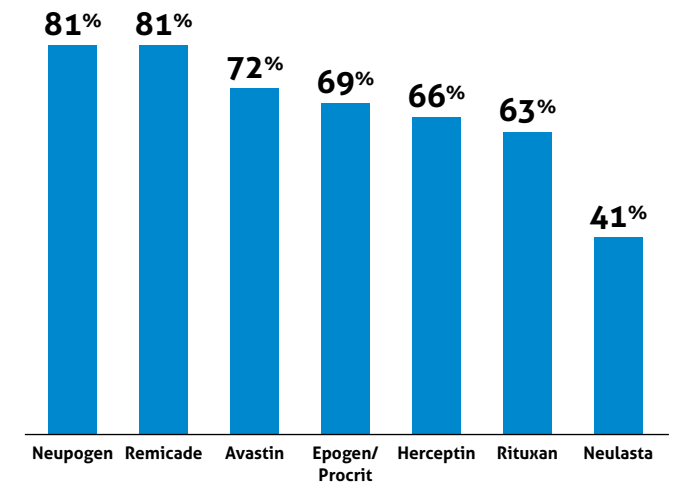


FIGURE 48: BIOSIMILAR PRODUCTS PREFERRED OVER THE REFERENCE PRODUCT NAMED

% of payers (n=32)



MEDICAL PHARMACY MANAGEMENT

Medical Benefit Drug Cost Share‡

In medical pharmacy, payer cost burden was high. Medicare members had the highest cost share compared to other lines of business. Among payers with a formal medical benefit structure, up to 44% had a three-tier structure.

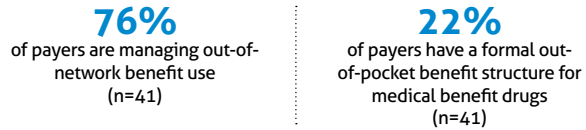


FIGURE 49: MEDICAL BENEFIT DRUG COST SHARE

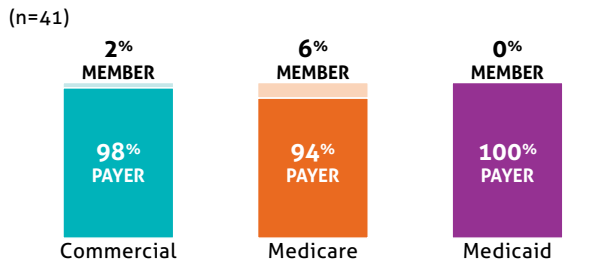


FIGURE 50: MEDICAL BENEFIT MEMBER COST SHARE TYPE

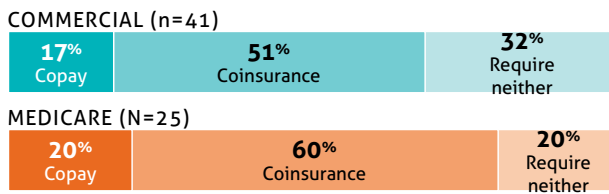
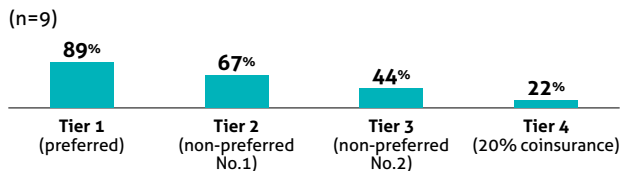


FIGURE 51: OOP COST STRUCTURE



‡Includes deductible, copay, and coinsurance

Payers were more likely to vary their cost share by SOS, with 24% varying by SOS and 34% having the capability to vary by SOS. 15% of payers varied cost share by drug, and 7% varied by indication. Of the small amount of payers varying cost share by drug, SOS, or indication, around two-thirds saw positive outcomes from this practice.

FIGURE 52: LANDSCAPE OF VARYING COST SHARE BY DRUG

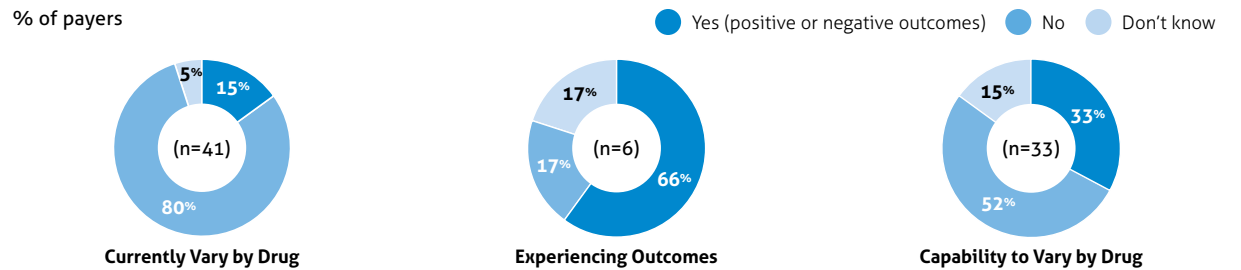


FIGURE 53: LANDSCAPE OF VARYING COST SHARE BY SITE OF SERVICE

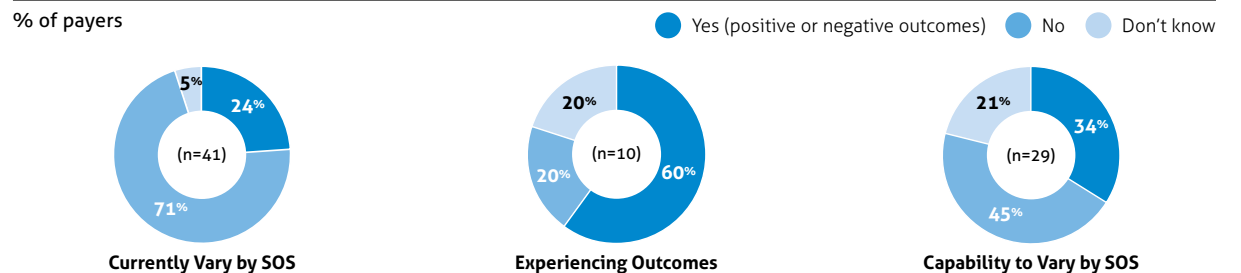
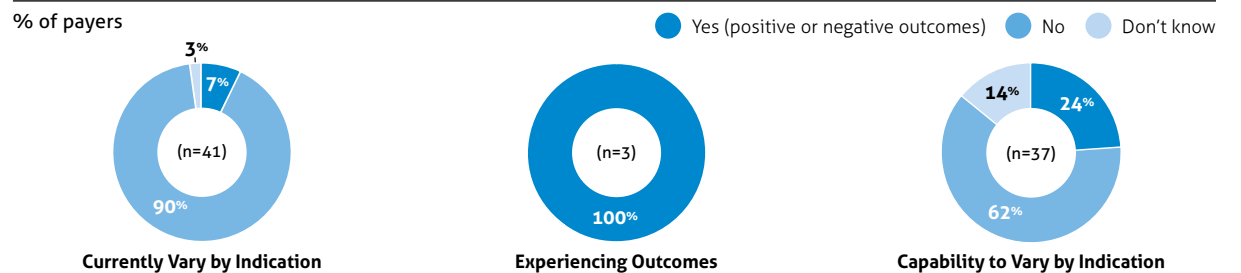


FIGURE 54: LANDSCAPE OF VARYING COST SHARE BY INDICATION



MEDICAL PHARMACY MANAGEMENT

Health Information Data

71%
of payers were currently collecting NDC data (n=41)

54%
of payers used forecasting data on a quarterly basis (n=35)

63%
of payers used forecasting across their total pharmacy strategy (n=35)

FIGURE 55: CURRENT NDC DATA COLLECTION METHODS

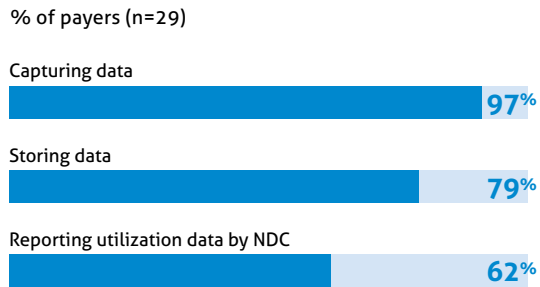


FIGURE 56: DATA COLLECTION USE

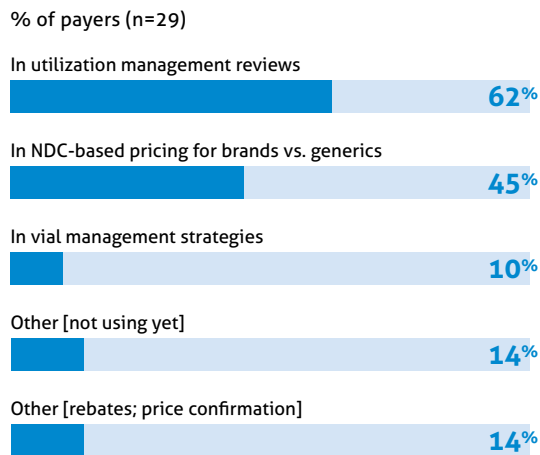


FIGURE 57: PROVIDERS COLLECTING AND REPORTING OUTCOMES DATA

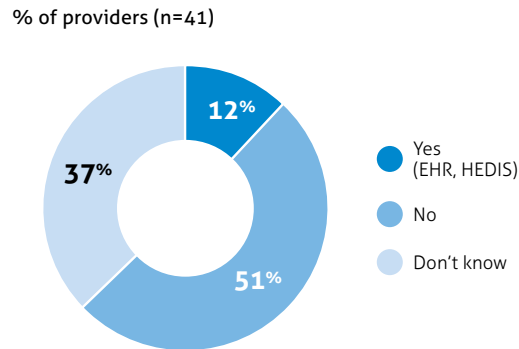


FIGURE 58: MANAGEMENT CHANGES BASED ON QUALITY AND OUTCOMES DATA COLLECTION

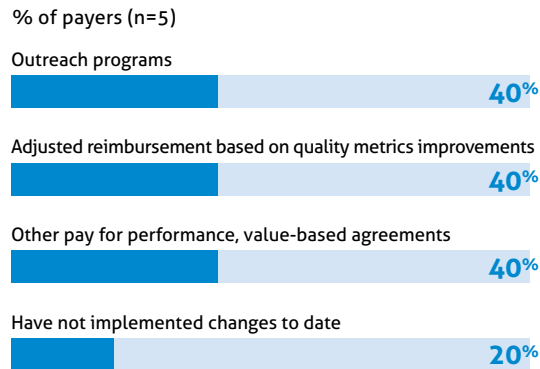


FIGURE 59: USE OF FORECASTING DATA FOR MEDICAL PHARMACY STRATEGY

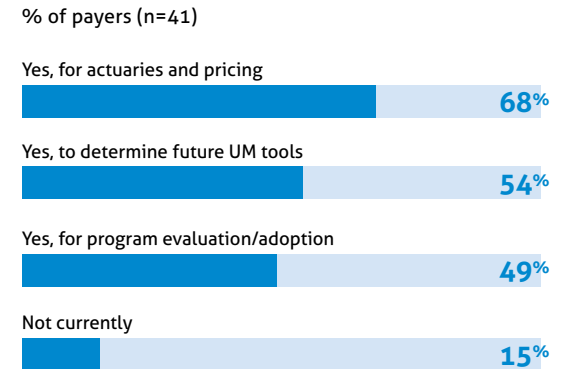
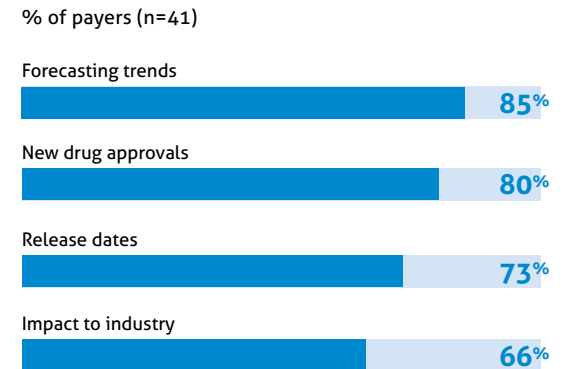


FIGURE 60: USE OF PIPELINE INFORMATION



MEDICAL BENEFIT PIPELINE AND FORECAST

In 2020, the FDA approved 53 new molecular entities (NMEs) and a dozen biological drugs. Most notable are the multiple agents approved to treat cancer, such as gene therapy Tecartus for mantle cell lymphoma, Sarclisa and Blenrep for multiple myeloma, Danyelza for neuroblastoma, and Trodelvy for metastatic triple-negative breast cancer, among others. There were several agents approved to treat rare disease, such as Enspryng and Uplizna for neuromyelitis optica spectrum disorder, Viltepso for Duchenne muscular dystrophy, Orladeyo for hereditary angioedema, and Evrysdi, the first oral agent to treat spinal muscular atrophy. 2020 saw multiple vaccines and Emergency Use Authorization for prevention and treatment of COVID-19, such as Veklury.

