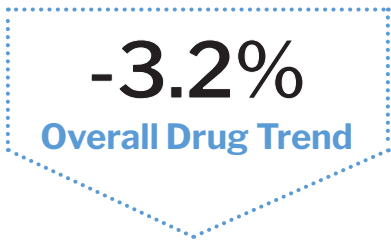




2017 DRUG TREND SUMMARY

ClearScript is a transparent, independent Pharmacy Benefit Manager focused on lowest net cost solutions and dedicated to optimal health outcomes for your members. Our programs are sensible, yet aggressive when managing cost, utilization and waste in your pharmacy benefit.

In addition to achieving **industry leading \$70.79 PMPM** (over 20% better than the “big” PBMs), ClearScript’s commercial clients experienced:



Primary trend solutions include flexible formulary and utilization management programs, targeted initiatives for client-specific utilization issues, and aggressive rebates and pharmacy network discounts.

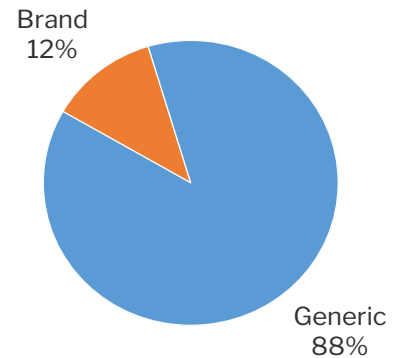
ClearScript Commercial 2017 Drug Trend

Drug Type	Drug Status	Drug Trend
Traditional	Generic	-16.9%
	Brand	-9.9%
	Total	-15.5%
Specialty	Generic	2.1%
	Brand	6.4%
	Total	8.0%
Overall Drug Trend		-3.2%

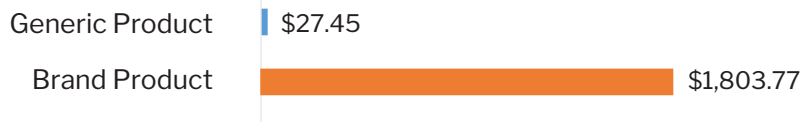
Generic Utilization

Lowest net cost strategies and generic drug preferred formularies resulted in an industry leading 88 percent generic drug utilization in 2017.

Plan sponsors and members can see significant savings by using generic equivalents.



Total cost per 30-day supply Depression Medication

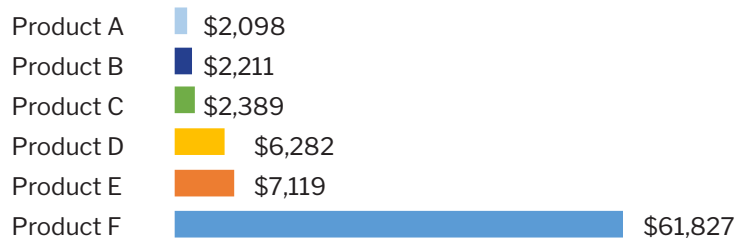


Program Highlight - High Dollar Exclusions

High dollar exclusions take costs out of the plan by excluding coverage for higher cost medications when clinically appropriate lower cost alternatives are available on the formulary.

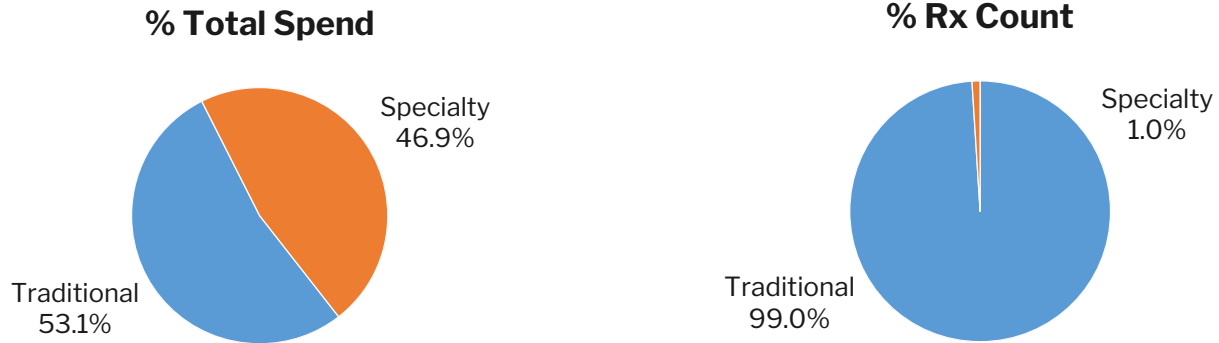
\$3 to \$5 PMPM Average Overall Program Savings

Average Plan Savings Per Rx



2017 Drug Trend Highlights

Specialty drug costs continue to increase, comprising 47% of total spend while only accounting for 1% of prescriptions.



Three drug categories experienced **negative trend** in 2017

	Category	Drug Spend ¹ (%Total)	Drug Trend ²
1	ANTI-INFLAMMATORY	19%	12%
2	DIABETES	13%	-10%
3	MULTIPLE SCLEROSIS	8%	4%
4	CANCER	6%	4%
5	ASTHMA/ COPD	5%	-21%
6	BLOOD PRODUCTS/MODIFIERS	4%	27%
7	DEPRESSION	3%	10%
8	ADHD	3%	-29%
9	HIV	3%	10%
10	SEIZURE MEDS	2%	12%

DENOTES A SPECIALTY MEDICATION

¹Total drug costs net of pharmacy discounts, reported before application of pharmaceutical rebates

²Reported net of rebates and pharmacy discounts

	Drug	Category	Drug Spend ¹ (%Total)
1	HUMIRA PEN	ANTI-INFLAMMATORY	12%
2	ENBREL SURECLICK	ANTI-INFLAMMATORY	-10%
3	COPAXONE	MULTIPLE SCLEROSIS	4%
4	HUMIRA	ANTI-INFLAMMATORY	4%
5	TECFIDERA	MULTIPLE SCLEROSIS	-21%
6	STELARA	ANTI-INFLAMMATORY	27%
7	LANTUS SOLOSTAR	DIABETES	10%
8	ADVAIR DISKUS	ASTHMA	-29%
9	ORKAMBI	CYSTIC FIBROSIS	10%
10	HUMALOG	DIABETES	12%

DENOTES A SPECIALTY MEDICATION

¹Total drug costs net of pharmacy discounts, reported before application of pharmaceutical rebates

Reported 2017 Trend: Represents a net decrease in overall spend (plan + member- rebates) per 30-day prescription for ClearScript commercial (non-exchange) clients with continuous participation from 2016 – 2017.