

Southern New Jersey

Q1 2023

Top Line Performance Metrics

Southern New Jersey Reg EBF			
Description	Q1 2023	Q1 2022	Change
Avg Subscribers per Month	2,058	1,864	10.4%
Avg Members per Month	4,989	4,593	8.6%
Number of Unique Patients	3,024	2,464	22.7%
Pct Members Utilizing Benefit	60.6%	53.6%	7.0
Plan Cost Net	\$1,405,797	\$1,183,172	18.8%
Total Days	606,659	538,413	12.7%
Total Adjusted Rx	23,050	20,076	14.8%
Average Member Age	34.8	34.7	0.2%
Plan Cost Net PMPM	\$93.93	\$85.87	9.4%
Plan Cost Net/Day	\$2.32	\$2.20	5.4%
Plan Cost Net per Adjusted Rx	\$60.99	\$58.93	3.5%
Nbr Adjusted Rx PMPM	1.54	1.46	5.7%
Generic Fill Rate	86.8%	87.1%	-0.3
90 Day Utilization	68.0%	66.3%	1.8
Retail - Maintenance 90 Utilization	34.0%	30.5%	3.4
Home Delivery Utilization	34.1%	35.7%	-1.7
Member Cost Net %	25.8%	24.6%	1.2
Specialty Percent of Plan Cost Net	42.0%	41.2%	0.8
Specialty Plan Cost Net PMPM	\$39.45	\$35.39	11.5%
Formulary Compliance Rate	98.7%	97.8%	1.0

Government - Northeast Region	
Q1 2023	Change
41.8	-0.2%
\$153.32	6.2%
\$2.98	3.5%
\$80.26	3.2%
1.91	3.0%
86.1%	-0.1
71.2%	0.2
26.5%	1.9
44.7%	-1.7
13.3%	1.2
48.5%	-1.3
\$74.39	3.4%
98.1%	0.4



Key Statistics: Specialty Detailed

Description	Southern New Jersey Reg EBF					
	Non-Specialty			Specialty		
	Q1 2023	Q1 2022	Change	Q1 2023	Q1 2022	Change
Avg Subscribers per Month	2,058	1,864	10.4%	2,058	1,864	10.4%
Avg Members per Month	4,989	4,593	8.6%	4,989	4,593	8.6%
Number of Unique Patients	3,021	2,457	23.0%	86	74	16.2%
Pct Members Utilizing Benefit	60.6%	53.5%	7.1	1.7%	1.6%	0.1
Total Plan Cost Net	\$815,421	\$695,572	17.2%	\$590,376	\$487,600	21.1%
Percent of Total Plan Cost Net	58.0%	58.8%	-0.8	42.0%	41.2%	0.8
Total Days	598,465	531,754	12.5%	8,194	6,659	23.1%
Total Adjusted Rxs	22,754	19,835	14.7%	296	241	22.8%
Percent of Total Adjusted Rxs	98.72%	98.80%	-0.1	1.28%	1.20%	0.1
Plan Cost Net PMPM	\$54.48	\$50.48	7.9%	\$39.45	\$35.39	11.5%
Plan Cost Net/Day	\$1.36	\$1.31	4.2%	\$72.05	\$73.22	-1.6%
Plan Cost Net per Adjusted Rx	\$35.84	\$35.07	2.2%	\$1,994.52	\$2,023.24	-1.4%
Nbr Adjusted Rxs PMPM	1.52	1.44	5.6%	0.02	0.02	13.1%
Generic Fill Rate	87.5%	87.9%	-0.3	27.4%	19.9%	7.4
Member Cost Net %	17.0%	18.0%	-0.9	35.2%	32.3%	2.9

Specialty Government - Northeast Region	
Q1 2023	Change
\$74.39	3.4%
\$118.62	-4.2%
\$3,310.58	-4.4%
0.02	8.2%
22.8%	0.2
14.9%	2.8