The below pipeline drug outlook is an aerial outline of drugs with anticipated FDA approval through 2021. It is not intended to be a comprehensive inventory of all drugs in the pipeline; emphasis is placed on drugs in high-impact categories. Investigational drugs with a Complete Response Letter (CRL) and those that have been withdrawn from development are also noted. (see figure 61). The segment of pipeline drugs anticipated to have at least \$1 billion in spend is expected to increase 33%, from 48 drugs in 2019 to 64 drugs in 2025 (see figure 62).

For more detailed drug pipeline information, visit www.magellanrx.com/pipeline.

Forecasting powered by

 Data provided by Evaluate Ltd. EvaluatePharma®.

FIGURE 61: PIPELINE DRUG OUTLOOK THROUGH 2021¹

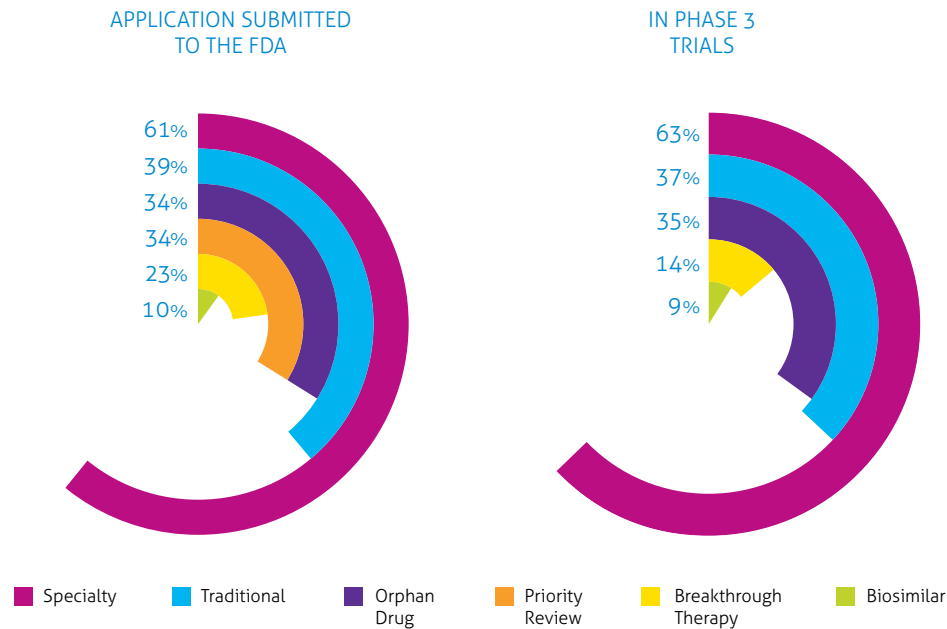
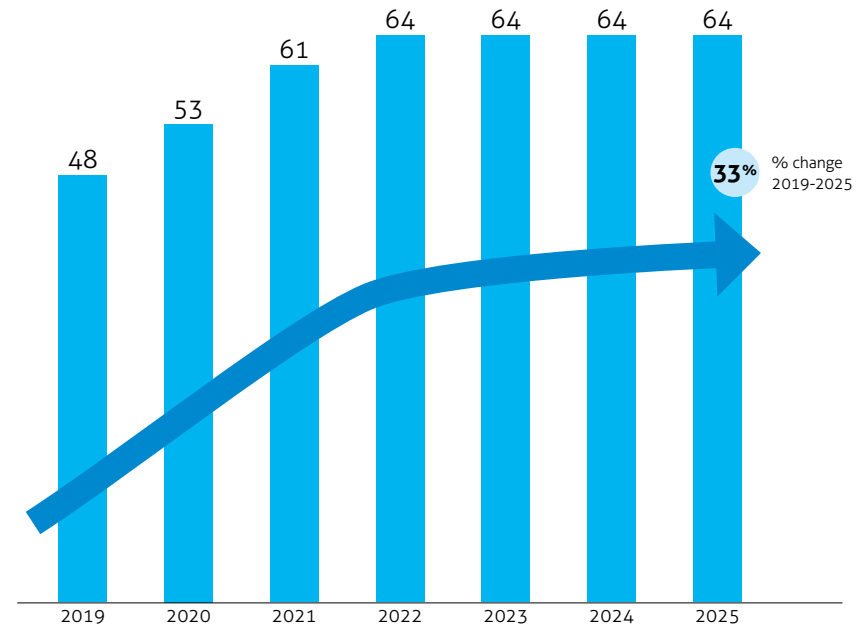


FIGURE 62: BILLION-DOLLAR DRUGS FORECAST²



¹MRx Pipeline Report January 2021. <https://www1.magellanrx.com/publications/mrx-pipeline/>.
²Data provided by Evaluate Ltd. EvaluatePharma®

APPENDIX

FIGURE 63: MEDICAL PHARMACY ALLOWED AMOUNT PMPM 2015-2019

	2015	2015-2016 % Change	2016	2016-2017 % Change	2017	2017-2018 % Change	2018	2018-2019 % Change	2019
COMMERCIAL									
Home Infusion	\$3.16	▲ 5%	\$3.32	▲ 7%	\$3.55	▲ 13%	\$4.01	▲ 7%	\$4.30
Hospital OP	\$10.08	▲ 4%	\$10.53	▲ 9%	\$11.48	▲ 20%	\$13.74	▲ 21%	\$16.63
Physician Office	\$7.47	▲ 11%	\$8.31	▲ 12%	\$9.28	▲ 18%	\$10.93	▲ 8%	\$11.80
Total	\$20.71	▲ 7%	\$22.16	▲ 10%	\$24.31	▲ 18%	\$28.68	▲ 14%	\$32.73
MEDICARE									
Home Infusion	\$3.62	▲ 11%	\$4.03	▲ 6%	\$4.27	▼ -5%	\$4.06	▼ -9%	\$3.71
Hospital OP	\$18.44	▲ 8%	\$19.93	▲ 5%	\$20.93	▲ 8%	\$22.63	▲ 7%	\$24.17
Physician Office	\$27.06	▲ 1%	\$27.31	▲ 13%	\$30.96	▲ 11%	\$34.38	▲ 7%	\$36.72
Total	\$49.12	▲ 4%	\$51.28	▲ 10%	\$56.16	▲ 9%	\$61.07	▲ 6%	\$64.59
MEDICAID									
Home Infusion	\$1.64	▼ -2%	\$1.61	▼ -3%	\$1.56	▲ 4%	\$1.62	▲ 19%	\$1.92
Hospital OP	\$5.37	▲ 10%	\$5.90	▼ -2%	\$5.78	▲ 25%	\$7.21	▲ 16%	\$8.39
Physician Office	\$3.14	▲ 16%	\$3.64	▼ -8%	\$3.33	▲ 8%	\$3.60	▲ 16%	\$4.19
Total	\$10.15	▲ 10%	\$11.15	▼ -4%	\$10.68	▲ 16%	\$12.42	▲ 17%	\$14.51

Due to rounding, totals may not add up accurately.

APPENDIX

FIGURE 64: 2019 TOP 20 COMMERCIAL COST TRENDS BY DISEASE STATE OR DRUG CATEGORY

Rank	Commercial Therapy	2018 PMPM	2019 PMPM	2018-2019 % Change	% of Total PMPM	Cost per Claim	Members per 1,000	ASP Index	AWP Index
1	Oncology	\$10.30	\$12.62	22%	38.6%	\$3,151	1.50	1.67	1.26
2	BDAID: Crohn's Disease/Ulcerative Colitis	\$2.64	\$2.89	9%	8.8%	\$6,716	0.32	1.67	0.94
3	Immune Globulin	\$2.12	\$2.18	3%	6.7%	\$3,159	0.15	1.33	0.64
4	Multiple Sclerosis	\$1.46	\$2.16	48%	6.6%	\$18,778	0.11	1.61	1.28
5	Colony-Stimulating Factors	\$1.87	\$2.00	7%	6.1%	\$5,372	0.32	-	0.36
6	BDAID: Rheumatoid Arthritis	\$1.17	\$0.99	-15%	3.0%	\$3,826	0.15	1.30	0.80
7	Antihemophilic Factor	\$0.68	\$0.76	11%	2.3%	\$19,467	0.01	1.79	1.26
8	Hematology	\$0.57	\$0.75	32%	2.3%	\$11,873	0.01	1.46	1.19
9	Other	\$0.52	\$0.63	21%	1.9%	\$140	9.50	1.83	0.91
10	Asthma/COPD	\$0.50	\$0.62	25%	1.9%	\$665	2.23	1.35	1.06
11	Ophthalmic Injections	\$0.51	\$0.61	21%	1.9%	\$1,200	0.43	1.23	0.95
12	Enzyme-Replacement Therapy	\$0.33	\$0.47	40%	1.4%	\$15,074	0.01	1.87	1.19
13	Contraceptives	\$0.42	\$0.46	9%	1.4%	\$650	2.15	-	0.85
14	Infectious Disease	\$0.47	\$0.44	-7%	1.3%	\$72	13.88	2.44	0.75
15	Botulinum Toxins	\$0.42	\$0.42	2%	1.3%	\$1,066	0.54	1.36	1.09
16	BDAID: Psoriasis/Psoriatic Arthritis	\$0.44	\$0.40	-11%	1.2%	\$6,809	0.05	1.45	0.77
17	Iron, Intravenous	\$0.32	\$0.39	22%	1.2%	\$645	0.76	2.07	1.09
18	Antiemetics	\$0.43	\$0.39	-8%	1.2%	\$103	8.77	2.67	1.76
19	CNS Agents: Rare Diseases	\$0.24	\$0.29	18%	0.9%	\$62,705	0.00	-	0.94
20	Gastrointestinal: Chemoprotectant/Hormonal	\$0.25	\$0.29	17%	0.9%	\$7,970	0.02	1.69	1.26

Due to rounding, totals may not add up accurately.

APPENDIX

FIGURE 65: 2019 TOP 20 MEDICARE COST TRENDS BY DISEASE STATE OR DRUG CATEGORY

Rank	Medicare Therapy	2018 PMPM	2019 PMPM	2018-2019 % Change	% of Total PMPM	Cost per Claim	Members per 1,000	ASP Index	AWP Index
1	Oncology	\$29.50	\$33.86	15%	52.4%	\$2,148	7.7	1.02	0.76
2	Ophthalmic Injections	\$7.43	\$7.49	1%	11.6%	\$925	5.9	1.07	0.83
3	Colony-Stimulating Factors	\$3.62	\$3.43	-5%	5.3%	\$2,616	1.6	1.03	0.61
4	Immune Globulin	\$3.28	\$2.57	-22%	4.0%	\$2,454	0.4	1.11	0.54
5	Multiple Sclerosis	\$1.45	\$1.73	19%	2.7%	\$12,693	0.2	0.97	0.77
6	Hematology	\$1.21	\$1.46	21%	2.3%	\$5,416	0.1	1.00	0.80
7	Other	\$1.19	\$1.30	10%	2.0%	\$100	21.3	1.22	0.70
8	BDAID: Rheumatoid Arthritis	\$2.02	\$1.29	-36%	2.0%	\$2,748	0.3	0.95	0.58
9	Viscosupplementation	\$0.95	\$1.14	20%	1.8%	\$344	4.7	1.84	0.44
10	Bone Resorption Inhibitors (Osteoporosis)	\$0.82	\$0.98	19%	1.5%	\$919	3.1	1.02	0.74
11	Erythropoiesis-Stimulating Agents	\$1.19	\$0.92	-22%	1.4%	\$522	1.3	1.03	0.48
12	BDAID: Crohn's Disease/Ulcerative Colitis	\$0.95	\$0.79	-16%	1.2%	\$4,152	0.2	0.97	0.57
13	Antihemophilic Factor	\$0.58	\$0.77	33%	1.2%	\$23,515	0.0	2.09	1.37
14	Botulinum Toxins	\$0.62	\$0.72	16%	1.1%	\$853	1.2	1.04	0.84
15	Gastrointestinal: Chemoprotectant/Hormonal	\$0.84	\$0.69	-18%	1.1%	\$4,723	0.1	0.96	0.71
16	Iron, Intravenous	\$0.58	\$0.67	16%	1.0%	\$393	2.2	1.02	0.52
17	Asthma/COPD	\$0.65	\$0.67	2%	1.0%	\$280	4.6	0.97	0.59
18	Antiemetics	\$0.77	\$0.55	-28%	0.9%	\$119	4.6	1.13	0.72
19	Enzyme-Replacement Therapy	\$0.01	\$0.46	-	0.7%	\$6,390	0.0	1.24	0.87
20	Infectious Disease	\$0.49	\$0.46	-7%	0.7%	\$59	13.0	1.33	0.44

Due to rounding, totals may not add up accurately.

