



Drug Trend Summary 2018

As an independent, transparent pharmacy benefit manager, ClearScript delivers maximum value to our clients through our lowest-net-cost strategies and commitment to member health.

Despite increasing utilization and rising drug costs, **ClearScript was able to hold overall drug trend to less than 1%** for our commercial clients in 2018.

ClearScript's commercial clients experienced

\$68.85
PMPM

Significantly lower than most of our PBM competitors.

ClearScript achieved these results through strategic formulary and utilization management, aggressive network discounts and MAC pricing, and our targeted approach to managing trend for every client's unique drug spend.

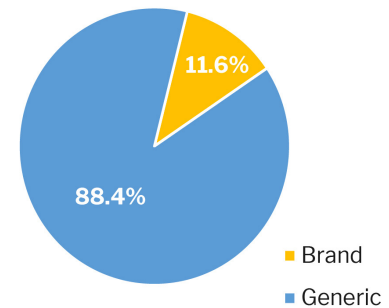
Commercial Drug Trend

Drug Type	Drug Status	Drug Trend
Traditional	Generic	-5.9%
	Brand	4.8%
	Total	0.1%
Specialty	Generic	7.1%
	Brand	1.8%
	Total	2.0%
Overall PMPM Drug Trend		1.0%¹

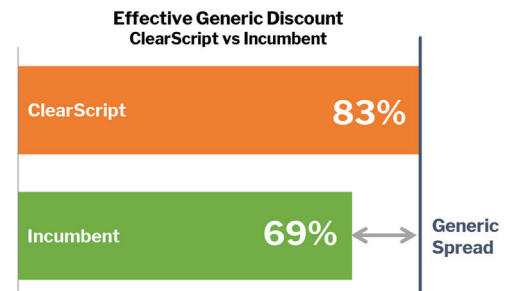
Generic Spread | ClearScript vs. PBM Competitors

In 2018, our commercial clients experienced **88.4%** generic utilization.

Unlike many PBMs, ClearScript does not engage in spread pricing. On average, **our clients saved 13% over our competitors** — largely driven by passing 100% of network generic discounts to our clients.

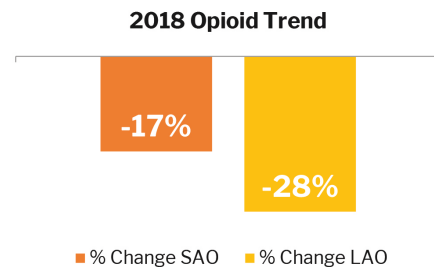


If your overall generic discount is less than 80%, there is a high probability your PBM is retaining spread.



Program Highlight | Opioid Management

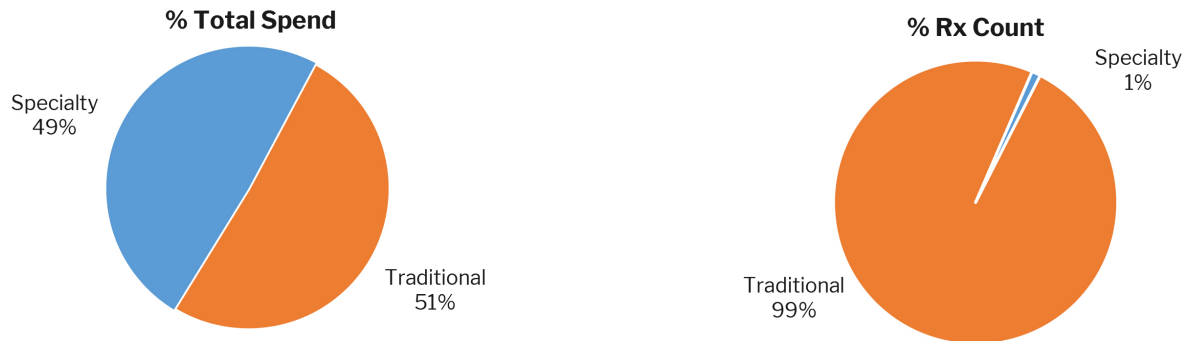
Our Opioid Management Program leverages utilization management strategies and point of service edits to promote the safe utilization of opioids for pain management.



The result — a big reduction in short-acting (SAO) and long-acting opioid (LAO) prescriptions per member.

Drug Trend Highlights | 2018

Specialty drug costs continue to increase, comprising 49% of total spend while accounting for just 1% of prescriptions.



Top Categories by Total Spend | Four drug categories experienced **negative trend** in 2018.

Category	Drug Spend ² (%Total)	Drug Trend ³
1 ANTI-INFLAMMATORY	23.4%	5.5%
2 DIABETES	14.3%	15.7%
3 MULTIPLE SCLEROSIS	6.8%	-10.7%
4 CANCER	6.1%	21.6%
5 ASTHMA/COPD	6.1%	5.4%
6 DEPRESSION	3.0%	-4.4%
7 HIV	2.9%	22.1%
8 ADHD	2.8%	-4.2%
9 SEIZURE MEDICATIONS	2.8%	12.6%
10 BLOOD PRODUCTS/MODIFIERS	2.7%	-31.1%

Top Drugs by Total Spend

Drug	Category	Drug Spend ² (%Total)
1 HUMIRA	ANTI-INFLAMMATORY	12.0%
2 ENBREL SURECLICK	ANTI-INFLAMMATORY	2.2%
3 COPAXONE	MULTIPLE SCLEROSIS	1.6%
4 TECFIDERA	MULTIPLE SCLEROSIS	1.2%
5 STELARA	ANTI-INFLAMMATORY	2.1%
6 LANTUS SOLOSTAR	DIABETES	1.5%
7 ADVAIR DISKUS	ASTHMA/COPD	1.3%
8 NOVOLOG	DIABETES	1.1%
9 REVLIMID	CANCER	1.2%
10 VICTOZA 3-PAK	DIABETES	1.1%

DENOTES SPECIALTY MEDICATIONS

¹Overall PMPM drug trend rounded up

²Total drug costs net of pharmacy discounts, reported before application of pharmaceutical rebates

³Reported net of rebates and pharmacy discounts

Reported 2018 Trend: Represents overall spend (plan + member - rebates) per member for ClearScript commercial (non-exchange) clients with continuous participation from 2017 - 2018.