

# State of Delaware Group Health Insurance

FY 2018, 3rd Quarter

Net Payments<sup>1</sup>, Utilization and Trends from Incurred Claims



---

<sup>1</sup> Net Payments in this report include a completion factor to estimate claims that have been incurred but not paid beyond the three-month runout period.

## Notable Trends

Among non-participating groups<sup>2</sup>, for the current incurred rolling year period (April 1, 2017 – March 31, 2018) compared to the prior incurred rolling year period (April 1, 2016 – March 31, 2017):

- Total net payments for medical and drug claims increased by 5.3% to \$680 million. The increase was driven by a \$24.9 million (5.6%) increase in medical payments that included an \$8.8 million (8.1%) increase in medical payments among high cost claimants (HCCs). Net payments for chemotherapy among HCCs increased by \$4.2 million or 73.7 percent. There was also a sizeable increase (36.9%) in drug spending among HCCs.
- A large portion of the increase in the medical payments trend was attributable to outpatient facility claims (an increase of \$21.5 million and a 16.2% trend). Outpatient surgery payments increased by 10.4% and emergency room payments increased by 14.3 percent.
- Among the top 20 physician specialties in terms of total net payments, the trends were generally downward or stable, however net payments markedly increased for emergency medicine (19.7%), pathology (15.1%), orthopaedic surgery (9.6%) and rheumatology (7.5%) during the current rolling year. The service trend for oncology declined by 14.2 percent.
- Payments for inpatient facility claims decreased by 3.2% from \$170 PEPM to \$165 PEPM with corresponding decreases in utilization for surgical and medical services. Payments for inpatient maternity claims increased by 12% despite a 10.3% decrease in utilization.
- Musculoskeletal conditions including osteoarthritis, arthropathies and joint disorders and spinal and back disorders continued to be among the top clinical conditions in terms of total net payments. Other top clinical conditions in terms of net payments included pregnancy related conditions and gastrointestinal disorders.
- Utilization of urgent care facilities increased by 5.9% (from 444.4 visits per 1,000 to 470.4 visits per 1,000) and net payments PEPM for urgent care services increased by from \$5.74 to \$6.56 (16.3%) during the current rolling year. Utilization of emergency rooms for services that could be provided in an urgent care setting decreased by 3.8 percent. PEPM payments for these visits increased by 6.1% from \$19.49 to \$20.33 during the current rolling year.
- Utilization of high tech radiology decreased during the current rolling year period at outpatient hospital facilities by 2.9 percent. However, payments increased from \$19 PEPM to \$23 PEPM at these facilities.

---

<sup>2</sup>Report covers Delaware payroll groups which include Merit Employees, Merit Retirees, Medicare Retirees, Public Education and Higher Education.

# Net Payments Summary & Top Clinical Conditions

## Total Net Payments

	04/01/2016-03/31/2017	04/01/2017-03/31/2018	Trend
Total Medical and Rx	\$646,144,935	\$680,082,465	5.3%

## Medical and Rx Net Payments for Members and High Cost Claimants<sup>3</sup>

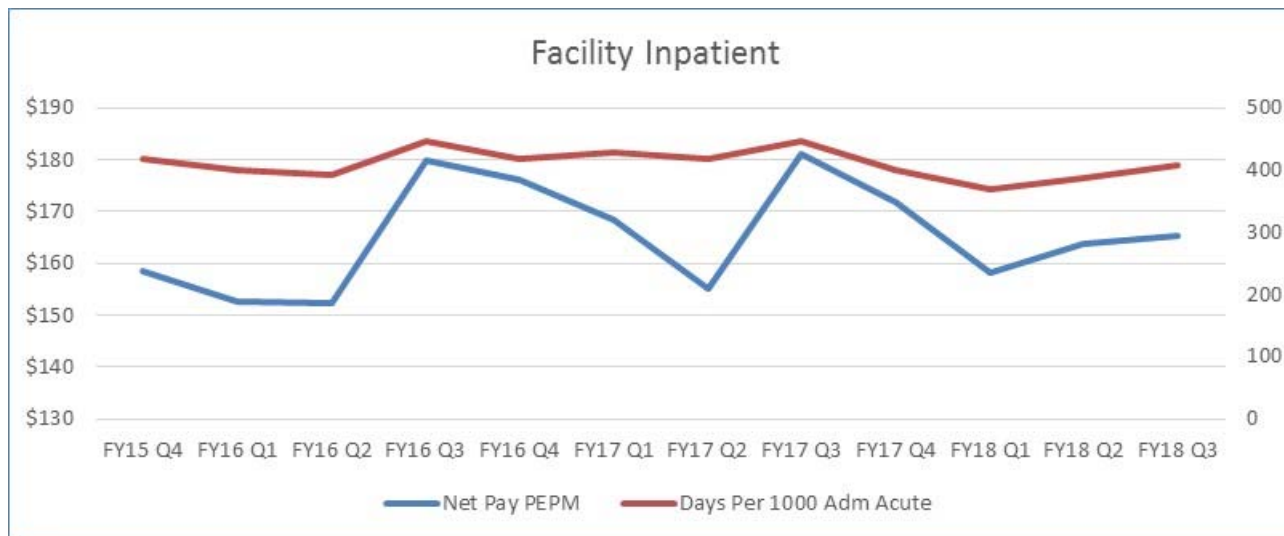
	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
	Net Pay Med	Net Pay Rx	Net Pay Med	Net Pay Rx	Net Pay Med	Net Pay Rx
All Members	\$442,180,207	\$203,960,262	\$467,097,300	\$212,952,457	5.6%	4.4%
HCCs	\$108,529,364	\$23,723,461	\$117,358,233	\$32,471,842	8.1%	36.9%
Members excluding HCCs	\$333,650,843	\$180,236,801	\$349,739,068	\$180,480,615	4.8%	0.1%