APPENDIX

FIGURE 66: 2019 TOP 20 MEDICAID COST TRENDS BY DISEASE STATE OR DRUG CATEGORY

Rank	Medicaid Therapy	2018 PMPM	2019 PMPM	2018-2019 % Change	% of Total PMPM	Cost per Claim	Members per 1,000	ASP Index	AWP Index
1	Oncology	\$4.20	\$5.09	21%	35.1%	\$2,450	0.8	1.27	0.97
2	CNS Agents: Rare Diseases	\$0.51	\$0.77	49%	5.3%	\$61,047	0.0	-	0.77
3	Antihemophilic Factor	\$0.79	\$0.75	-5%	5.2%	\$19,716	0.0	1.17	0.76
4	BDAID: Crohn's Disease/Ulcerative Colitis	\$0.74	\$0.74	0%	5.1%	\$5,814	0.1	1.47	0.81
5	Colony-Stimulating Factors	\$0.84	\$0.74	-11%	5.1%	\$4,266	0.2	1.39	0.82
6	Multiple Sclerosis	\$0.46	\$0.68	48%	4.7%	\$14,630	0.1	1.20	0.95
7	Immune Globulin	\$0.59	\$0.56	-6%	3.8%	\$2,331	0.1	1.30	0.63
8	Contraceptives	\$0.50	\$0.55	10%	3.8%	\$363	3.9	-	0.83
9	Hematology	\$0.34	\$0.46	38%	3.2%	\$7,550	0.0	1.23	1.01
10	Asthma/COPD	\$0.22	\$0.35	59%	2.4%	\$397	2.4	1.14	0.91
11	Enzyme-Replacement Therapy	\$0.26	\$0.33	28%	2.3%	\$14,463	0.0	1.44	1.07
12	Botulinum Toxins	\$0.32	\$0.33	2%	2.2%	\$1,138	0.6	1.14	0.92
13	Progestins	\$0.10	\$0.28	179%	1.9%	\$970	0.1	-	0.85
14	BDAID: Rheumatoid Arthritis	\$0.30	\$0.26	-13%	1.8%	\$3,120	0.1	1.22	0.70
15	Infectious Disease	\$0.22	\$0.24	13%	1.7%	\$78	6.1	1.52	0.58
16	Other	\$0.14	\$0.24	67%	1.6%	\$103	4.5	1.56	1.00
17	Antiemetics	\$0.22	\$0.20	-11%	1.3%	\$72	5.8	2.41	1.64
18	Iron, Intravenous	\$0.15	\$0.18	14%	1.2%	\$469	0.5	1.34	0.72
19	Unclassified	\$0.11	\$0.17	53%	1.2%	\$360	0.8	-	-
20	Corticosteroids	\$0.12	\$0.17	37%	1.2%	\$25	14.3	2.12	1.57

Due to rounding, totals may not add up accurately.

APPENDIX

FIGURE 67: COMMERCIAL TOP 25 DRUGS COST TRENDS 2018-2019

Rank	PY Rank	Change in Rank	HCPCS	Brand	PMPM			COST PER PATIENT			MEMBERS/1,000	
					2018	2019	% Change	2018	2019	% Change	2018	2019
1	1	▶	J1745	Remicade	\$2.49	\$2.30	-8%	\$35,610	\$34,839	-2%	0.30	0.27
2	2	▶	J2505	Neulasta	\$1.78	\$1.77	0%	\$29,233	\$31,213	7%	0.27	0.24
3	7	▲	J2350	Ocrevus	\$0.77	\$1.42	85%	\$77,957	\$82,688	6%	0.04	0.07
4	3	▼	J9355	Herceptin	\$1.31	\$1.33	2%	\$63,187	\$71,235	13%	0.09	0.08
5	4	▼	J931X	Rituxan	\$1.23	\$1.30	6%	\$38,774	\$42,241	9%	0.14	0.13
6	9	▲	J9271	Keytruda	\$0.74	\$1.29	74%	\$77,253	\$87,257	13%	0.04	0.06
7	5	▼	J9035	Avastin	\$1.02	\$1.15	13%	\$20,466	\$23,588	15%	0.22	0.21
8	8	▶	J3380	Entyvio	\$0.75	\$1.07	42%	\$38,349	\$40,367	5%	0.08	0.11
9	6	▼	J9299	Opdivo	\$0.93	\$1.02	10%	\$81,868	\$92,437	13%	0.05	0.05
10	11	▲	J9306	Perjeta	\$0.62	\$0.73	18%	\$58,706	\$66,489	13%	0.06	0.05
11	12	▲	J2323	Tysabri	\$0.59	\$0.66	12%	\$65,840	\$71,220	8%	0.04	0.04
12	15	▲	J1300	Soliris	\$0.45	\$0.64	42%	\$457,591	\$474,998	4%	0.00	0.01
13	10	▼	J1561	Gamunex-C/Gammaked	\$0.64	\$0.63	-2%	\$55,317	\$48,083	-13%	0.04	0.05
14	13	▼	J1569	Gammagard Liquid	\$0.51	\$0.54	6%	\$46,865	\$46,606	-1%	0.04	0.05
15	14	▼	J0897	Xgeva/Prolia	\$0.47	\$0.53	13%	\$4,997	\$5,206	4%	0.41	0.43
16	17	▲	J2357	Xolair	\$0.39	\$0.41	6%	\$20,143	\$19,417	-4%	0.08	0.08
17	16	▼	J0585	Botox	\$0.39	\$0.40	2%	\$3,046	\$3,206	5%	0.55	0.51
18	24	▲	J9145	Darzalex	\$0.26	\$0.38	48%	\$107,326	\$114,044	6%	0.01	0.01
19	20	▲	J1459	Privigen	\$0.32	\$0.38	21%	\$45,478	\$47,356	4%	0.03	0.03
20	21	▲	J0178	Eylea	\$0.31	\$0.38	24%	\$11,041	\$11,778	7%	0.12	0.13
21	18	▼	J9228	Yervoy	\$0.33	\$0.36	11%	\$112,689	\$107,152	-5%	0.01	0.02
22	23	▲	J9305	Alimta	\$0.28	\$0.35	27%	\$41,154	\$46,502	13%	0.04	0.03
23	22	▼	J0129	Orencia	\$0.29	\$0.31	7%	\$32,086	\$32,830	2%	0.04	0.04
24	55	▲	J9354	Kadcyla	\$0.12	\$0.29	142%	\$77,107	\$106,789	38%	0.01	0.01
25	19	▼	J3357	Stelara	\$0.32	\$0.29	-11%	\$42,406	\$52,879	25%	0.03	0.02

APPENDIX

FIGURE 68: MEDICARE TOP 25 DRUGS COST TRENDS 2018-2019

Rank	PY Rank	Change in Rank	HCPCS	Brand	PMPM			COST PER PATIENT			MEMBERS/1,000	
					2018	2019	% Change	2018	2019	% Change	2018	2019
1	2	▲	J9271	Keytruda	\$4.11	\$5.87	43%	\$54,249	\$52,650	-3%	0.67	0.45
2	1	▼	J0178	Eylea	\$4.12	\$4.12	0%	\$9,871	\$10,565	7%	1.55	1.92
3	3	►	J9299	Opdivo	\$3.59	\$4.02	12%	\$54,150	\$58,645	8%	0.41	0.40
4	4	►	J2505	Neulasta	\$3.39	\$2.92	-14%	\$16,927	\$16,222	-4%	1.08	1.21
5	6	▲	J2778	Lucentis	\$2.81	\$2.84	1%	\$10,247	\$10,158	-1%	1.11	1.27
6	5	▼	J931X	Rituxan	\$3.02	\$2.73	-10%	\$24,959	\$23,702	-5%	0.50	0.52
7	7	►	J0897	Xgeva/Prolia	\$2.72	\$2.68	-1%	\$3,332	\$3,049	-8%	3.67	3.53
8	8	►	J9035	Avastin	\$2.00	\$2.20	10%	\$2,797	\$3,093	11%	4.25	4.35
9	9	►	J9355	Herceptin	\$1.95	\$1.94	0%	\$43,575	\$40,237	-8%	0.29	0.27
10	13	▲	J9145	Darzalex	\$1.15	\$1.52	32%	\$60,034	\$60,730	1%	0.15	0.12
11	563	▲	J9173	Imfinzi	\$0.00	\$1.26	-	\$0	\$57,920	-	0.13	0.00
12	19	▲	J2350	Ocrevus	\$0.73	\$1.15	58%	\$40,206	\$47,184	17%	0.11	0.08
13	14	▲	J9305	Alimta	\$1.01	\$1.10	10%	\$24,986	\$23,830	-5%	0.28	0.24
14	15	▲	J1300	Soliris	\$0.94	\$1.10	17%	\$279,069	\$290,023	4%	0.02	0.01
15	34	▲	J9022	Tecentriq	\$0.44	\$0.98	123%	\$46,711	\$46,168	-1%	0.13	0.06
16	12	▼	J9041	Velcade	\$1.20	\$0.97	-19%	\$24,243	\$21,873	-10%	0.26	0.30
17	10	▼	J1745	Remicade	\$1.35	\$0.93	-31%	\$20,236	\$16,563	-18%	0.23	0.29
18	25	▲	J9228	Yervoy	\$0.57	\$0.88	54%	\$63,157	\$63,378	0%	0.08	0.06
19	11	▼	J1569	Gammagard Liquid	\$1.28	\$0.82	-35%	\$31,616	\$23,143	-27%	0.14	0.16
20	22	▲	J9306	Perjeta	\$0.67	\$0.82	22%	\$42,420	\$39,540	-7%	0.12	0.10
21	20	▼	J9217	Eligard/Lupron Depot	\$0.72	\$0.75	5%	\$1,837	\$1,887	3%	1.64	1.71
22	21	▼	J9264	Abraxane	\$0.71	\$0.69	-3%	\$18,513	\$16,283	-12%	0.25	0.23
23	16	▼	J2353	Sandostatin	\$0.83	\$0.69	-17%	\$40,901	\$35,199	-14%	0.09	0.09
24	27	▲	J0585	Botox	\$0.55	\$0.63	15%	\$2,150	\$2,363	10%	1.08	1.15
25	17	▼	J1561	Gamunex-C/Gammaked	\$0.80	\$0.62	-22%	\$29,766	\$23,345	-22%	0.10	0.10

