

OptumRx:

Innovation in prescription benefit management tools

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Tackling the biggest challenges

RISING CONSUMER
COST BURDEN



1 in 4
consumers say they
struggle to afford
their medication

SPECIALTY
DRUG SPEND



~50%
of total drug spend
will be on specialty
by 2022

MULTIPLE CHRONIC
CONDITIONS



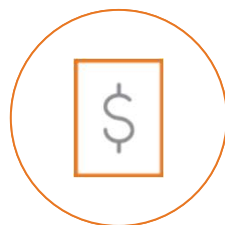
30 million
Americans have
three or more
chronic conditions

OptumRx value proposition

OptumRx delivers value through our pharmacy care services model by:



Driving to the **lowest net cost** for drugs



Lowering the **total cost of care** and improving **outcomes**



Building a **simple, smart and seamless** consumer experience

Driving the lowest net cost for a drug



Innovative supply chain relationships

17 value-based manufacturer contracts with more in development



Transparent clinical decision making

First in industry to open Pharmacy & Therapeutics Committee to all clients and consultants; **nearly 100 guests attended in 2019**



Consumer price transparency and empowerment

~9M members eligible for pharmacy discounts at point of sale in 2019



New, transparent payment models

Industry study: **70%** of employers open to an alternative approach¹

Our position



OptumRx champions mechanisms that **improve transparency** and **affordability**

Any regulatory change should **enhance, not impair,** the ability to combat high drug prices

Increase Meaningful Transparency

Provide real-time benefit tools, so physicians and patients know, at the time of prescribing, what drugs are on formulary and patient's cost-sharing

Provide information to clients on all contract terms, including how PBMs are paid for their services and negotiated rebates

PreCheck MyScript[®]

Real-time alternative medications



Real-time, accurate patient cost by pharmacy



Real-time authorizations



Real-time benefit coverage and clinical alerts

Saving time

Administrative cost savings delivered:

19% decrease in physician costs¹

32% decrease in pharmacist costs¹

Saving money

Consumers save **\$130** per script*

Clients save **\$415** per switch¹

Physicians save **\$24** per PA¹

Pharmacies save **\$1.78** per script¹

Better outcomes

20% of scripts with alts switched²

80% tier 3 shifts to lower tier drugs¹

4% higher adherence¹

>30% of PAs initiated or avoided²



* OptumRx internal claims analysis, through July 2019. 1. Third party analysis of OptumRx BoB claims data from Jul 2018 – Oct 2018. Published November 2018. 2. OptumRx internal data, within DrFirst EMR, November 2018.

Clinical alerts, smarter medicine, safer prescribing

PreCheck MyScript is catching **clinical opportunities** at the point of prescribing, reducing the chance of medication errors.

Opioid Clinical Alerts

- Morphine Equivalent Dosing (MED)
- Maternity alert
- Benzodiazepines and opioids

Other Clinical Alerts¹

Drug Utilization Review

- Drug/Drug
- Drug/Age
- Drug/Gender
- Over/under dosing

The screenshot shows the Rcopia patient profile for James Ellis. The page includes a navigation bar with options like 'Select Patient', 'Manage Medications', and 'EPCS Gold'. The patient information section displays details such as 'Patient: JAMES ELLIS', 'DOB: 05/07/1967', and 'Sex: Male'. A red banner at the bottom of the patient information section contains a clinical alert: 'This opioid medication as prescribed may not be covered as patient exceeds cumulative Morphine Milligram Equivalent dosing plan limit. Consider an alternative if provided.'

Selected Medication

Primlev (Oxycodone-Acetaminophen)

Start PA

This opioid medication as prescribed may not be covered as patient exceeds cumulative Morphine Milligram Equivalent dosing plan limit. Consider an alternative if provided.

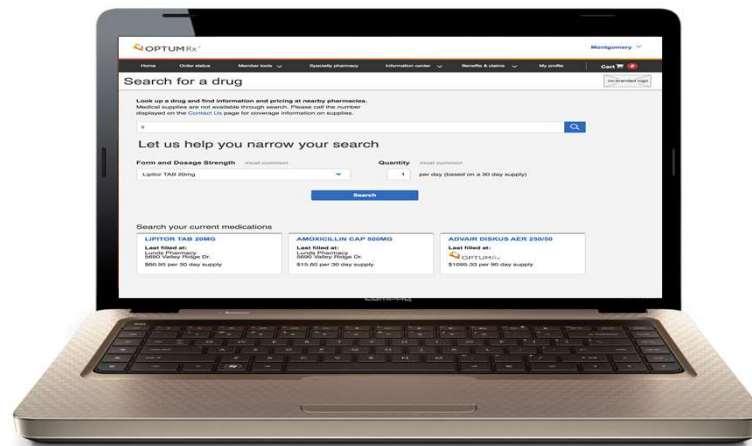
MyScript Finder™

Providing members with easy to understand price and benefit transparency



Simple Experience

Intuitively designed digital tools helps members easily find health care information.