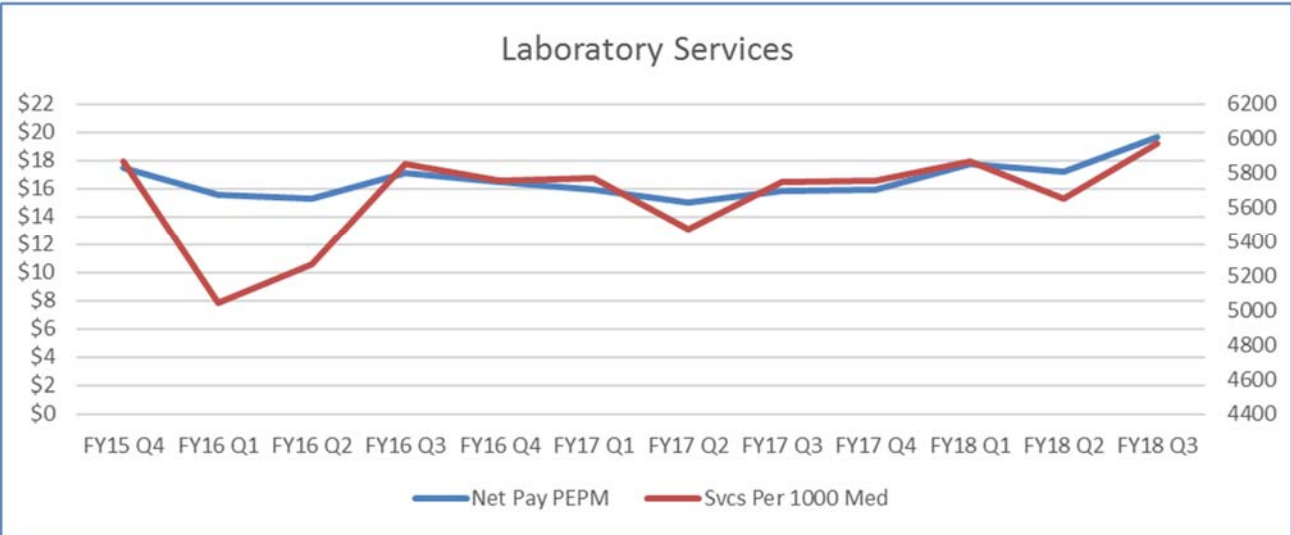
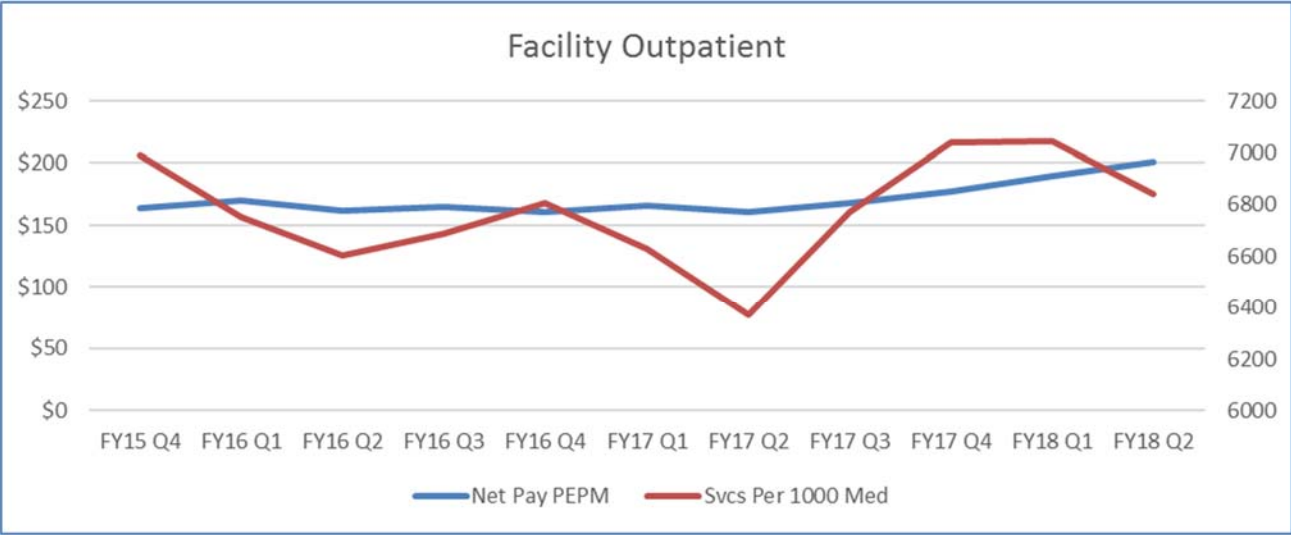
## Top Clinical Conditions by Net Payments

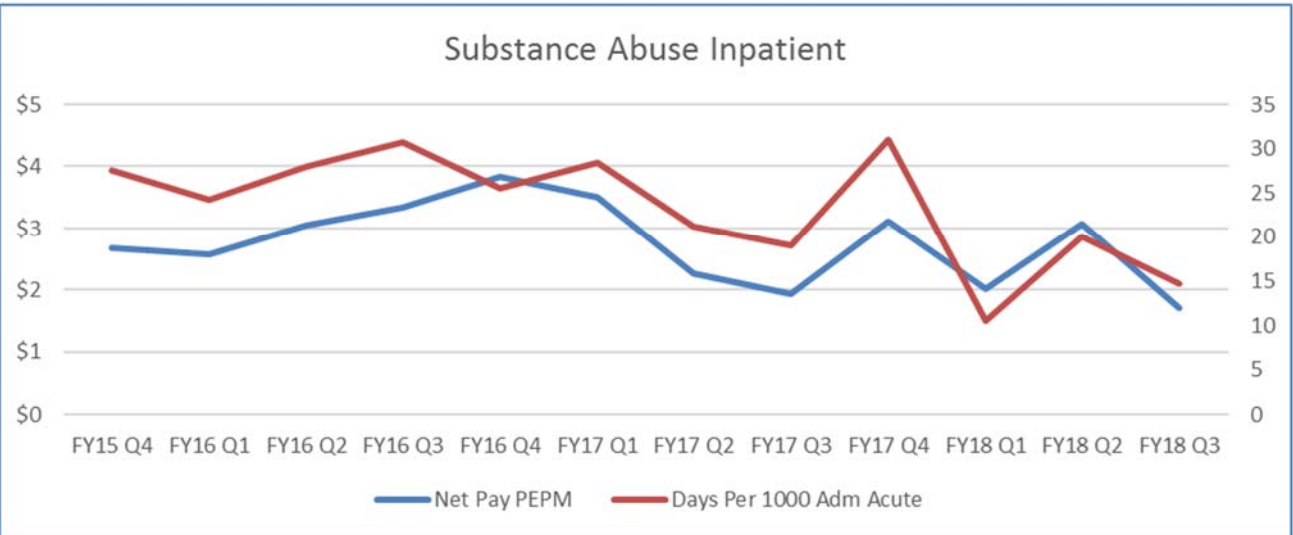
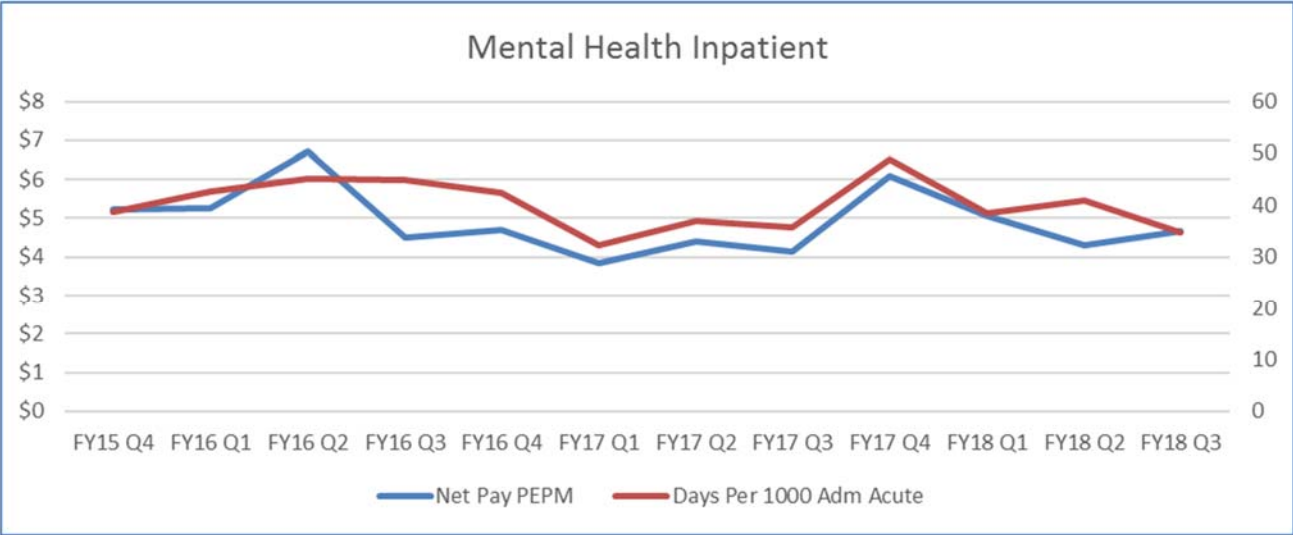
04/01/2016-03/31/2017		04/01/2017-03/31/2018	
Clinical Condition	Net Pay Med	Clinical Condition	Net Pay Med
Prevent/Admin Hlth Encounters	\$22,126,374	Prevent/Admin Hlth Encounters	\$23,223,224
Signs/Symptoms/Oth Cond, NEC	\$18,869,666	Signs/Symptoms/Oth Cond, NEC	\$20,890,059
Osteoarthritis	\$15,618,407	Osteoarthritis	\$16,693,190
Pregnancy without Delivery	\$15,336,740	Pregnancy without Delivery	\$15,366,864
Spinal/Back Disord, Low Back	\$14,880,082	Spinal/Back Disord, Low Back	\$13,508,822
Gastroint Disord, NEC	\$13,760,798	Arthropathies/Joint Disord NEC	\$13,289,318
Arthropathies/Joint Disord NEC	\$12,276,615	Gastroint Disord, NEC	\$12,999,528
Respiratory Disord, NEC	\$10,363,747	Chemotherapy Encounters	\$11,093,481
Coronary Artery Disease	\$10,251,577	Respiratory Disord, NEC	\$10,525,650
Spinal/Back Disord, Ex Low	\$7,812,688	Coronary Artery Disease	\$10,477,864