APPENDIX

FIGURE 69: MEDICAID TOP 25 DRUGS COST TRENDS 2018-2019

Rank	PY Rank	Change in Rank	HCPCS	Brand	PMPM			COST PER PATIENT			MEMBERS/1,000	
					2018	2019	% Change	2018	2019	% Change	2018	2019
1	3	▲	J9271	Keytruda	\$0.47	\$0.84	78%	\$53,792	\$63,897	19%	0.05	0.08
2	1	▼	J1745	Remicade	\$0.85	\$0.69	-19%	\$29,974	\$25,620	-15%	0.11	0.11
3	2	▼	J2505	Neulasta	\$0.80	\$0.68	-15%	\$21,411	\$21,123	-1%	0.15	0.13
4	7	▲	J2326	Spinraza	\$0.35	\$0.53	50%	\$316,436	\$336,155	6%	0.01	0.02
5	4	▼	J9355	Herceptin	\$0.46	\$0.51	11%	\$41,545	\$46,594	12%	0.07	0.04
6	6	▶	J9299	Opdivo	\$0.40	\$0.43	7%	\$46,022	\$54,014	17%	0.05	0.03
7	14	▲	J2350	Ocrevus	\$0.22	\$0.42	96%	\$40,521	\$50,850	25%	0.02	0.03
8	5	▼	J9035	Avastin	\$0.42	\$0.40	-5%	\$11,053	\$10,668	-3%	0.23	0.22
9	9	▶	J1300	Soliris	\$0.28	\$0.39	38%	\$245,242	\$295,653	21%	0.00	0.01
10	10	▶	J9306	Perjeta	\$0.26	\$0.33	27%	\$39,023	\$43,705	12%	0.04	0.03
11	8	▼	J0585	Botox	\$0.29	\$0.29	1%	\$3,043	\$3,006	-1%	0.39	0.59
12	11	▼	J931X	Rituxan	\$0.26	\$0.28	9%	-	\$23,608	-	0.08	0.05
13	32	▲	J1726	Makena	\$0.10	\$0.28	182%	\$5,151	\$8,143	58%	0.08	0.13
14	17	▼	J2357	Xolair	\$0.18	\$0.24	30%	\$20,119	\$17,967	-11%	0.04	0.05
15	19	▲	J1428	Exondys	\$0.16	\$0.23	46%	\$1,104,165	\$925,402	-16%	0.00	0.00
16	12	▼	J2323	Tysabri	\$0.23	\$0.22	-5%	\$45,932	\$51,620	12%	0.02	0.02
17	-	-	J7170	Hemlibra	-	\$0.22	-	-	\$242,055	-	-	0.01
18	24	▲	J3380	Entyvio	\$0.14	\$0.21	48%	\$25,093	\$28,223	12%	0.02	0.03
19	15	▼	J7307	Implanon	\$0.19	\$0.21	10%	\$997	\$925	-7%	0.77	0.90
20	21	▲	J9305	Alimta	\$0.15	\$0.19	24%	\$29,310	\$33,566	15%	0.03	0.03
21	13	▼	J1561	Gamunex-C/Gammaked	\$0.22	\$0.18	-18%	\$30,762	\$29,129	-5%	0.03	0.02
22	22	▶	J7298	Mirena	\$0.15	\$0.16	6%	\$1,006	\$975	-3%	0.92	0.67
23	28	▲	J9042	Adcetris	\$0.11	\$0.16	41%	\$59,307	\$243,378	310%	0.01	0.01
24	65	▲	J0256	Aralast	\$0.04	\$0.16	266%	\$115,749	\$138,578	20%	0.00	0.00
25	-	-	J9173	Imfinzi	-	\$0.16	-	-	\$54,488	-	-	0.02

APPENDIX

FIGURE 70: 2019 TOP 10 HIGHEST-COST COMMERCIAL MEDICAL BENEFIT DRUGS

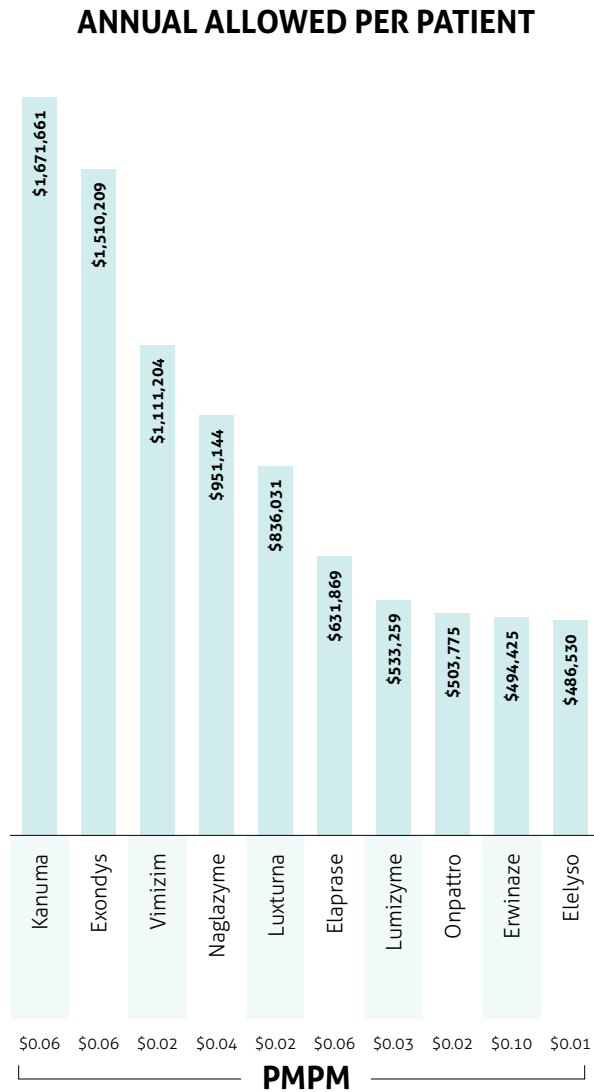


FIGURE 71: 2019 TOP 10 HIGHEST-COST MEDICARE MEDICAL BENEFIT DRUGS

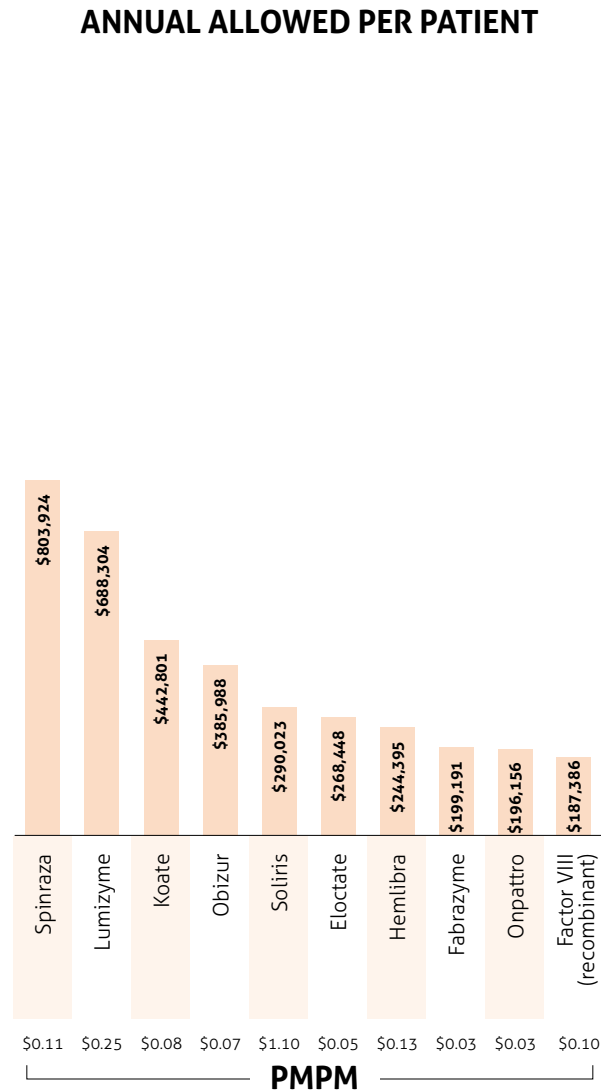
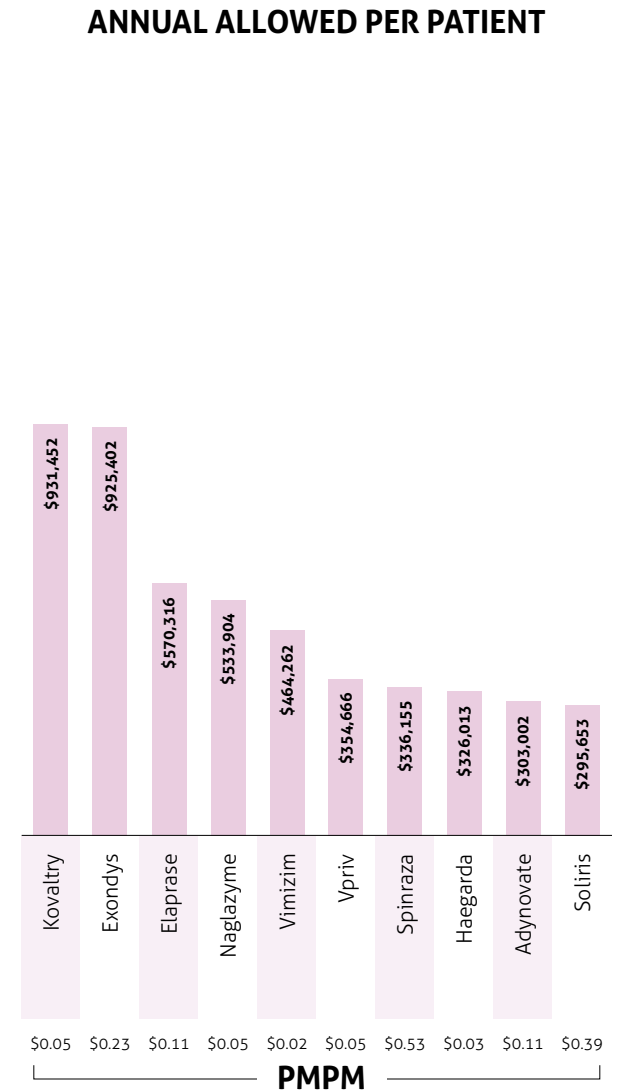


FIGURE 72: 2019 TOP 10 HIGHEST-COST MEDICAID MEDICAL BENEFIT DRUGS



APPENDIX

2019 MARKET SHARE TRENDS¹

Antihemophilic

Figure 73: Commercial

● Adynovate ● Alprolix ● Benefix ● Eloctate
● Factor VIII (Recombinant) ● Hemlibra ● Koate ● Other Agents²

Market Share

2018



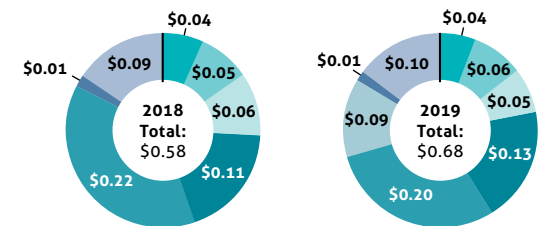
2019



Annual Cost per Patient⁴

Brand	2018	2019
Adynovate	\$316,162	\$349,852
Alprolix	\$352,440	\$449,552
Benefix	\$158,891	\$117,344
Eloctate	\$384,065	\$423,289
Factor VIII (Recombinant)	\$172,247	\$193,547
Hemlibra	-	\$225,576
Koate	\$169,527	\$106,683
Other agents ²	\$270,762	\$319,038

Allowed Amount PMPM



1 Only drugs with \$0.01 PMPM or greater were included in market share analysis.

2 Other Commercial agents were Xyntha, Alphanate, Idelvion, Nuwiq, Tretten, and Afstyla. All accounted for between 1% and 3% of market share; Xyntha accounted for \$0.03 PMPM.

3 Other Medicaid agents were Alprolix, Idelvion, Nuwiq, and Afstyla. Nuwiq accounted for 5% of market share; Alprolix and Afstyla each accounted for \$0.03 PMPM.

4 Low patient count and variable disease burden may lead to increased variability in the cost per patient compared to other disease categories.

Due to rounding, totals may not add up accurately.