Available through optumrx.com and the mobile app



Precision Pricing

Members can view targeted pricing specific to their benefits and can compare medication options.



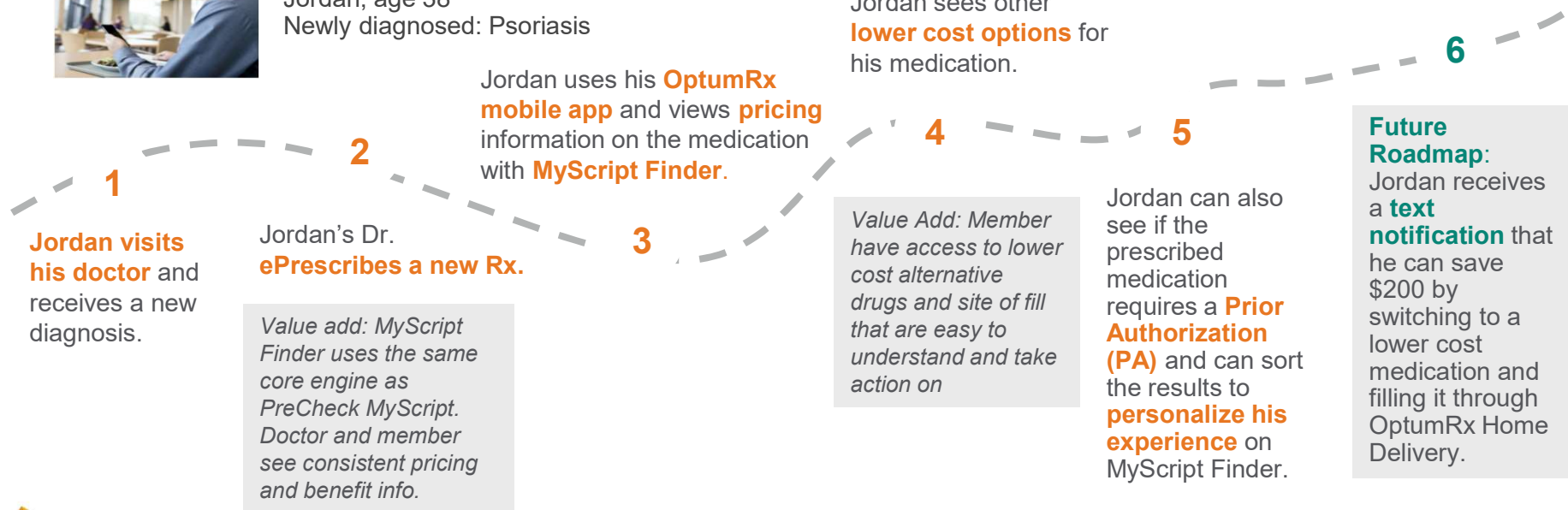
MyScript Finder™ experience

Providing easy to understand price and benefit transparency to members through their digital tools



Member Experience:

Jordan, age 38
Newly diagnosed: Psoriasis



Point of Sale Discounts

Driving **greater cost transparency and lowering financial burden** for consumers at point of sale



A large portion of the drug level discount value is given back to the consumer at the point of sale for traditional and specialty medications, at home delivery and retail.



* Program has already lowered prescription drug costs for consumers by an average of \$130 per eligible prescription.

Member Experience



Prescription Cost
(\$400 list price)



Drug Cost Discount
(\$150 discount funded
by rebates)



Member pays discounted
price at pharmacy
(See table below)

Phase	Member Pay without Point of Sale Discount	Member Pay with Point of Sale Discount
Deductible	\$400	\$250
20% Coinsurance	\$80 (\$400 * 20%)	\$50 (\$250 * 20%)
\$35 Copay	\$35	\$35
\$300 Copay*	\$300	\$250

For illustrative purposes only

**Will rarely occur*

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