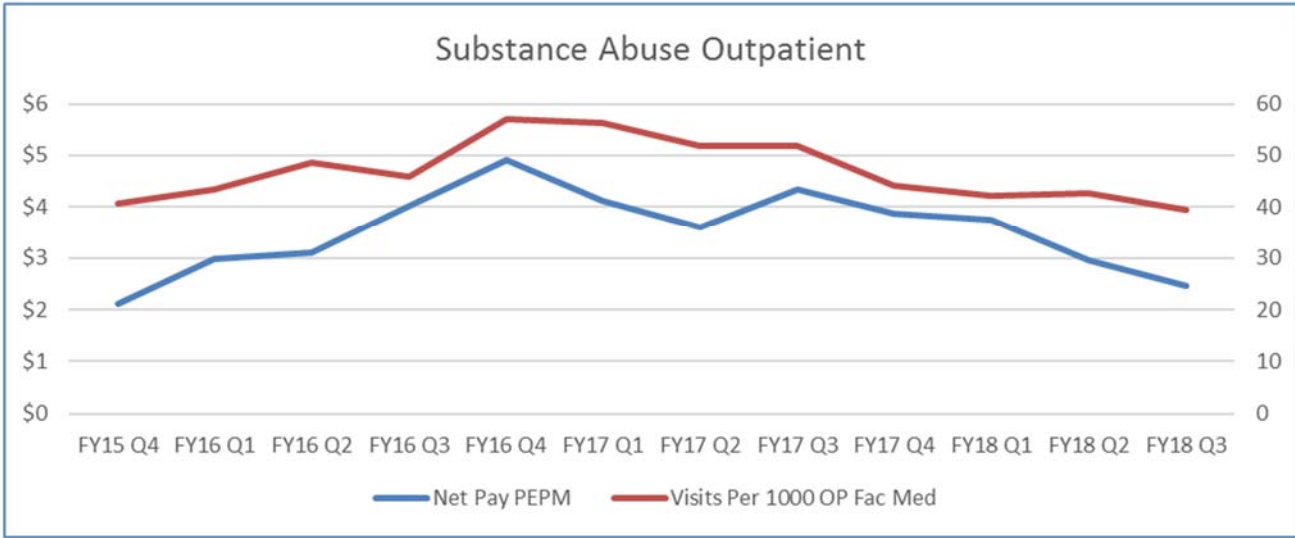
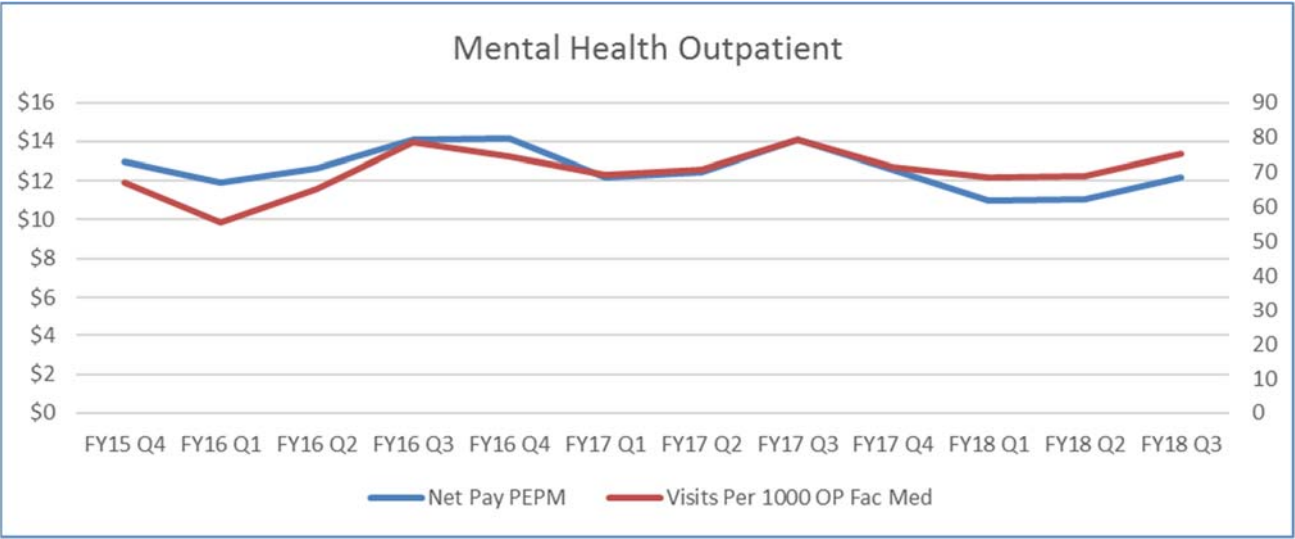
<sup>3</sup> High Cost Claimants (HCCs) are claimants with over \$100,000 total claims for the respective time periods.

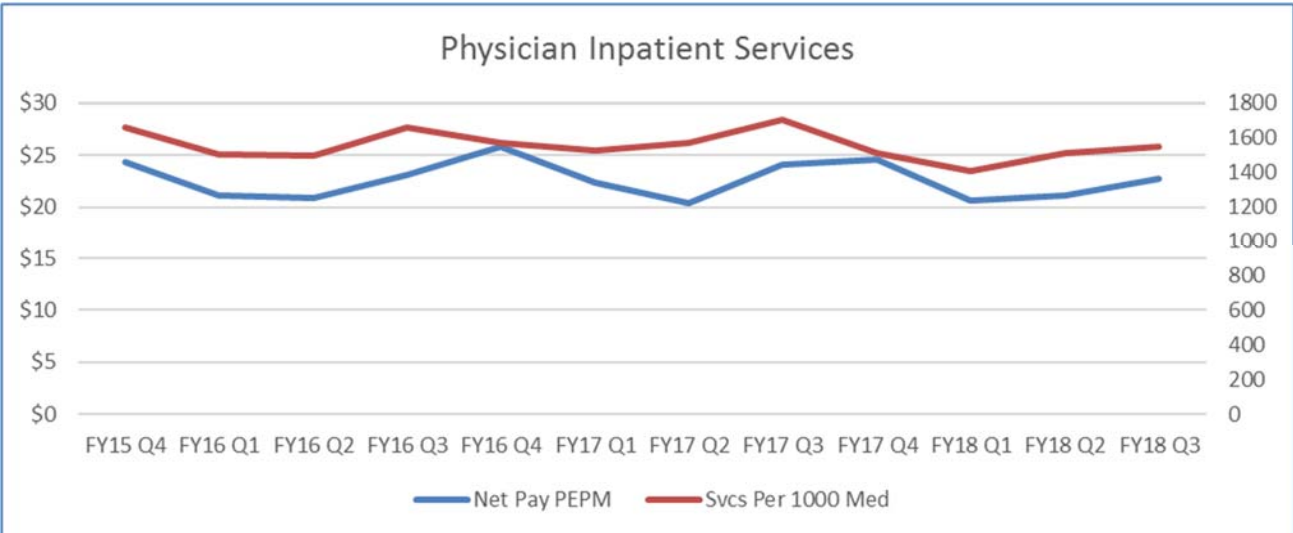
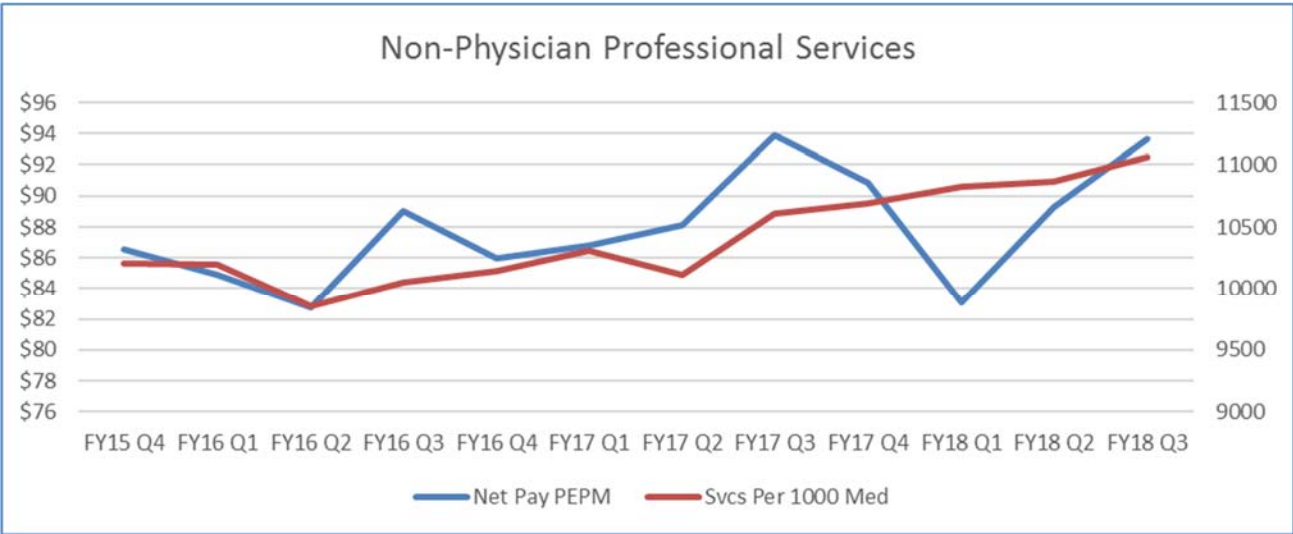
# Net Pay Per Employee Per Month (PEPM) and Utilization Trends by Service Category for Last 12 Quarters