Figure 74: Medicare

● Alphanate ● Benefix ● Eloctate ● Factor VIII (Recombinant)
● Hemlibra ● Koate ● Nuwiq

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Benefix	\$45,312	-
Eloctate	-	\$268,448
Factor VIII (Recombinant)	\$106,960	\$187,386
Hemlibra	-	\$244,395
Koate	\$532,739	\$442,801
Nuwiq	\$405,621	\$179,975

Allowed Amount PMPM

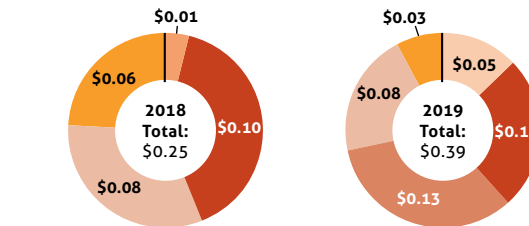
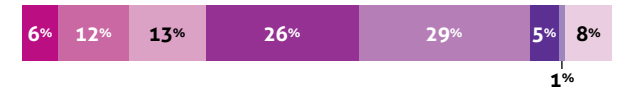


Figure 75: Medicaid

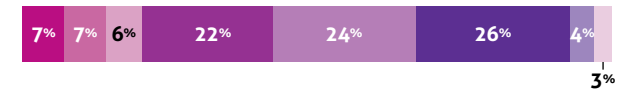
● Adynovate ● Alphanate ● Benefix ● Eloctate
● Factor VIII (Recombinant) ● Hemlibra ● Xyntha ● Other Agents³

Market Share

2018



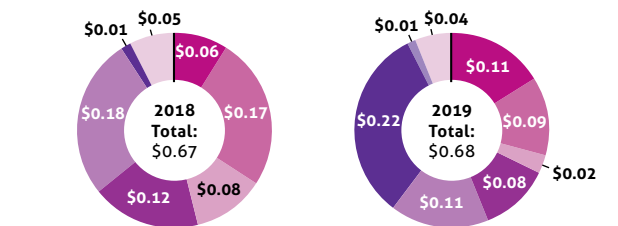
2019



Annual Cost per Patient

Brand	2018	2019
Adynovate	\$442,322	\$303,002
Alphanate	\$379,115	\$216,312
Benefix	\$107,601	\$31,049
Eloctate	\$187,235	\$149,218
Factor VIII (Recombinant)	\$135,889	\$81,500
Hemlibra	\$82,993	\$242,055
Xyntha	\$3,728	\$37,903
Other agents ³	\$137,087	\$123,510

Allowed Amount PMPM



APPENDIX

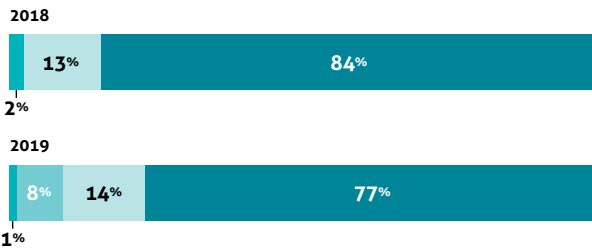
2019 MARKET SHARE TRENDS¹

Asthma/COPD

Figure 76: Commercial

● Cinqair ● Fasenra ● Nucala ● Xolair

Market Share



Annual Cost per Patient

Brand	2018	2019
Cinqair	\$33,247	\$28,880
Fasenra	\$28,525	\$18,305
Nucala	\$20,557	\$24,993
Xolair	\$20,143	\$19,417

Allowed Amount PMPM

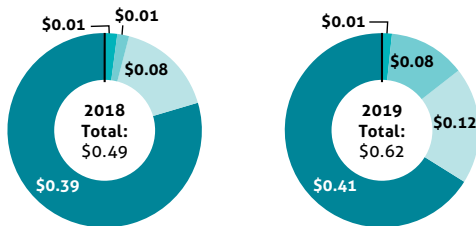
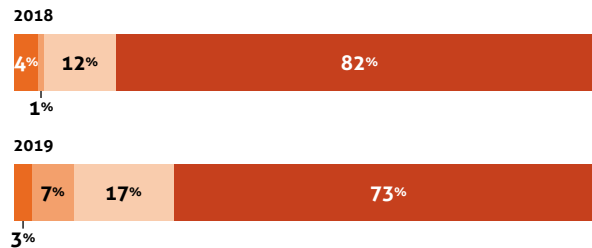


Figure 77: Medicare

● Cinqair ● Fasenra ● Nucala ● Xolair

Market Share



Annual Cost per Patient

Brand	2018	2019
Cinqair	\$17,082	\$18,209
Fasenra	\$15,511	\$17,975
Nucala	\$14,883	\$15,740
Xolair	\$17,127	\$15,134

Allowed Amount PMPM

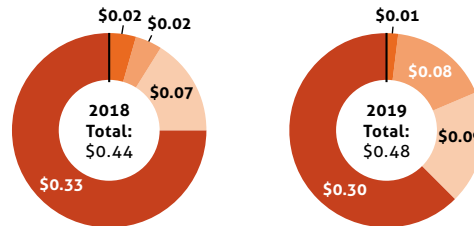
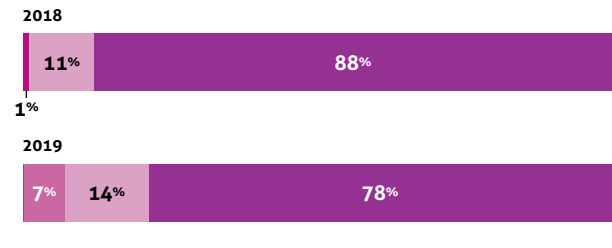


Figure 78: Medicaid

● Cinqair ● Fasenra ● Nucala ● Xolair

Market Share



Annual Cost per Patient

Brand	2018	2019
Cinqair	\$7,470	\$21,395
Fasenra	\$2,480	\$15,046
Nucala	\$14,330	\$15,049
Xolair	\$20,119	\$17,967

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

BDAIDs: Crohn's Disease/UC

Figure 79: Commercial

● Cimzia ● Entyvio ● Remicade ● Stelara ● Stelara IV

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Cimzia	\$24,425	\$26,974
Entyvio	\$38,349	\$40,367
Remicade	\$35,410	\$35,572
Stelara	\$86,429	\$132,211
Stelara IV	\$7,951	\$7,324

Allowed Amount PMPM

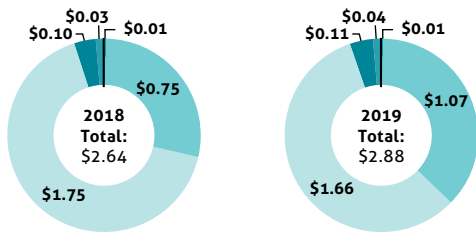


Figure 80: Medicare

● Entyvio ● Remicade ● Stelara ● Stelara IV

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Entyvio	\$28,080	\$22,299
Remicade	\$21,520	\$16,812
Stelara	\$22,686	\$48,955
Stelara IV	\$4,441	\$5,295

Allowed Amount PMPM

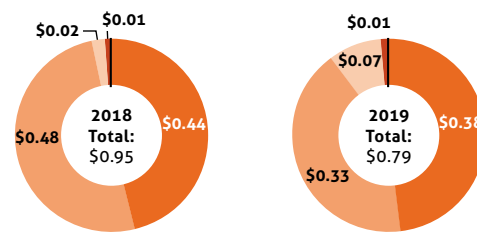
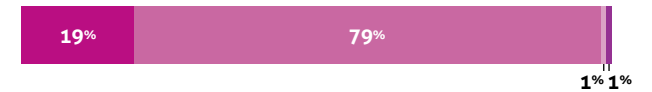


Figure 81: Medicaid

● Entyvio ● Remicade ● Stelara ● Stelara IV

Market Share

2018



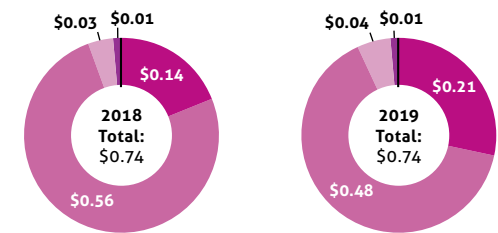
2019



Annual Cost per Patient

Brand	2018	2019
Entyvio	\$25,093	\$28,223
Remicade	\$27,992	\$24,257
Stelara	\$44,158	\$92,720
Stelara IV	\$5,670	\$4,019

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

BDAIDs: Rheumatoid Arthritis

Figure 82: Commercial

Actemra Cimzia Inflectra Orencia Remicade
Renflexis Simponi Aria

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Actemra	\$24,956	\$24,698
Cimzia	\$21,998	\$24,390
Inflectra	\$18,602	\$22,046
Orencia	\$32,086	\$32,830
Remicade	\$30,925	\$28,622
Renflexis	\$19,558	\$19,358
Simponi Aria	\$22,023	\$21,536

Allowed Amount PMPM

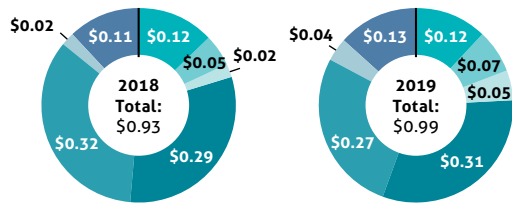


Figure 83: Medicare

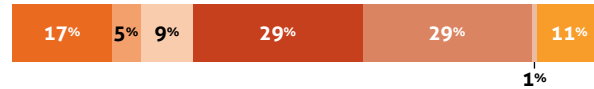
Actemra Cimzia Inflectra Orencia Remicade
Renflexis Simponi Aria

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Actemra	\$12,847	\$13,290
Cimzia	\$15,245	\$15,479
Inflectra	\$8,835	\$14,699
Orencia	\$22,366	\$22,573
Remicade	\$17,787	\$15,159
Renflexis	\$10,528	\$3,204
Simponi Aria	\$13,339	\$13,712

Allowed Amount PMPM

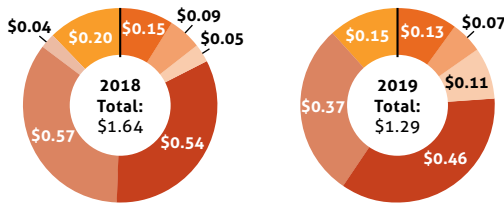
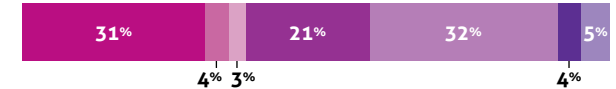


Figure 84: Medicaid

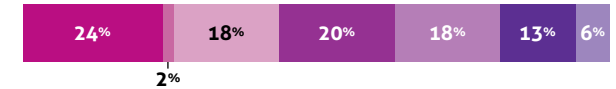
Actemra Cimzia Inflectra Orencia Remicade
Renflexis Simponi Aria

Market Share

2018



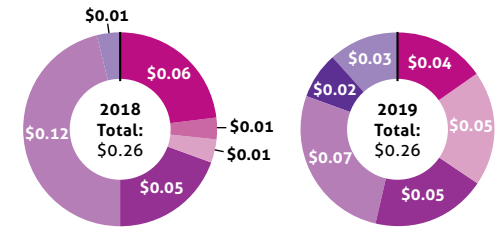
2019



Annual Cost per Patient

Brand	2018	2019
Actemra	\$24,708	\$21,390
Cimzia	\$12,102	\$13,492
Inflectra	\$8,854	\$14,198
Orencia	\$23,136	\$19,482
Remicade	\$29,569	\$19,841
Renflexis	\$4,712	\$9,007
Simponi Aria	\$13,836	\$25,886

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

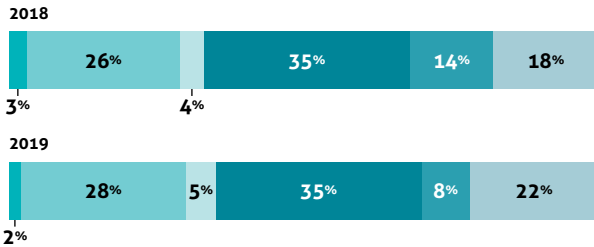
2019 MARKET SHARE TRENDS¹

Immune Globulin (IV)

Figure 85: Commercial

● Carimune/Gammagard ● Gammagard Liquid ● Gammaplex
● Gamunex-C/Gammaked ● Octagam ● Privigen

Market Share



Annual Cost per Patient

Brand	2018	2019
Carimune/Gammagard	\$46,005	\$60,701
Gammagard Liquid	\$46,865	\$46,606
Gammaplex	\$58,377	\$72,619
Gamunex-C/Gammaked	\$55,317	\$48,083
Octagam	\$33,477	\$21,830
Privigen	\$45,478	\$47,356

Allowed Amount PMPM

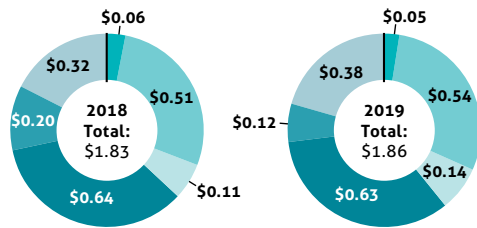
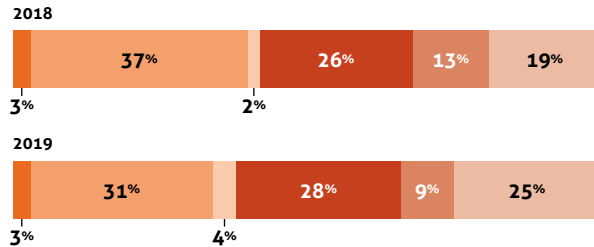


Figure 86: Medicare

● Carimune/Gammagard ● Gammagard Liquid ● Gammaplex
● Gamunex-C/Gammaked ● Octagam ● Privigen

Market Share



Annual Cost per Patient

Brand	2018	2019
Carimune/Gammagard	\$31,640	\$24,083
Gammagard Liquid	\$31,616	\$23,143
Gammaplex	\$17,694	\$64,138
Gamunex-C/Gammaked	\$29,766	\$23,345
Octagam	\$18,887	\$16,174
Privigen	\$32,925	\$17,369