Top 10 Indications

Top Indications by Plan Cost Net																
Q1 2023									Q1 2022						% Change	
Rank	Peer Rank	Indication	Adjusted		Plan Cost Net	Generic Fill Rate	Peer Generic Fill Rate	Plan Cost Net PMPM	Rank	Adjusted		Plan Cost Net	Generic Fill Rate	Plan Cost Net PMPM	Plan Cost Net PMPM	Plan Cost Net PMPM
			Rxs	Patients						Rxs	Patients					
1	2	CANCER	76	25	\$258,259	78.9%	84.1%	\$17.26	4	63	20	\$82,832	95.2%	\$6.01	187.0%	
2	1	INFLAMMATORY CONDITIONS	164	51	\$191,239	54.3%	49.7%	\$12.78	1	144	42	\$225,396	43.8%	\$16.36	-21.9%	
3	3	DIABETES	1,755	277	\$168,540	31.6%	36.0%	\$11.26	2	1,601	229	\$133,536	33.3%	\$9.69	16.2%	
4	7	WEIGHT LOSS	137	63	\$90,963	9.5%	11.5%	\$6.08	9	65	28	\$34,648	18.5%	\$2.51	141.7%	
5	4	MULTIPLE SCLEROSIS	23	7	\$84,332	78.3%	38.9%	\$5.63	3	25	8	\$107,279	24.0%	\$7.79	-27.6%	
6	9	HIV	23	7	\$65,830	13.0%	27.3%	\$4.40	7	24	10	\$46,998	29.2%	\$3.41	29.0%	
7	6	SKIN CONDITIONS	228	143	\$57,870	84.6%	87.3%	\$3.87	6	204	138	\$56,719	83.3%	\$4.12	-6.1%	
8	13	ATTENTION DISORDERS	513	191	\$40,735	78.0%	76.1%	\$2.72	8	438	160	\$35,901	82.4%	\$2.61	4.5%	
9	5	ANTICOAGULANT	160	56	\$39,123	20.0%	20.4%	\$2.61	12	130	45	\$30,901	23.1%	\$2.24	16.6%	
10	26	CONTRACEPTIVES	774	241	\$30,799	91.3%	93.1%	\$2.06	17	679	219	\$24,374	92.0%	\$1.77	16.3%	
Total Top 10:			3,853		\$1,027,689	53.7%		\$68.66		3,373		\$778,583	55.4%	\$56.51	21.5%	
Differences Between Periods:			480		\$249,106	-1.6%		\$12.16								

The largest financially impactful change was in Cancer, driving \$0.2M in increased net cost for a 187.0% increase in Net PMPM