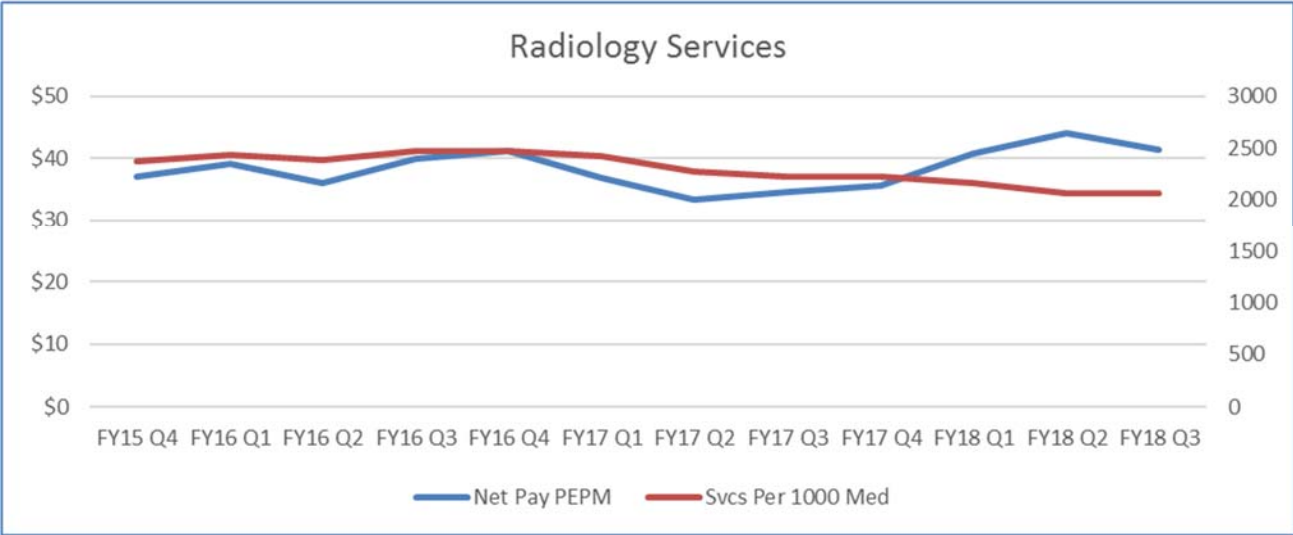
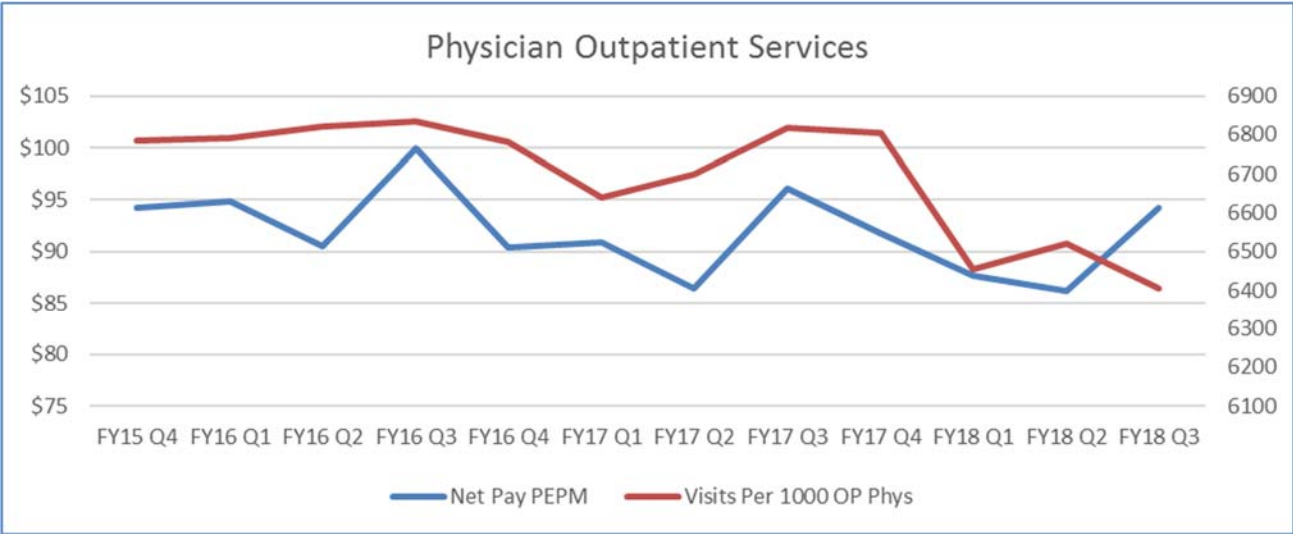












# Service Category Net Pay Summary

## Net Payments Trends for Service Category Groups

Service Category Group	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend PEPM
	Net Pay Med	Net Pay PEPM Med	Net Pay Med	Net Pay PEPM Med	
Facility Outpatient	\$118,122,263	\$164	\$139,681,825	\$191	16.2%
Facility Inpatient	\$122,609,580	\$170	\$120,799,693	\$165	-3.2%
Physician Outpatient	\$65,517,134	\$91	\$65,921,176	\$90	-1.1%
Other Professional Services	\$63,894,209	\$89	\$65,353,772	\$89	0.5%
Radiology Outpatient	\$26,258,106	\$36	\$29,669,435	\$40	11.1%
MHSA	\$17,727,200	\$25	\$16,442,822	\$22	-8.8%
Physician Inpatient	\$16,677,457	\$23	\$16,301,509	\$22	-3.9%
Laboratory Outpatient	\$11,374,258	\$16	\$12,927,068	\$18	11.7%

# Service Category Detail by Net Payments and Utilization

## Facility Inpatient

Facility Inpatient Service Category	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Days per 1000	Net Pay Med	PEPM Med	Days per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Facility Inpatient Surgical	159.1	\$65,260,846	\$91	137.8	\$61,830,622	\$84	-13.3%	-6.9%
Facility Inpatient Medical	220.1	\$37,176,791	\$52	209.3	\$36,681,607	\$50	-4.9%	-3.0%
Facility Inpatient Maternity	49.2	\$15,923,307	\$22	44.2	\$18,144,185	\$25	-10.3%	12.0%
Facility Inpatient Long Term Care		\$4,183,272	\$6		\$4,076,595	\$6		-4.2%
Facility Inpatient Non Acute		\$65,365	\$0		\$66,684	\$0		0.3%