Allowed Amount PMPM

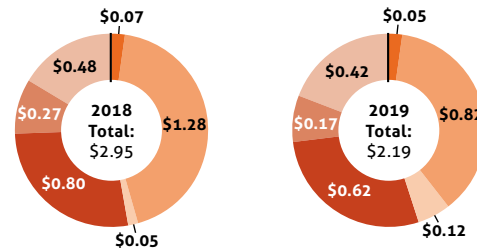
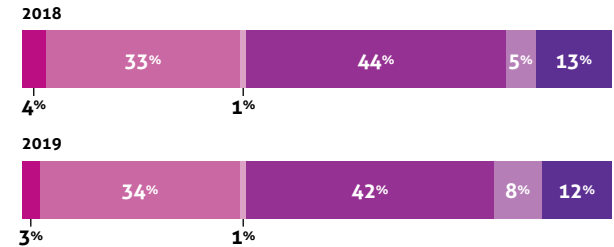


Figure 87: Medicaid

● Carimune/Gammagard ● Gammagard Liquid ● Gammaplex
● Gamunex-C/Gammaked ● Octagam ● Privigen

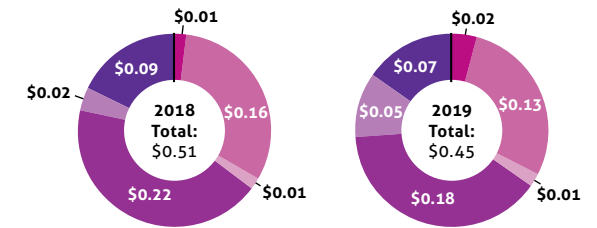
Market Share



Annual Cost per Patient

Brand	2018	2019
Carimune/Gammagard	\$22,801	\$29,881
Gammagard Liquid	\$23,426	\$22,061
Gammaplex	\$52,262	\$26,734
Gamunex-C/Gammaked	\$30,762	\$29,129
Octagam	\$21,166	\$40,121
Privigen	\$37,688	\$30,565

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

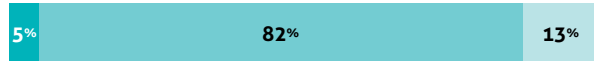
Immune Globulin (SQ)

Figure 88: Commercial

● Cuvitru ● Hizentra ● Hyqvia

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Cuvitru	\$36,382	\$44,513
Hizentra	\$47,065	\$52,654
Hyqvia	\$81,449	\$63,980

Allowed Amount PMPM

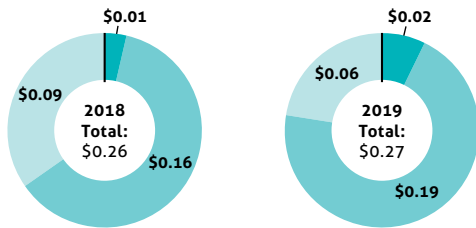
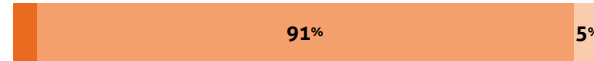


Figure 89: Medicare

● Cuvitru ● Hizentra ● Hyqvia

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Cuvitru	\$20,680	\$34,121
Hizentra	\$46,832	\$48,513
Hyqvia	\$50,809	\$52,817

Allowed Amount PMPM

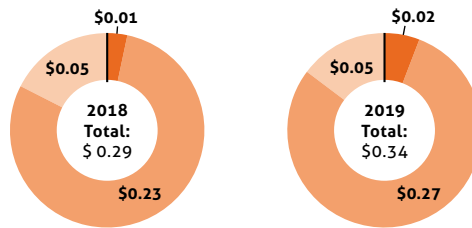


Figure 90: Medicaid

● Cuvitru ● Hizentra ● Hyqvia

Market Share

2018



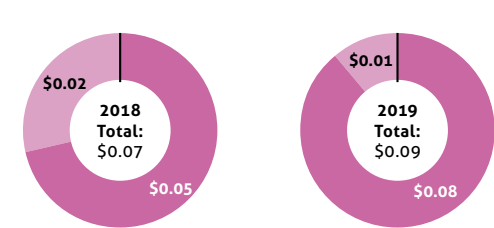
2019



Annual Cost per Patient

Brand	2018	2019
Cuvitru	\$13,807	\$38,371
Hizentra	\$28,319	\$32,354
Hyqvia	\$62,886	\$39,796

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

Oncology: Colorectal

Figure 91: Commercial

● Avastin ● Cyramza ● Erbitux ● Vectibix

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Avastin	\$45,762	\$50,112
Cyramza	\$72,447	\$78,102
Erbitux	\$60,719	\$61,064
Vectibix	\$68,555	\$69,346

Allowed Amount PMPM

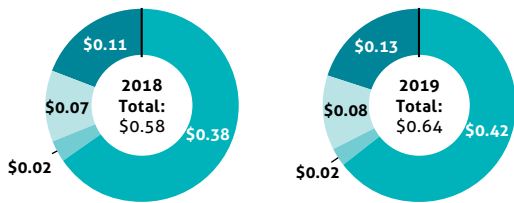


Figure 92: Medicare

● Avastin ● Cyramza ● Erbitux ● Vectibix

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Avastin	\$26,859	\$26,457
Cyramza	\$30,640	\$56,157
Erbitux	\$33,734	\$33,949
Vectibix	\$39,561	\$25,222

Allowed Amount PMPM

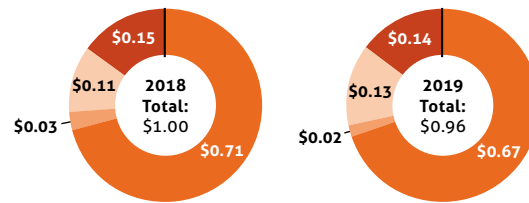
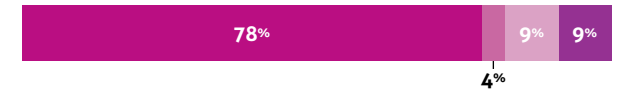


Figure 93: Medicaid

● Avastin ● Cyramza ● Erbitux ● Vectibix

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Avastin	\$29,221	\$36,357
Cyramza	\$90,509	-
Erbitux	\$30,004	\$29,182
Vectibix	\$27,666	\$38,002

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

Oncology: Multiple Myeloma

Figure 94: Commercial

● Darzalex ● Kyprolis

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Darzalex	\$107,035	\$111,550
Kyprolis	\$81,663	\$84,676

Allowed Amount PMPM

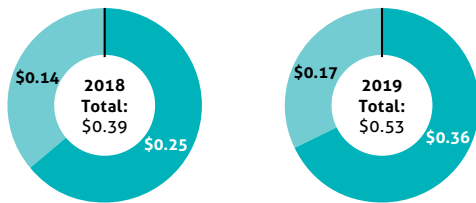


Figure 95: Medicare

● Darzalex ● Kyprolis

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Darzalex	\$58,672	\$60,687
Kyprolis	\$64,481	\$44,292

Allowed Amount PMPM

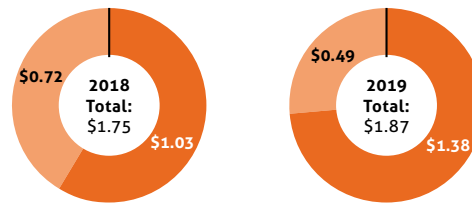


Figure 96: Medicaid

● Darzalex ● Kyprolis

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Darzalex	\$65,888	\$77,714
Kyprolis	\$71,737	\$53,433

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

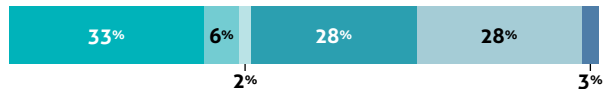
Oncology: NSCLC

Figure 97: Commercial

Alimta Avastin Cyramza Imfinzi Keytruda
Opdivo Tecentriq

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Alimta	\$37,637	\$45,893
Avastin	\$64,416	\$69,998
Cyramza	\$47,848	\$50,947
Imfinzi	-	\$98,285
Keytruda	\$70,505	\$88,659
Opdivo	\$77,711	\$83,326
Tecentriq	\$54,718	\$70,614

Allowed Amount PMPM

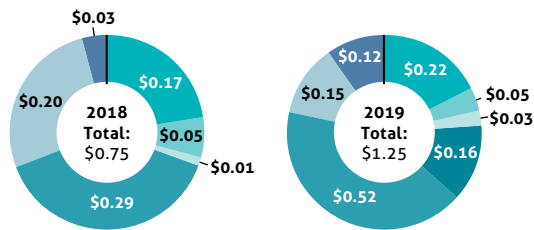
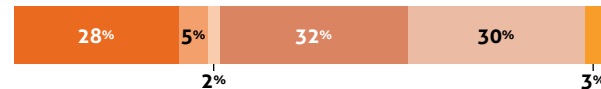


Figure 98: Medicare

Alimta Avastin Cyramza Imfinzi Keytruda
Opdivo Tecentriq

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Alimta	\$24,724	\$23,186
Avastin	\$33,180	\$34,865
Cyramza	\$18,490	\$35,311
Imfinzi	-	\$56,823
Keytruda	\$48,186	\$49,270
Opdivo	\$50,531	\$55,748
Tecentriq	\$31,822	\$41,847

Allowed Amount PMPM

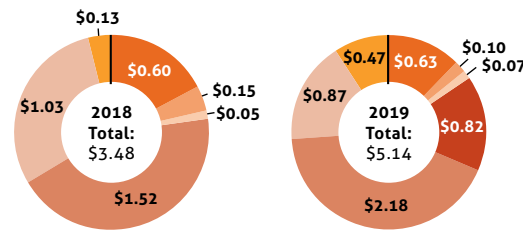


Figure 99: Medicaid

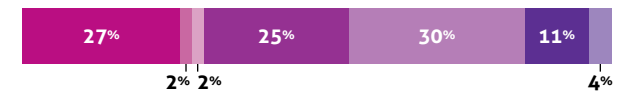
Alimta Avastin Cyramza Imfinzi Keytruda
Opdivo Tecentriq

Market Share

2018



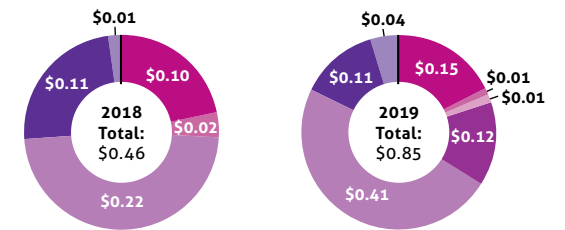
2019



Annual Cost per Patient

Brand	2018	2019
Alimta	\$29,251	\$37,956
Avastin	\$28,219	\$56,606
Cyramza	\$30,506	\$25,796
Imfinzi	-	\$54,455
Keytruda	\$54,108	\$74,987
Opdivo	\$45,534	\$58,770
Tecentriq	\$39,506	\$33,375

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

Oncology Support: Colony Stimulating Factors, Short-Acting

Figure 100: Commercial

● Granix ● Neupogen ● Nivestym ● Zarxio

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Granix	\$5,630	\$5,099
Neupogen	\$6,510	\$6,941
Nivestym	\$1,849	\$3,843
Zarxio	\$6,958	\$6,828

Allowed Amount PMPM



Figure 101: Medicare

● Granix ● Neupogen ● Nivestym ● Zarxio

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Granix	\$2,552	\$1,758
Neupogen	\$5,140	\$5,481
Nivestym	\$2,347	-
Zarxio	\$2,936	\$3,479

Allowed Amount PMPM

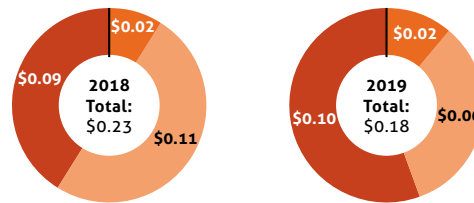


Figure 102: Medicaid

● Granix ● Neupogen ● Zarxio

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Granix	\$2,885	\$3,409
Neupogen	\$10,259	\$11,621
Zarxio	\$3,010	\$4,294

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

Oncology Support: Colony Stimulating Factors, Long-Acting

Figure 103: Commercial

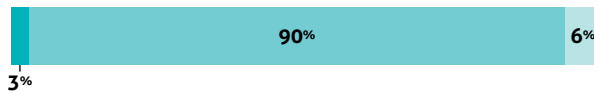
Fulphila Neulasta Udenyca

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Fulphila	\$19,522	\$34,917
Neulasta	\$47,116	\$49,425
Udenyca	-	\$41,698