Cancer trend increased 187.0%, contributing an additional \$11.24 to Net PMPM

Represent 73.1% of your total Plan Cost Net

Peer = Express Scripts Peer 'Government - Northeast Region' market segment

Top 25 Drugs

Top Drugs by Plan Cost Net																	
Q1 2023											Q1 2022					% Change	
Peer Rank	Rank	Brand Name	Indication	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net PMPM	Peer Plan Cost Net PMPM	Rank	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net PMPM	Plan Cost Net	Plan Cost Net PMPM	Peer Plan Cost Net	Peer Plan Cost Net PMPM
1	220	VITRAKVI*	CANCER	4	1	\$98,358	\$6.57	\$0.14									
2	14	REVLIMID*	CANCER	5	2	\$82,381	\$5.50	\$1.46	3	3	1	\$43,633	\$3.17	73.8%		-49.1%	
3	5	WEGOVY	WEIGHT LOSS	102	48	\$75,300	\$5.03	\$3.55	16	25	9	\$17,369	\$1.26	299.1%		178.5%	
4	1	HUMIRA(CF) PEN*	INFLAMMATORY CONDITIONS	15	5	\$47,844	\$3.20	\$6.98	2	19	6	\$51,335	\$3.73	-14.2%		12.5%	
5	12	SKYRIZI PEN*	INFLAMMATORY CONDITIONS	12	3	\$41,875	\$2.80	\$1.60	43	3	1	\$7,919	\$0.57	386.8%		68.3%	
6	2	OZEMPIC	DIABETES	122	41	\$41,476	\$2.77	\$4.90	8	67	24	\$25,336	\$1.84	50.7%		88.5%	
7	23	ABIRATERONE ACETATE*	CANCER	5	1	\$41,092	\$2.75	\$1.04	10	3	1	\$24,655	\$1.79	53.4%		17.2%	
8	6	TRULICITY	DIABETES	95	31	\$29,660	\$1.98	\$2.46	9	79	27	\$25,326	\$1.84	7.8%		-6.7%	
9	13	DUPIXENT SYRINGE*	SKIN CONDITIONS	16	5	\$29,194	\$1.95	\$1.59	14	9	2	\$17,446	\$1.27	54.1%		-13.2%	
10	87	PROMACTA*	BLOOD CELL DEFICIENCY	3	1	\$29,006	\$1.94	\$0.36									-24.7%
11	19	BIKTARVY*	HIV	9	3	\$27,982	\$1.87	\$1.30	13	7	3	\$20,177	\$1.46	27.7%		3.3%	
12	15	VYVANSE	ATTENTION DISORDERS	102	48	\$26,651	\$1.78	\$1.44	12	73	32	\$20,350	\$1.48	20.6%		27.9%	
13	4	ELIQUIS	ANTICOAGULANT	87	29	\$25,820	\$1.73	\$4.20	11	71	26	\$21,989	\$1.60	8.1%		10.3%	
14	913	GLATIRAMER ACETATE*	MULTIPLE SCLEROSIS	8	3	\$25,720	\$1.72	\$0.02	54	2	1	\$6,430	\$0.47	268.2%		84.9%	
15	10	FLOWFLEX COVID-19 AG HOME TEST	DIAGNOSTIC AIDS	282	262	\$25,134	\$1.68	\$1.65	52	109	99	\$6,702	\$0.49	245.3%		466.1%	
16	46	SPRYCEL*	CANCER	4	1	\$25,074	\$1.68	\$0.73									14.0%
17	202	FINGOLIMOD*	MULTIPLE SCLEROSIS	6	2	\$23,977	\$1.60	\$0.16									
18	3	STELARA*	INFLAMMATORY CONDITIONS	6	3	\$23,819	\$1.59	\$4.70	1	10	3	\$56,772	\$4.12	-61.4%		3.8%	
19	8	DUPIXENT PEN*	SKIN CONDITIONS	11	4	\$19,846	\$1.33	\$2.09	7	13	4	\$25,599	\$1.86	-28.6%		52.6%	
20	9	MOUNJARO	DIABETES	47	15	\$19,578	\$1.31	\$1.87									
21	43	DIMETHYL FUMARATE*	MULTIPLE SCLEROSIS	3	1	\$16,068	\$1.07	\$0.75	18	3	1	\$16,068	\$1.17	-7.9%		-5.7%	
22	26	SAXENDA	WEIGHT LOSS	20	11	\$15,483	\$1.03	\$1.02	17	22	10	\$17,107	\$1.24	-16.7%		30.9%	
23	74	GENVOYA*	HIV	4	1	\$13,875	\$0.93	\$0.45									-2.0%
24	88	BUPRENORPHINE-NALOXONE	CHEMICAL DEPENDENCE	65	22	\$13,626	\$0.91	\$0.35	26	56	17	\$11,138	\$0.81	12.6%		-0.5%	
25	11	JARDIANCE	DIABETES	99	32	\$13,191	\$0.88	\$1.60	21	81	27	\$14,257	\$1.03	-14.8%		32.8%	
Total Top 25:				1,132		\$832,029	\$55.59	\$46.43		655		\$429,609	\$31.18	78.3%		27.6%	
Differences Between Periods:				477		\$402,420	\$24.41	\$10.06									

*Specialty Drugs

Represent 53.8% of your total Plan Cost Net and comprise 12 indications

15 of your top 25 are specialty drugs, making up 65.6% of your Top 25 spend

Peer = Express Scripts Peer 'Government - Northeast Region' market segment