## Facility Outpatient

Facility Outpatient Service Category	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Services per 1000	Net Pay Med	PEPM Med	Services per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Facility Outpatient Surgery	1,479.6	\$50,678,877	\$70	1,687.7	\$56,903,255	\$78	14.1%	10.4%
Facility Outpatient ER	2,185.4	\$32,108,664	\$45	2,274.3	\$37,326,453	\$51	4.1%	14.3%
Facility Outpatient Specialty Drugs	137.9	\$15,464,538	\$21	168.4	\$22,123,477	\$30	22.2%	40.6%
Facility Outpatient Diagnostic Services	211.2	\$6,927,552	\$10	207.9	\$7,561,487	\$10	-1.6%	7.3%
Facility Outpatient Dialysis	321.2	\$5,150,773	\$7	306.7	\$4,989,248	\$7	-4.5%	-4.8%
Facility Outpatient Other	454.1	\$2,744,703	\$4	496.0	\$3,937,382	\$5	9.2%	41.0%
Facility Outpatient Pharmacy	486.4	\$1,350,953	\$2	523.4	\$2,752,914	\$4	7.6%	100.3%
Facility Outpatient PT, OT, Speech Therapy	1,093.1	\$2,581,594	\$4	1,026.8	\$2,589,102	\$4	-6.1%	-1.4%
Facility Outpatient Supplies and Devices	220.0	\$263,976	\$0	207.9	\$634,843	\$1	-5.5%	136.4%
Facility Outpatient Home Health	42.3	\$525,268	\$1	39.8	\$512,040	\$1	-5.9%	-4.2%
Facility Outpatient Transportation	11.1	\$276,877	\$0	10.8	\$309,693	\$0	-2.5%	-10.0%
Facility Outpatient DME	1.7	\$48,486	\$0	1.6	\$41,931	\$0	-7.8%	-15.0%

## Laboratory Services

Lab Services	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Services per 1000	Net Pay Med	PEPM Med	Services per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Laboratory Outpatient Chemistry Tests	2,920.2	\$3,886,678	\$5	2,920.3	\$4,474,378	\$6	0.0%	13.2%
Laboratory Outpatient Other	2,232.3	\$3,789,473	\$5	2,327.6	\$4,602,288	\$6	4.3%	19.4%
Laboratory Outpatient Pathology	532.3	\$3,698,106	\$5	563.4	\$3,850,402	\$5	5.9%	2.3%

## Mental Health and Substance Abuse

MH / SA Services	Utilization Type	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Mental Health Other Outpatient	Visits per 1000	789.6	\$7,784,298	\$11	810.1	\$6,979,037	\$10	2.6%	-11.9%
Substance Abuse Other Outpatient	Visits per 1000	45.6	\$2,978,499	\$4	68.0	\$2,306,846	\$3	49.2%	-23.9%
Mental Health Inpatient	Days Per 1000	36.8	\$3,078,366	\$4	40.7	\$3,683,860	\$5	10.4%	17.6%
Substance Abuse Inpatient	Days Per 1000	23.5	\$2,074,283	\$3	19.0	\$1,811,026	\$2	-19.4%	-14.2%
Mental Health Office Visits	Visits per 1000	286.5	\$1,734,862	\$2	286.7	\$1,583,815	\$2	0.1%	-10.3%
Substance Abuse Office Visits	Visits per 1000	13.2	\$76,892	\$0	15.5	\$78,237	\$0	17.0%	0.0%

## Non-Physician Professional Services

Non-Physician Professional Services	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Professional Specialty Drugs	266.9	\$19,986,584	\$28	267.5	\$18,788,571	\$26	0.2%	-7.6%
Professional PT, OT, Speech Therapy	590.3	\$10,916,823	\$15	581.9	\$10,813,812	\$15	-1.4%	-2.6%
Professional Services Other	4,147.7	\$6,864,942	\$10	4,380.7	\$7,336,396	\$10	5.6%	5.0%
Professional Diagnostic Services	1,318.6	\$5,796,326	\$8	1,437.4	\$6,263,333	\$9	9.0%	6.2%
Professional Office Visits	687.3	\$4,981,015	\$7	797.2	\$6,064,026	\$8	16.0%	19.7%
Professional Supplies and Devices	1,000.0	\$4,491,073	\$6	1,101.2	\$4,812,030	\$7	10.1%	5.3%
Professional Injections	790.4	\$2,460,180	\$3	740.6	\$2,698,377	\$4	-6.3%	7.8%
Professional DME	378.1	\$2,412,543	\$3	371.8	\$2,609,805	\$4	-1.7%	6.3%
Professional Chiropractic Services	188.8	\$2,553,328	\$4	189.3	\$2,357,438	\$3	0.3%	-9.2%
Professional Transportation	817.9	\$2,102,266	\$3	802.9	\$2,095,844	\$3	-1.8%	-2.0%
Professional Home Health	77.3	\$1,129,605	\$2	165.6	\$1,292,200	\$2	114.2%	12.4%
Professional Dialysis	29.1	\$199,524	\$0	28.2	\$221,939	\$0	-3.0%	9.3%

## Physician Inpatient Services

Physician Inpatient Services	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Physician Specialty Inpatient	979.2	\$11,927,521	\$17	905.0	\$11,749,256	\$16	-8%	-3%
Physician Non-Specialty Inpatient	615.9	\$4,749,936	\$7	590.4	\$4,552,253	\$6	-4%	-6%

## Physician Outpatient

Physician Outpatient Service Category	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Visits / 1000	Net Pay Med	PEPM	Visits / 1000	Net Pay Med	PEPM	Utilization	PEPM
Physician Non-Specialty Office Visits	2,785.2	\$21,903,347	\$30	2,696.9	\$20,632,623	\$28	-3%	-7%
Physician Specialty Outpatient Surgery	424.6	\$18,355,982	\$25	404.3	\$17,778,625	\$24	-5%	-5%
Physician Specialty Office Visits	2,548.3	\$12,814,414	\$18	2,434.5	\$12,860,887	\$18	-4%	-1%
Physician Specialty Outpatient Other	806.3	\$5,259,073	\$7	806.4	\$5,850,431	\$8	0%	9%
Physician Specialty ER	326.7	\$3,857,184	\$5	325.5	\$4,701,688	\$6	0%	20%
Physician Non-Specialty Outpatient Other	259.3	\$1,464,270	\$2	314.4	\$2,123,602	\$3	21%	43%
Physician Non-Specialty Outpatient Surgery	42.3	\$1,517,895	\$2	42.7	\$1,525,376	\$2	1%	-1%
Physician Non-Specialty ER	32.4	\$344,969	\$0	32.8	\$447,944	\$1	1%	28%

## Radiology Services

Radiology Services	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Services/1000	Net Pay Med	PEPM	Services/1000	Net Pay Med	PEPM	Utilization	PEPM
Radiology Outpatient Therapeutic Radiology	220.61	\$7,145,051.40	\$9.92	217.29	\$8,930,383.25	\$12.19	-1.5%	22.9%
Radiology Outpatient MRIs	161.65	\$4,471,838.90	\$6.21	156.19	\$4,667,701.72	\$6.37	-3.4%	2.6%
Radiology Outpatient Ultrasounds	419.57	\$4,208,478.68	\$5.84	407.04	\$4,411,647.20	\$6.02	-3.0%	3.0%
Radiology Outpatient CAT Scans	187.97	\$2,612,817.63	\$3.63	181.01	\$3,383,251.25	\$4.62	-3.7%	27.3%
Radiology Outpatient Mammograms	422.98	\$2,904,246.49	\$4.03	260.78	\$2,762,391.85	\$3.77	-38.3%	-6.5%
Radiology Outpatient X-Rays	802.41	\$2,029,095.51	\$2.82	773.16	\$2,325,159.92	\$3.17	-3.6%	12.6%
Radiology Outpatient Nuclear Medicine	74.59	\$1,637,888.29	\$2.27	73.38	\$1,747,360.21	\$2.39	-1.6%	4.9%
Radiology Outpatient Other	57.55	\$1,248,689.56	\$1.73	56.53	\$1,441,539.43	\$1.97	-1.8%	13.5%