Allowed Amount PMPM



Figure 104: Medicare

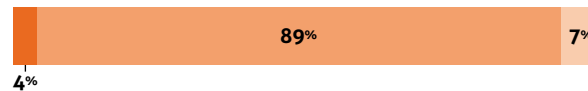
Fulphila Neulasta Udenyca

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Fulphila	\$7,991	\$20,356
Neulasta	\$28,367	\$28,084
Udenyca	-	\$22,148

Allowed Amount PMPM



Figure 105: Medicaid

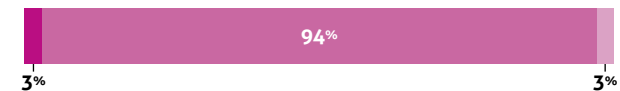
Fulphila Neulasta Udenyca

Market Share

2018



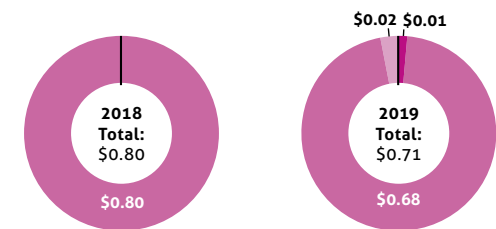
2019



Annual Cost per Patient

Brand	2018	2019
Fulphila	\$6,290	\$14,109
Neulasta	\$30,094	\$31,245
Udenyca	-	\$18,065

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

2019 MARKET SHARE TRENDS¹

Ophthalmic Injections

Figure 106: Commercial

● Avastin ● Eylea ● Lucentis ● Unclassified

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Avastin	\$288	\$298
Eylea	\$11,041	\$11,778
Lucentis	\$8,582	\$8,704
Unclassified	\$611	\$645

Allowed Amount PMPM

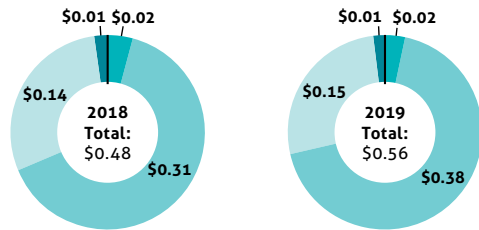


Figure 107: Medicare

● Avastin ● Eylea ● Lucentis ● Unclassified

Market Share

2018



2019



Annual Cost per Patient

Brand	2018	2019
Avastin	\$289	\$324
Eylea	\$9,871	\$10,565
Lucentis	\$10,247	\$10,158
Unclassified	\$807	\$818

Allowed Amount PMPM

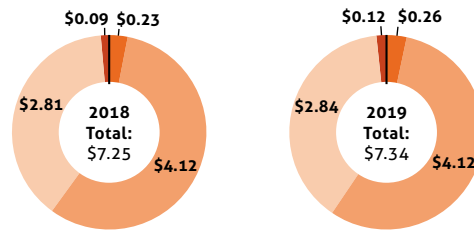


Figure 108: Medicaid

● Avastin ● Eylea ● Lucentis ● Unclassified

Market Share

2018



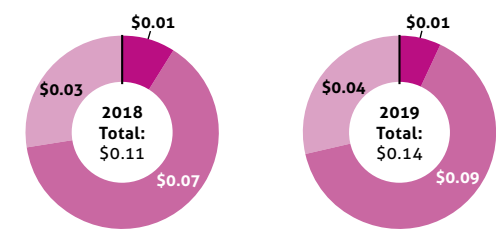
2019



Annual Cost per Patient

Brand	2018	2019
Avastin	\$238	\$392
Eylea	\$7,693	\$8,433
Lucentis	\$6,069	\$5,968
Unclassified	\$192	\$28

Allowed Amount PMPM



¹ Only drugs with \$0.01 PMPM or greater were included in market share analysis. Due to rounding, totals may not add up accurately.

APPENDIX

FIGURE 109: 2019 COMMERCIAL TOP 25 DRUGS COST TRENDS BY SITE OF SERVICE

Rank	HCPCS	Brand	COST PER CLAIM			COST PER UNIT			MARKET SHARE BY SOS		
			HOME	HOSPITAL OP	PHYSICIAN	HOME	HOSPITAL OP	PHYSICIAN	HOME	HOSPITAL OP	PHYSICIAN
1	J1745	Remicade	\$6,185	\$7,975	\$3,991	\$128	\$170	\$81	12%	29%	59%
2	J2505	Neulasta	-	\$9,722	\$5,680	\$5,967	\$1,835	\$5,674	-	50%	50%
3	J2350	Ocrevus	\$28,061	\$52,148	\$29,450	\$71	\$109	\$64	4%	51%	44%
4	J9355	Herceptin	-	\$7,192	\$4,015	\$108	\$197	\$116	-	51%	49%
5	J9312	Rituxan	-	\$11,754	\$7,170	\$109	\$190	\$105	-	52%	47%
6	J9271	Keytruda	-	\$17,697	\$10,452	\$47	\$88	\$53	-	55%	45%
7	J9035	Avastin	-	\$7,720	\$2,009	\$93	\$136	\$88	-	36%	64%
8	J3380	Entyvio	\$6,631	\$10,284	\$6,468	\$25	\$35	\$22	19%	29%	52%
9	J9299	Opdivo	-	\$15,790	\$8,257	\$22	\$50	\$30	-	52%	48%
10	J9306	Perjeta	-	\$10,870	\$5,894	\$12	\$24	\$13	-	53%	46%
11	J2323	Tysabri	\$6,439	\$11,253	\$6,448	\$23	\$38	\$23	4%	39%	57%
12	J1300	Soliris	\$29,607	\$41,727	\$27,799	\$252	\$432	\$244	28%	39%	33%
13	J1561	Gamunex-C/Gammaked	\$4,330	\$4,803	\$3,417	\$32	\$81	\$37	47%	29%	24%
14	J1569	Gammagard Liquid	\$4,107	\$6,597	\$3,847	\$33	\$105	\$57	46%	23%	31%
15	J0897	Xgeva/Prolia	\$1,283	\$3,593	\$1,655	\$21	\$36	\$21	2%	32%	66%
16	J2357	Xolair	\$2,666	\$3,056	\$2,289	\$39	\$62	\$46	19%	12%	68%
17	J0585	Botox	\$1,187	\$1,631	\$961	\$6	\$10	\$7	7%	12%	82%
18	J9145	Darzalex	-	\$10,110	\$5,648	\$53	\$98	\$60	-	49%	51%
19	J1459	Privigen	\$4,472	\$5,497	\$2,906	\$29	\$94	\$53	37%	32%	31%
20	J0178	Eylea	-	\$3,364	\$2,169	\$967	\$1,508	\$1,009	-	3%	97%
21	J9228	Yervoy	-	\$29,945	\$21,689	-	\$244	\$164	-	61%	39%
22	J9305	Alimta	-	\$8,301	\$5,025	\$78	\$127	\$76	-	56%	44%
23	J0129	Orencia	\$3,676	\$5,211	\$4,295	\$59	\$75	\$54	5%	11%	85%
24	J9354	Kadcyla	-	\$11,957	\$6,157	\$31	\$70	\$34	-	59%	41%
25	J3357	Stelara	\$17,667	\$26,722	\$14,508	\$261	\$338	\$246	30%	13%	57%

APPENDIX

FIGURE 110: 2019 MEDICARE TOP 25 DRUGS COST TRENDS BY SITE OF SERVICE

Rank	HCPCS	Brand	COST PER CLAIM			COST PER UNIT			MARKET SHARE BY SOS		
			HOME	HOSPITAL OP	PHYSICIAN	HOME	HOSPITAL OP	PHYSICIAN	HOME	HOSPITAL OP	PHYSICIAN
1	J9271	Keytruda	-	\$8,873	\$9,506	-	\$45	\$48	-	52%	48%
2	J0178	Eylea	-	\$745	\$2,017	-	\$341	\$956	-	1%	99%
3	J9299	Opdivo	-	\$8,205	\$7,792	-	\$25	\$27	-	48%	52%
4	J2505	Neulasta	-	\$4,255	\$4,622	-	\$4,255	\$4,600	-	50%	50%
5	J2778	Lucentis	-	\$1,430	\$1,736	-	\$250	\$361	-	-	100%
6	J9312	Rituxan	-	\$4,397	\$5,261	-	\$88	\$94	-	51%	49%
7	J0897	Xgeva/Prolia	\$1,239	\$1,510	\$1,486	\$21	\$17	\$19	1%	29%	70%
8	J9035	Avastin	-	\$3,568	\$354	-	\$73	\$78	-	8%	92%
9	J9355	Herceptin	-	\$2,922	\$3,352	-	\$96	\$106	-	47%	53%
10	J9145	Darzalex	-	\$4,151	\$4,606	-	\$51	\$53	-	32%	68%
11	J9173	Imfinzi	-	\$3,303	\$3,396	-	\$76	\$72	-	42%	58%
12	J2350	Ocrevus	\$30,130	\$28,326	\$26,280	\$57	\$57	\$54	4%	62%	34%
13	J9305	Alimta	-	\$3,809	\$4,010	-	\$63	\$67	-	50%	50%
14	J1300	Soliris	-	\$20,911	\$25,407	-	\$200	\$226	-	43%	57%
15	J9022	Tecentriq	-	\$7,834	\$8,938	-	\$70	\$75	-	43%	57%
16	J9041	Velcade	-	\$737	\$959	-	\$39	\$45	-	39%	61%
17	J1745	Remicade	\$4,716	\$2,627	\$3,472	\$103	\$60	\$72	1%	29%	70%
18	J9228	Yervoy	-	\$14,283	\$19,231	-	\$130	\$153	-	54%	46%
19	J1569	Gammagard Liquid	\$4,132	\$2,266	\$2,965	\$56	\$38	\$41	35%	26%	39%
20	J9306	Perjeta	-	\$4,963	\$5,357	-	\$11	\$12	-	50%	50%
21	J9217	Eligard/Lupron Depot	-	\$828	\$890	-	\$255	\$223	-	23%	77%
22	J9264	Abraxane	-	\$1,638	\$1,641	-	\$11	\$12	-	42%	58%
23	J2353	Sandostatin	\$6,422	\$5,270	\$5,493	\$214	\$184	\$179	1%	62%	37%
24	J0585	Botox	-	\$918	\$847	-	\$6	\$6	-	10%	90%
25	J1561	Gamunex-C/Gammaked	\$2,552	\$2,199	\$2,965	\$48	\$38	\$39	32%	37%	31%

APPENDIX

FIGURE 111: 2019 MEDICAID TOP 25 DRUGS COST TRENDS BY SITE OF SERVICE

Rank	HCPCS	Brand	COST PER CLAIM			COST PER UNIT			MARKET SHARE BY SOS		
			HOME	HOSPITAL OP	PHYSICIAN	HOME	HOSPITAL OP	PHYSICIAN	HOME	HOSPITAL OP	PHYSICIAN
1	J9271	Keytruda	-	\$11,295	\$10,887	-	\$57	\$54	-	76%	24%
2	J1745	Remicade	\$4,549	\$6,779	\$3,399	\$81	\$128	\$75	12%	55%	33%
3	J2505	Neulasta	\$4,913	\$6,681	\$5,130	\$4,913	\$6,681	\$5,130	1%	59%	41%
4	J2326	Spinraza	-	\$108,656	-	-	\$916	-	-	100%	-
5	J9355	Herceptin	-	\$4,137	\$3,966	-	\$122	\$130	-	65%	35%
6	J2350	Ocrevus	\$31,507	\$27,261	\$26,919	\$61	\$60	\$65	12%	78%	10%
7	J9299	Opdivo	-	\$9,058	\$9,202	-	\$32	\$30	-	68%	32%
8	J9035	Avastin	-	\$4,787	\$1,290	-	\$113	\$88	-	38%	62%
9	J1300	Soliris	\$31,141	\$32,284	\$26,498	\$231	\$282	\$252	3%	83%	14%
10	J9306	Perjeta	-	\$6,753	\$6,162	-	\$15	\$14	-	70%	30%
11	J0585	Botox	-	\$1,173	\$1,104	-	\$6	\$7	-	25%	75%
12	J9312	Rituxan	\$11,757	\$6,295	\$5,292	\$95	\$115	\$99	3%	76%	21%
13	J1726	Makena	\$1,025	\$958	\$998	\$30	\$39	\$27	57%	6%	37%
14	J2357	Xolair	-	\$1,880	\$2,261	-	\$42	\$40	-	35%	64%
15	J1428	Exondys	\$30,242	-	-	\$169	-	-	100%	-	-
16	J2323	Tysabri	\$6,553	\$7,876	\$7,262	\$22	\$27	\$25	6%	67%	27%
17	J7170	Hemlibra	\$10,262	\$45,123	-	\$49	\$76	-	53%	47%	-
18	J3380	Entyvio	\$6,100	\$6,893	\$6,064	\$20	\$24	\$20	20%	62%	19%
19	J7307	Implanon	-	\$846	\$904	-	\$846	\$904	-	13%	87%
20	J9305	Alimta	-	\$4,686	\$4,739	-	\$80	\$77	-	71%	29%
21	J1561	Gamunex-C/Gammaked	\$2,517	\$3,078	\$3,117	\$43	\$70	\$42	28%	56%	16%
22	J7298	Mirena	-	\$915	\$942	-	\$915	\$942	-	17%	83%
23	J9042	Adcetris	-	\$18,825	\$13,589	-	\$170	\$177	-	68%	32%
24	J0256	Aralast	\$2,201	\$20,672	\$1,943	\$3	\$45	\$5	60%	32%	8%
25	J9173	Imfinzi	-	\$3,770	\$4,040	-	\$80	\$78	-	71%	29%