## Place of Service by Net Payments and Utilization

### Laboratories

Place of Service - Lab		04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Outpatient Hospital-On Campus	Visits per 1000	618.5	\$9,924,684	\$14	607.3	\$11,192,060	\$15	-1.8%	12.8%
Independent Laboratory	Visits per 1000	876.8	\$5,836,570	\$8	863.9	\$5,800,301	\$8	-1.5%	-0.6%
Ambulatory Surgical Center	Visits per 1000	8.2	\$165,272	\$0	7.8	\$113,231	\$0	-5.9%	-31.5%

## Emergency Rooms & Urgent Care

Place of Service	Utilization Type	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Emergency Room (All Services)	Visits per 1000	377.1	\$43,987,941.81	\$61.08	381.5	\$50,470,031.74	\$68.89	1.2%	14.7%
Emergency Room (Urgent Care Services)	Visits per 1000	172.5	\$14,034,280.32	\$19.49	166.0	\$14,897,187.08	\$20.33	-3.8%	6.1%
Urgent Care Facility	Visits per 1000	444.4	\$4,133,334.88	\$5.74	470.4	\$4,808,603.09	\$6.56	5.9%	16.3%

## Outpatient Hospital and Freestanding High-Tech Radiology

Place of Service	Utilization Type	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Outpatient Hospital	Visits per 1000	218.6	\$13,750,812	\$19	212.3	\$16,501,654	\$23	-2.9%	20.0%
Freestanding Facility	Visits per 1000	121.2	\$3,119,723	\$4	123.9	\$3,375,285	\$5	2.2%	8.2%

# Top 20 Physician Specialties by Net Payments and Utilization

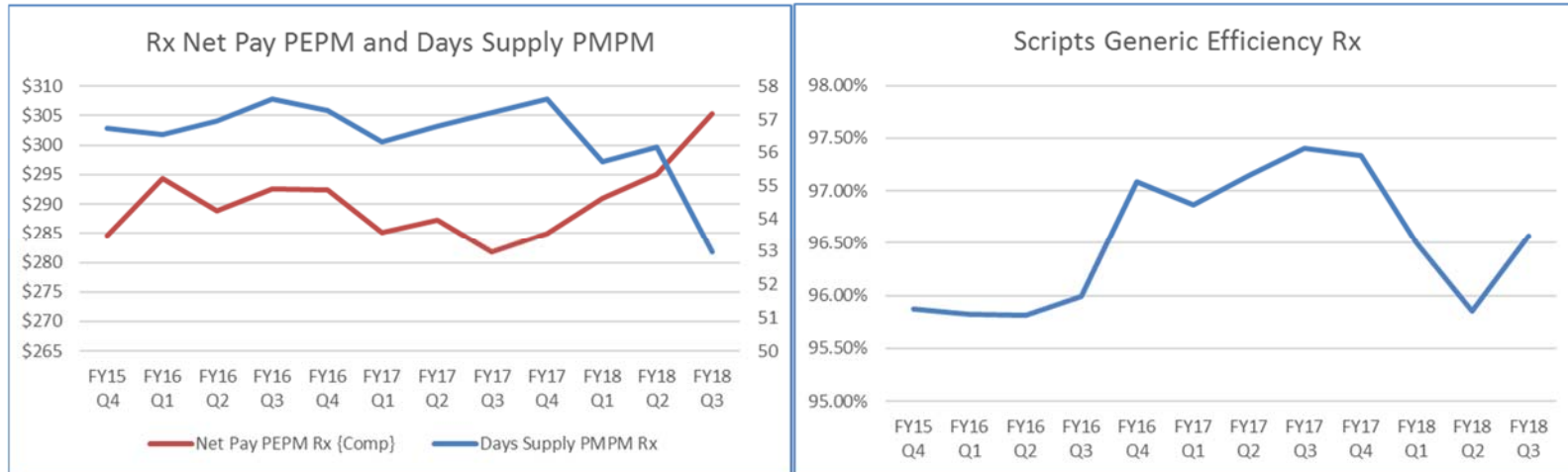
Provider Type	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Family Practice	2,243.5	\$9,565,434	\$13	2,293.4	\$9,059,932	\$12	2.2%	-6.9%
Pediatrician (NEC)	1,305.2	\$8,625,769	\$12	1,406.4	\$8,589,958	\$12	7.7%	-2.1%
Orthopaedic Surgery	774.0	\$7,607,804	\$11	794.3	\$8,484,745	\$12	2.6%	9.6%
Obstetrics & Gynecology	687.5	\$9,070,164	\$13	657.8	\$8,397,308	\$11	-4.3%	-9.0%
Anesthesiology	348.8	\$8,097,156	\$11	333.2	\$8,086,386	\$11	-4.5%	-1.8%
Internal Medicine (NEC)	1,445.8	\$6,379,562	\$9	1,375.3	\$6,192,830	\$8	-4.9%	-4.6%
Emergency Medicine	380.0	\$4,174,250	\$6	380.5	\$5,081,210	\$7	0.1%	19.7%
Cardiovascular Dis/Cardiology	1,018.5	\$4,711,931	\$7	1,014.3	\$4,814,876	\$7	-0.4%	0.4%
Oncology	301.9	\$4,992,850	\$7	259.0	\$4,603,460	\$6	-14.2%	-9.4%
Ophthalmology	609.1	\$4,509,132	\$6	601.1	\$4,534,033	\$6	-1.3%	-1.2%
Rheumatology	169.5	\$4,066,065	\$6	165.0	\$4,447,711	\$6	-2.7%	7.5%
Gastroenterology	255.8	\$3,697,585	\$5	235.7	\$3,479,515	\$5	-7.9%	-7.5%
Chiropractor/DCM	1,349.4	\$2,954,283	\$4	1,349.4	\$3,007,363	\$4	0.0%	0.1%
Surgeon (NEC)	255.9	\$3,043,316	\$4	220.8	\$2,777,186	\$4	-13.7%	-10.3%
Dermatology	575.7	\$2,661,991	\$4	562.1	\$2,673,114	\$4	-2.3%	-1.3%
Otolaryngology	291.7	\$2,839,321	\$4	281.3	\$2,666,631	\$4	-3.6%	-7.7%
Urology	318.0	\$2,171,380	\$3	297.8	\$2,042,135	\$3	-6.4%	-7.6%
Neurology	192.2	\$1,941,594	\$3	178.2	\$2,033,165	\$3	-7.3%	2.9%
Plastic/Maxillofacial Surgery	117.5	\$1,790,693	\$2	130.1	\$1,914,824	\$3	10.7%	5.1%
Pathology	283.7	\$1,594,967	\$2	326.6	\$1,867,546	\$3	15.1%	15.1%



# Rx Net Pay, Utilization and Generic Efficiency

## Mail/Retail by Days Supply, Generic Efficiency and Net Pay

	04/01/2016-03/31/2017			04/01/2017-03/31/2018			Trend		
	Days Supply Rx	Generic Efficiency	Net Pay PEPM Rx	Days Supply Rx	Generic Efficiency	Net Pay PEPM Rx	Days Supply Rx	Generic Efficiency	Net Pay PEPM Rx
Mail Order	9,481,011	90.1%	\$941	9,905,886	90.7%	\$1,082	4.5%	0.6%	15.0%
Retail	60,044,506	97.7%	\$2,498	60,444,414	97.1%	\$2,447	0.7%	-0.7%	-2.0%
Total	69,525,517	97.1%	\$3,439	70,350,300	96.6%	\$3,529	1.2%	-0.6%	2.6%