APPENDIX

FIGURE 112: 2019 HOSPITAL ADMINISTRATION CODE TRENDS BY LOB

CPT	DESCRIPTION	COMMERCIAL		MEDICARE		MEDICAID	
		PMPM	UNIT COST	PMPM	UNIT COST	PMPM	UNIT COST
96413	Chemotherapy administration, intravenous infusion technique; up to 1 hour, single or initial substance/drug	\$0.61	\$605.45	\$1.11	\$361.02	\$0.08	\$232.39
96375	Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); each additional sequential intravenous push of a new substance/drug	\$0.30	\$127.97	\$0.25	\$61.19	\$0.05	\$24.74
96365	Intravenous infusion, for therapy, prophylaxis, or diagnosis (specify substance or drug); initial, up to 1 hour	\$0.27	\$337.82	\$0.57	\$297.63	\$0.07	\$92.56
96374	Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); intravenous push, single or initial substance/drug	\$0.23	\$181.38	\$0.47	\$189.75	\$0.10	\$58.42
96361	Intravenous infusion, hydration; each additional hour	\$0.17	\$90.68	\$0.12	\$49.69	\$0.12	\$38.12
96372	Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); subcutaneous or intramuscular	\$0.11	\$82.24	\$0.15	\$122.74	\$0.04	\$23.76
96415	Chemotherapy administration, intravenous infusion technique; each additional hour	\$0.11	\$224.63	\$0.06	\$64.03	\$0.01	\$56.14
96360	Intravenous infusion, hydration; initial, 31 minutes to 1 hour	\$0.09	\$301.81	\$0.10	\$248.20	\$0.03	\$86.49
96367	Intravenous infusion, for therapy, prophylaxis, or diagnosis (specify substance or drug); additional sequential infusion of a new drug/substance, up to 1 hour	\$0.08	\$184.29	\$0.24	\$168.91	\$0.03	\$74.52
96417	Chemotherapy administration, intravenous infusion technique; each additional sequential infusion (different substance/drug), up to 1 hour	\$0.08	\$277.84	\$0.04	\$67.39	\$0.01	\$85.31
96366	Intravenous infusion for therapy, prophylaxis, or diagnosis (specify substance or drug); each additional hour	\$0.06	\$110.26	\$0.05	\$38.25	\$0.02	\$31.86
96416	Chemotherapy administration, intravenous infusion technique; initiation of prolonged chemotherapy infusion (more than 8 hours), requiring use of a portable or implantable pump	\$0.04	\$575.10	\$0.03	\$269.33	-	-
96411	Chemotherapy administration; intravenous, push technique, each additional substance/drug	\$0.04	\$274.68	\$0.02	\$74.21	\$0.00	\$81.91
20610	Under general introduction or removal procedures on the musculoskeletal system	\$0.04	\$449.70	\$0.05	\$177.16	\$0.00	\$92.87
96376	Intravenous push, single or initial substance/drug; each additional sequential intravenous push of the same substance/drug provided in a facility	\$0.03	\$67.05	-	-	\$0.01	\$13.50
96409	Chemotherapy administration; intravenous, push technique; single or initial substance/drug	\$0.03	\$408.45	\$0.06	\$315.51	\$0.01	\$179.08
67028	Intravitreal injection of a pharmacologic agent (separate procedure)	\$0.02	\$860.02	\$0.05	\$427.14	\$0.00	\$163.99
96401	Chemotherapy administration, subcutaneous or intramuscular; nonhormonal antineoplastic	\$0.02	\$154.16	\$0.05	\$141.11	\$0.00	\$71.65
96402	Chemotherapy administration, subcutaneous or intramuscular; hormonal antineoplastic	\$0.02	\$236.41	\$0.04	\$192.66	-	-
90471	Immunization administration through 18 years of age via any route of administration; first or only component of each vaccine or toxoid administered	\$0.02	\$72.44	\$0.00	\$41.66	\$0.01	\$9.82
96450	Chemotherapy administration, into CNS (e.g., intrathecal), requiring and including spinal puncture	\$0.01	\$780.39	-	-	-	-
96368	Intravenous infusion for therapy, prophylaxis, or diagnosis (specify substance or drug); concurrent infusion	\$0.01	\$162.74	\$0.02	\$894.21	-	-
96523	Irrigation of implanted venous access device for drug-delivery systems	\$0.01	\$152.96	\$0.02	\$83.69	-	-
95165	Supervision of preparation and provision of antigens for allergen immunotherapy; single or multiple antigens (specify number of doses)	\$0.01	\$36.13	\$0.00	\$2.96	-	-
95117	Immunotherapy injections	\$0.01	\$107.03	\$0.00	\$59.23	-	-
G0008	Administration of influenza virus vaccine	\$0.00	\$31.81	\$0.02	\$34.00	\$0.00	\$6.25
G0009	Administration of pneumococcal vaccine	\$0.00	\$46.20	\$0.01	\$33.24	\$0.00	\$6.84

APPENDIX

FIGURE 113: 2019 PHYSICIAN OFFICE ADMINISTRATION CODE TRENDS BY LOB

CPT	DESCRIPTION	COMMERCIAL		MEDICARE		MEDICAID	
		PMPM	UNIT COST	PMPM	UNIT COST	PMPM	UNIT COST
90460	Immunization administration through 18 years of age via any route of administration, with counseling by physician or other qualified healthcare professional; first or only component of each vaccine or toxoid administered	\$0.37	\$23.91	-	-	\$0.65	\$22.59
96372	Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); subcutaneous or intramuscular	\$0.35	\$25.51	\$0.39	\$15.90	\$0.10	\$17.67
95165	Supervision of preparation and provision of antigens for allergen immunotherapy; single or multiple antigens (specify number of doses)	\$0.32	\$13.81	\$0.08	\$12.88	-	-
20610	Under general introduction or removal procedures on the musculoskeletal system	\$0.26	\$102.88	\$0.64	\$59.33	\$0.03	\$77.90
96413	Chemotherapy administration, intravenous infusion technique; up to 1 hour, single or initial substance/drug	\$0.26	\$212.56	\$0.56	\$142.58	\$0.03	\$125.18
90471	Immunization administration through 18 years of age via any route of administration; first or only component of each vaccine or toxoid administered	\$0.26	\$23.61	\$0.14	\$18.94	\$0.04	\$8.58
90461	Immunization administration each additional component	\$0.14	\$12.99	-	-	\$0.12	\$27.95
67028	Intravitreal injection of a pharmacologic agent (separate procedure)	\$0.09	\$194.68	\$0.86	\$115.36	\$0.03	\$290.07
96365	Intravenous infusion, for therapy, prophylaxis, or diagnosis (specify substance or drug); initial, up to 1 hour	\$0.08	\$93.22	\$0.16	\$71.14	\$0.01	\$54.12
95117	Immunotherapy injections	\$0.06	\$13.73	\$0.02	\$9.99	-	-
96401	Chemotherapy administration, subcutaneous or intramuscular; nonhormonal antineoplastic	\$0.05	\$88.15	\$0.13	\$74.71	\$0.01	\$42.55
96367	Intravenous infusion, for therapy, prophylaxis, or diagnosis (specify substance or drug); additional sequential infusion of a new drug/substance, up to 1 hour	\$0.04	\$47.95	\$0.11	\$30.97	\$0.04	\$107.34
96375	Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); each additional sequential intravenous push of a new substance/drug	\$0.03	\$34.05	\$0.05	\$17.41	\$0.00	\$16.75
96417	Chemotherapy administration, intravenous infusion technique; each additional sequential infusion (different substance/drug), up to 1 hour	\$0.03	\$111.26	\$0.07	\$67.26	\$0.00	\$61.73
96415	Chemotherapy administration, intravenous infusion technique; each additional hour	\$0.03	\$47.04	\$0.06	\$30.83	\$0.00	\$28.05
90472	Immunization administration through 18 years of age via any route of administration	\$0.03	\$14.66	\$0.01	\$13.54	\$0.02	\$8.39
96416	Chemotherapy administration, intravenous infusion technique; initiation of prolonged chemotherapy infusion (more than 8 hours), requiring use of a portable or implantable pump	\$0.03	\$250.67	\$0.03	\$157.91	-	-
96411	Chemotherapy administration; intravenous push technique, each additional substance/drug	\$0.01	\$96.99	\$0.03	\$58.89	\$0.00	\$51.66
96374	Therapeutic, prophylactic, or diagnostic injection (specify substance or drug); intravenous push, single or initial substance/drug	\$0.01	\$72.62	\$0.02	\$40.28	\$0.00	\$41.36
96360	Intravenous infusion, hydration; initial, 31 minutes to 1 hour	\$0.01	\$78.25	\$0.02	\$41.97	\$0.00	\$45.49
96366	Intravenous infusion for therapy, prophylaxis, or diagnosis (specify substance or drug); each additional hour	\$0.01	\$31.89	\$0.02	\$23.95	\$0.00	\$24.26
95115	Immunotherapy one injection	\$0.01	\$11.91	-	-	-	-
G0008	Administration of influenza virus vaccine	\$0.01	\$22.23	\$0.25	\$18.31	-	-

GLOSSARY

ACO.....	accountable care organization	KOL.....	key opinion leader
AMD.....	age-related (wet) macular degeneration	LOB.....	line of business
AMP.....	average manufacturer price	MA.....	Medicare Advantage
ASP.....	average sales price	MCO.....	managed care organization
AWP.....	average wholesale price	MoAb.....	monoclonal antibody
BDAIDs.....	biologic drugs for autoimmune disorders	MS.....	multiple sclerosis
CAR-T.....	chimeric antigen receptor therapy	NCCN.....	National Comprehensive Cancer Network
COE.....	centers of excellence	NCQA.....	National Committee for Quality Assurance
COPD.....	chronic obstructive pulmonary disease	NMEs.....	new molecular entities
COVID-19.....	severe acute respiratory syndrome coronavirus 2	NDC.....	National Drug Code
CPT.....	Current Procedural Terminology	P&T.....	pharmacy and therapeutics
CRL.....	complete response letter	PA.....	prior authorization
Crohn's/UC.....	Crohn's Disease/Ulcerative Colitis	PBM.....	pharmacy benefit manager
CSF.....	colony-stimulating factors	PDL.....	preferred drug list
ER.....	extended release	PMPM.....	per member per month
ESA.....	erythropoiesis-stimulating agent	PPPY.....	per patient per year
ESRD.....	end stage renal disease	PSCE.....	post-service claim edits
FDA.....	U.S. Food and Drug Administration	RA.....	rheumatoid arthritis
HCPCS.....	Healthcare Common Procedure Coding System	SOS.....	site of service
HEDIS.....	Healthcare Effectiveness Data and Information Set	SPP.....	specialty pharmacy provider
HI.....	home infusion	SQ.....	subcutaneous
HOP.....	hospital outpatient	TPA.....	third party administrator
ICER.....	Institute for Clinical and Economic Review	UC.....	ulcerative colitis
ICU.....	Intensive Care Unit	UM.....	utilization management
IG.....	immune globulin	WAC.....	wholesale acquisition cost
IV.....	intravenous	XR.....	extended release
IVIG.....	intravenous immune globulin	YOY.....	year over year