## Top 50 Non-Specialty Drugs

Product	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
	Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
HUMALOG KWIKPEN	\$3,735,054	208,170	\$4,237,688	205,016	13.5%	-1.5%
JANUVIA	\$3,517,437	317,121	\$3,957,899	307,677	12.5%	-3.0%
ELIQUIS	\$2,265,871	206,494	\$3,376,601	265,596	49.0%	28.6%
XARELTO	\$2,466,321	225,102	\$3,160,541	246,584	28.1%	9.5%
LANTUS SOLOSTAR PEN	\$2,826,477	295,519	\$2,730,046	267,850	-3.4%	-9.4%
VYVANSE	\$2,185,233	281,597	\$2,451,382	291,064	12.2%	3.4%
HUMALOG	\$1,672,938	91,128	\$1,980,124	92,834	18.4%	1.9%
INVOKANA	\$2,046,879	169,999	\$1,974,910	143,045	-3.5%	-15.9%
METFORMIN HCL	\$2,680,863	1,647,052	\$1,892,516	1,692,805	-29.4%	2.8%
OXYCONTIN	\$1,684,724	84,278	\$1,619,650	75,323	-3.9%	-10.6%
EZETIMIBE	\$534,306	72,046	\$1,483,107	317,494	177.6%	340.7%
SPIRIVA	\$1,556,033	150,566	\$1,474,115	124,765	-5.3%	-17.1%
SYMBICORT 160/4.5	\$1,331,593	158,280	\$1,416,783	151,951	6.4%	-4.0%
MYRBETRIQ	\$997,947	110,312	\$1,372,988	131,547	37.6%	19.2%
JANUMET	\$1,268,835	121,008	\$1,272,593	104,650	0.3%	-13.5%
ADVAIR DISKUS 250/50	\$1,223,486	120,690	\$1,250,232	107,368	2.2%	-11.0%
CONCERTA	\$5,299	495	\$1,236,628	96,982	23238.5%	19492.3%
JARDIANCE	\$436,944	36,220	\$1,189,465	84,675	172.2%	133.8%
ONE TOUCH ULTRA	\$1,383,608	404,583	\$1,172,712	345,664	-15.2%	-14.6%
LEVEMIR FLEXTOUCH	\$1,219,937	105,338	\$1,077,675	88,465	-11.7%	-16.0%
ADDERALL XR	\$59,781	9,463	\$1,077,287	131,296	1702.0%	1287.5%
ANDROGEL	\$934,960	42,370	\$1,050,689	40,461	12.4%	-4.5%
LATUDA	\$756,606	22,306	\$1,047,498	26,031	38.4%	16.7%
HUMALOG MIX 75/25 KWIKPEN	\$882,948	38,769	\$1,045,531	37,841	18.4%	-2.4%
MOMETASONE FUROATE	\$1,092,221	204,283	\$988,449	185,918	-9.5%	-9.0%
ROSUVASTATIN CALCIUM	\$3,264,476	1,150,732	\$986,714	1,434,553	-69.8%	24.7%

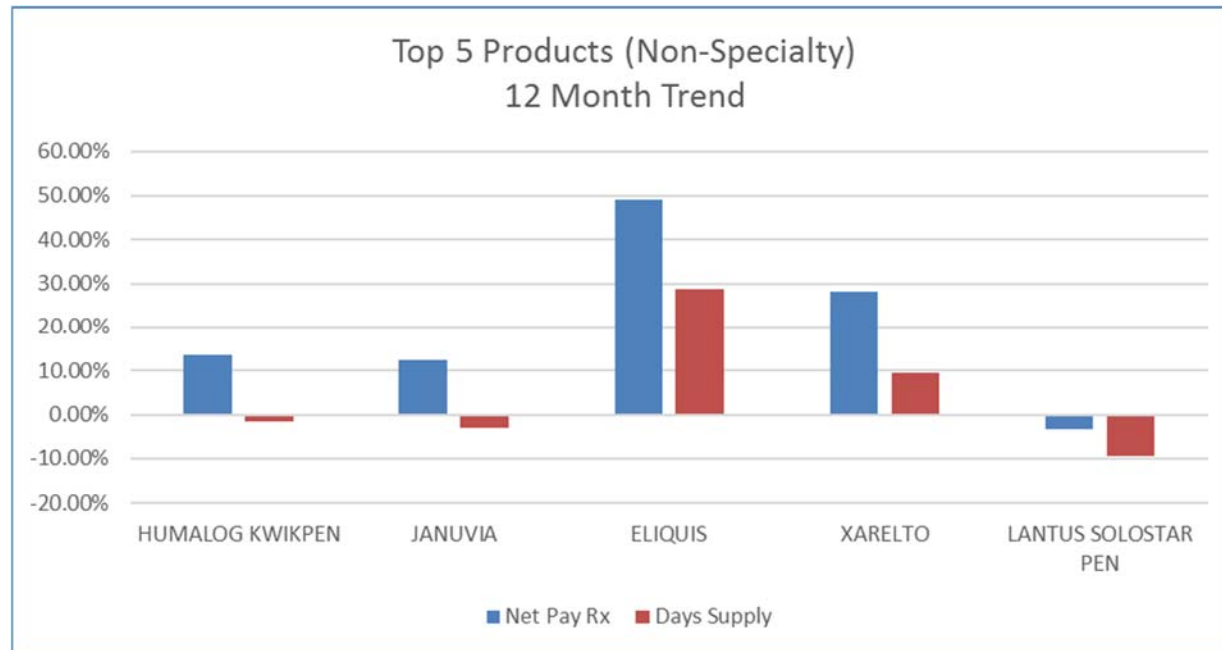
Product	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
	Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
TOUJEO	\$886,278	66,332	\$983,061	69,405	10.9%	4.6%
PRADAXA	\$976,175	92,929	\$921,958	78,499	-5.6%	-15.5%
VESICARE	\$889,206	100,424	\$907,391	88,421	2.0%	-12.0%
ESOMEPRAZOLE MAGNESIUM	\$2,428,655	876,712	\$886,454	811,301	-63.5%	-7.5%
TRESIBA	\$481,972	29,652	\$874,726	53,982	81.5%	82.1%
BREO ELLIPTA	\$488,501	53,983	\$850,937	85,155	74.2%	57.7%
XIFAXAN	\$667,190	10,518	\$757,127	10,325	13.5%	-1.8%
RESTASIS	\$857,465	65,902	\$732,739	48,733	-14.5%	-26.1%
LO LOESTRIN FE	\$608,282	166,251	\$732,049	183,277	20.3%	10.2%
EZETIMIBE-SIMVASTATIN			\$715,931	184,203		
RANEXA	\$622,885	54,281	\$709,247	53,560	13.9%	-1.3%
METHYLPHENIDATE HCL	\$1,478,830	229,337	\$690,134	142,378	-53.3%	-37.9%
MESALAMINE	\$72,377	3,979	\$650,080	32,931	798.2%	727.6%
METOPROLOL SUCCINATE	\$481,186	1,039,080	\$648,518	1,188,620	34.8%	14.4%
BYSTOLIC	\$591,930	179,665	\$636,858	174,198	7.6%	-3.0%
MULTAQ	\$565,316	34,530	\$614,295	33,655	8.7%	-2.5%
LINZESS	\$498,021	48,217	\$598,763	51,053	20.2%	5.9%
BYDUREON PEN	\$424,405	22,461	\$580,989	26,242	36.9%	16.8%
LEVOTHYROXINE SODIUM	\$525,399	2,126,673	\$576,193	2,104,650	9.7%	-1.0%
CIALIS	\$466,134	75,055	\$566,484	70,038	21.5%	-6.7%
LUMIGAN	\$505,569	103,182	\$543,818	96,736	7.6%	-6.2%
JANUMET XR	\$455,793	44,977	\$539,901	46,587	18.5%	3.6%
WELCHOL	\$597,626	41,850	\$533,050	34,415	-10.8%	-17.8%
LIBRAX	\$184,888	1,713	\$532,784	4,517	188.2%	163.7%

## Top 50 Specialty Drugs

Product	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
	Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
HUMIRA	\$8,137,747	51,867	\$10,448,593	57,214	28.4%	10.3%
REVLIMID	\$3,315,846	7,966	\$4,350,959	8,911	31.2%	11.9%
ENBREL	\$3,951,044	27,083	\$4,236,504	26,209	7.2%	-3.2%
TRULICITY	\$1,913,672	95,922	\$3,679,586	159,157	92.3%	65.9%
GILENYA	\$2,490,866	11,196	\$2,748,372	11,256	10.3%	0.5%
STELARA	\$1,114,572	5,028	\$2,359,817	10,097	111.7%	100.8%
IBRANCE	\$1,244,262	3,164	\$2,223,282	5,285	78.7%	67.0%
LYRICA	\$1,839,991	151,389	\$2,161,819	145,195	17.5%	-4.1%
VICTOZA	\$1,852,352	88,231	\$2,153,202	84,336	16.2%	-4.4%
HARVONI	\$2,120,251	1,792	\$1,763,503	1,568	-16.8%	-12.5%
TECFIDERA	\$1,204,677	5,616	\$1,525,275	6,626	26.6%	18.0%
COPAXONE	\$1,946,502	10,554	\$1,382,800	7,610	-29.0%	-27.9%
FORTEO	\$789,756	8,886	\$1,296,844	11,886	64.2%	33.8%
SPRYCEL	\$515,233	1,314	\$1,267,137	3,120	145.9%	137.4%
IMBRUVICA	\$923,347	2,550	\$1,211,576	3,180	31.2%	24.7%
COSENTYX	\$459,603	2,772	\$1,163,132	6,083	153.1%	119.4%
OTEZLA	\$659,305	7,393	\$1,112,121	11,160	68.7%	51.0%
XTANDI	\$808,497	2,670	\$980,917	2,814	21.3%	5.4%
GENVOYA	\$572,768	6,510	\$956,053	9,960	66.9%	53.0%
XELJANZ	\$840,116	7,078	\$896,792	6,914	6.7%	-2.3%
SENSIPAR	\$785,154	21,244	\$850,733	19,641	8.4%	-7.5%
TASIGNA	\$679,814	1,964	\$844,657	2,050	24.2%	4.4%
XELJANZ XR	\$142,377	1,170	\$835,398	6,300	486.8%	438.5%
ZYTIGA	\$943,243	3,334	\$831,419	2,546	-11.9%	-23.6%
IMATINIB MESYLATE	\$69,289	270	\$778,053	2,940	1022.9%	988.9%
POMALYST	\$767,697	1,239	\$764,179	1,484	-0.5%	19.8%

Product	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
	Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
OFEV	\$433,467	1,110	\$680,542	2,280	57.0%	105.4%
PROMACTA	\$273,948	1,080	\$654,710	1,425	139.0%	31.9%
JAKAFI	\$902,836	2,370	\$653,330	1,680	-27.6%	-29.1%
LETAIRIS	\$438,555	1,080	\$637,802	2,070	45.4%	91.7%
AVONEX PEN	\$466,326	2,268	\$622,727	2,694	33.5%	18.8%
AMPYRA	\$487,741	7,140	\$614,312	8,190	26.0%	14.7%
REPATHA	\$144,773	3,002	\$611,607	14,028	322.5%	367.3%
AUBAGIO	\$429,182	2,072	\$601,147	2,744	40.1%	32.4%
XOLAIR	\$412,920	4,004	\$567,416	5,348	37.4%	33.6%
ESBRIET	\$364,098	1,350	\$539,096	1,920	48.1%	42.2%
TRIUMEQ	\$337,424	4,110	\$515,442	5,670	52.8%	38.0%
AVONEX	\$507,514	2,436	\$508,624	2,268	0.2%	-6.9%
NORDITROPIN FLEXPPO	\$461,901	3,529	\$483,306	3,421	4.6%	-3.1%
ATRIPLA	\$610,036	7,560	\$469,336	5,310	-23.1%	-29.8%
OPSUMIT	\$540,480	1,380	\$466,158	1,590	-13.8%	15.2%
TRUVADA	\$341,451	7,017	\$456,713	8,355	33.8%	19.1%
ORKAMBI	\$201,392	280	\$454,055	616	125.5%	120.0%
ADEMPAS	\$343,555	600	\$430,160	1,362	25.2%	127.0%
GLEEVEC	\$947,747	3,226	\$427,698	1,318	-54.9%	-59.1%
AFINITOR	\$639,209	1,438	\$402,562	644	-37.0%	-55.2%
ORENCIA PRE-FILLED SYRINGE	\$417,608	2,998	\$398,842	2,644	-4.5%	-11.8%
CABOMETYX			\$395,756	616		
VOTRIENT	\$251,586	852	\$383,611	1,080	52.5%	26.8%
GONAL-F RFF REDI-JECT	\$348,824	734	\$368,171	679	5.5%	-7.5%

# Top 5 Non-Specialty Products – 12 Month Trends



# Top 5 Specialty Products – 12 Month Trends



# High Cost Claimants (HCCs)

## Service Category Group Net Pay and Utilization for HCCs

Service Category Group	Utilization Type	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
		Utilization	Net Pay Med	Utilization	Net Pay Med	Utilization	Net Pay
Facility Inpatient	Patients	440	51,845,485	494	51,375,378	12.3%	-0.9%
Facility Outpatient	Patients	638	29,284,494	720	36,899,662	12.9%	26.0%
Other Professional Services	Patients	680	10,144,773	787	9,680,042	15.7%	-4.6%
Radiology Outpatient	Patients	579	6,254,348	691	7,932,848	19.3%	26.8%
Physician Inpatient	Patients	463	4,961,932	529	5,132,527	14.3%	3.4%
Physician Outpatient	Patients	698	2,374,700	802	2,673,714	14.9%	12.6%
MHSA	Patients	198	2,674,607	233	2,543,200	17.7%	-4.9%
Laboratory Outpatient	Patients	647	989,025	735	1,120,861	13.6%	13.3%

## Top Clinical Conditions Among High Cost Claimants

04/01/2016-03/31/2017		04/01/2017-03/31/2018	
Clinical Condition	Net Pay Med	Clinical Condition	Net Pay Med
Chemotherapy Encounters	\$5,304,165	Chemotherapy Encounters	\$9,513,356
Renal Function Failure	\$4,575,149	Renal Function Failure	\$4,656,728
Cardiac Arrhythmias	\$4,057,071	Condition Rel to Tx - Med/Surg	\$4,407,408
Spinal/Back Disord, Low Back	\$3,905,352	Newborns, w/wo Complication	\$4,305,361
Coronary Artery Disease	\$3,747,243	Radiation Therapy Encounters	\$3,955,844
Infections, NEC	\$3,717,561	Coronary Artery Disease	\$3,717,832
Cancer - Leukemia	\$3,561,034	Spinal/Back Disord, Low Back	\$3,224,999
Newborns, w/wo Complication	\$3,350,676	Cardiac Arrhythmias	\$3,212,738
Gastroint Disord, NEC	\$3,342,555	Signs/Symptoms/Oth Cond, NEC	\$3,168,715
Cerebrovascular Disease	\$3,253,610	Cancer - Breast	\$3,025,534



## High Cost Claimants – Top Therapeutic Classes

Therapeutic Class	04/01/2016-03/31/2017		04/01/2017-03/31/2018		Trend	
	Net Pay Rx	Patients	Net Pay Rx	Patients	Net Pay	Utilization
Antineoplastic Agents	\$8,503,372	123	\$12,008,856	178	41.2%	44.7%
Misc Therapeutic Agents	\$4,321,699	169	\$5,930,596	190	37.2%	12.4%
Immunosuppressants	\$1,048,246	42	\$4,078,201	77	289.0%	83.3%
Cardiovascular Agents	\$1,771,827	481	\$2,254,861	557	27.3%	15.8%
Central Nervous System	\$1,810,701	577	\$1,789,103	646	-1.2%	12.0%

Glossary

Days per 1000 Adm Acute - the average number of days from acute admissions per 1000 members with medical coverage per year.

Days Supply – is the number of days for which drugs were supplied for prescriptions filled.

Generic Efficiency – the number of prescriptions filled with a generic drug, expressed as a percentage of all prescriptions filled that could have been filled with a generic drug.

Svcs Per 1000 – the average number of services provided under medical coverage per 1000 members with medical coverage per year.

Visits per 1000 – the average number of outpatient facility visits under medical coverage, per 1000 members with medical coverage per year.