

# State of Delaware Group Health Insurance

FY 2019, 1st Quarter  
Net Payments, Utilization and Trends from Incurred Claims



## **Notable Trends**

For the current incurred rolling year period (October 1, 2017 – September 30, 2018) compared to the prior incurred rolling year period (October 1, 2016 – September 30, 2017)<sup>1</sup>:

- On a per member per month (PMPM) basis net medical and Rx payments increased from \$517 to \$545 (5.2%).
- Total net payments for medical and drug claims increased by 7.6% to over \$704.5 million. The increase was driven by a \$30.8 million (6.9%) increase in medical payments that included a \$19.7 million (18.6%) increase in medical payments among high cost claimants (HCCs). Net payments for chemotherapy among HCCs increased by \$6.3 million or 112 percent. There was also a sizeable increase of \$7.9 million (28.8%) 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 \$21.8 million and a 15.7% trend). Facility payments for outpatient specialty drugs increased by \$7.9 million (44.6%). Outpatient surgery payments increased by \$6.9 million (11.5%).
- Payments for inpatient facility surgical claims decreased by 7.9% from \$89 PEPM to \$82. Payments for facility claims for inpatient maternity increased by 12.8% despite a 11.3% 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, gastrointestinal disorders, coronary artery disease and respiratory disorders.
- Utilization of urgent care facilities increased by 4.6% (from 457.7 visits per 1,000 to 478.9 visits per 1,000). Utilization of emergency rooms for services that could be provided in an urgent care setting decreased by 4.4 percent. PEPM payments for both urgent care visits and emergency visits increased (11.9% for urgent care visits and 5.7% for non-emergency visits to the ER).
- Utilization of high-tech radiology decreased at outpatient hospital facilities by 2.6 percent. However, payments increased from \$18 PEPM to \$24 (30.2%) PEPM at these facilities. High tech imaging utilization at freestanding facilities declined by 2.8%.
- Among the top five specialty drugs, payments for Trulicity (a diabetes medication) increased by 66.9% to \$4.5 million and payments for Stelara (an immunosuppressant used for inflammation) increased by 43.7% to \$2.7 million. Humira (an immunosuppressant used for inflammation) remains the top specialty drug with payments increasing by 25.2% to \$11.5 million.

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<sup>1</sup>Report covers Delaware payroll groups which include Merit Employees, Merit Retirees, Medicare Retirees, Public Education and Higher Education. Participating groups and the University of Delaware are excluded. Reported payment totals, PMPM and PEPM include a completion factor that estimates payments beyond the three months runout period for incurred claims.

# Net Payments Summary & Top Clinical Conditions

## Total Net Payments

	Oct 2016 - Sep 2017	Oct 2017 - Sep 2018	Trend
Total Medical and Rx	\$654,994,580	\$704,588,615	7.6%
Total Medical and Rx PMPM	\$517	\$545	5.2%

## Medical and Rx Net Payments for Members and High Cost Claimants<sup>2</sup>

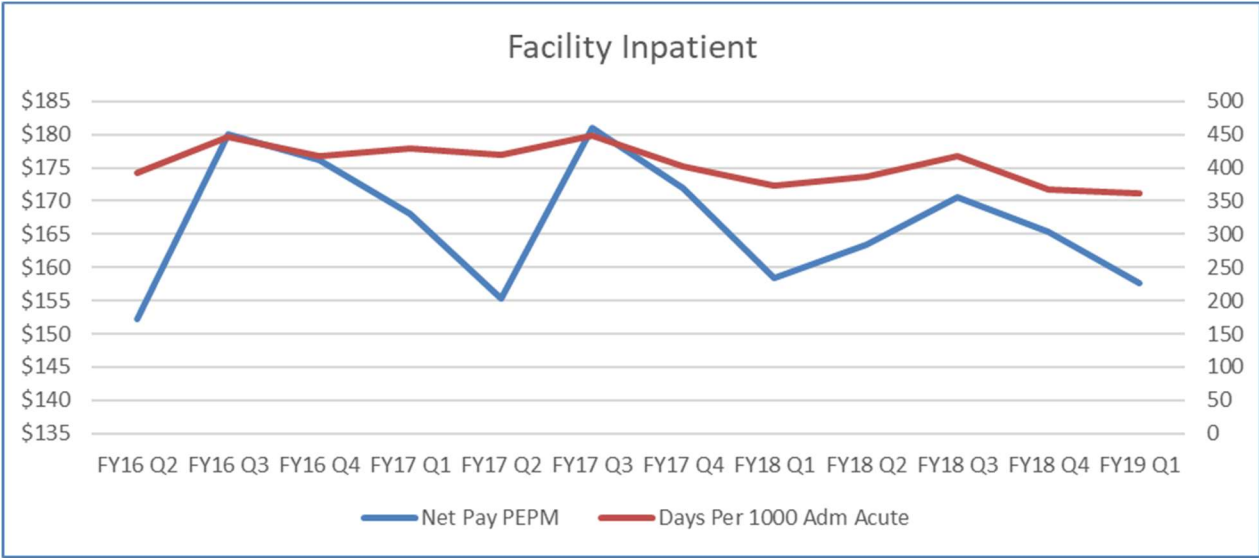
	Oct 2016 - Sep 2017		Oct 2017 - Sep 2018		Trend	
	Net Pay Med	Net Pay Rx	Net Pay Med	Net Pay Rx	Net Pay Med	Net Pay Rx
All Members	\$449,296,888	\$205,683,410	\$480,134,556	\$224,420,008	6.9%	9.1%
HCCs	\$106,158,943	\$27,451,820	\$125,867,091	\$35,356,853	18.6%	28.8%
Members excluding HCCs	\$343,137,945	\$178,231,590	\$354,267,464	\$189,063,155	3.2%	6.1%

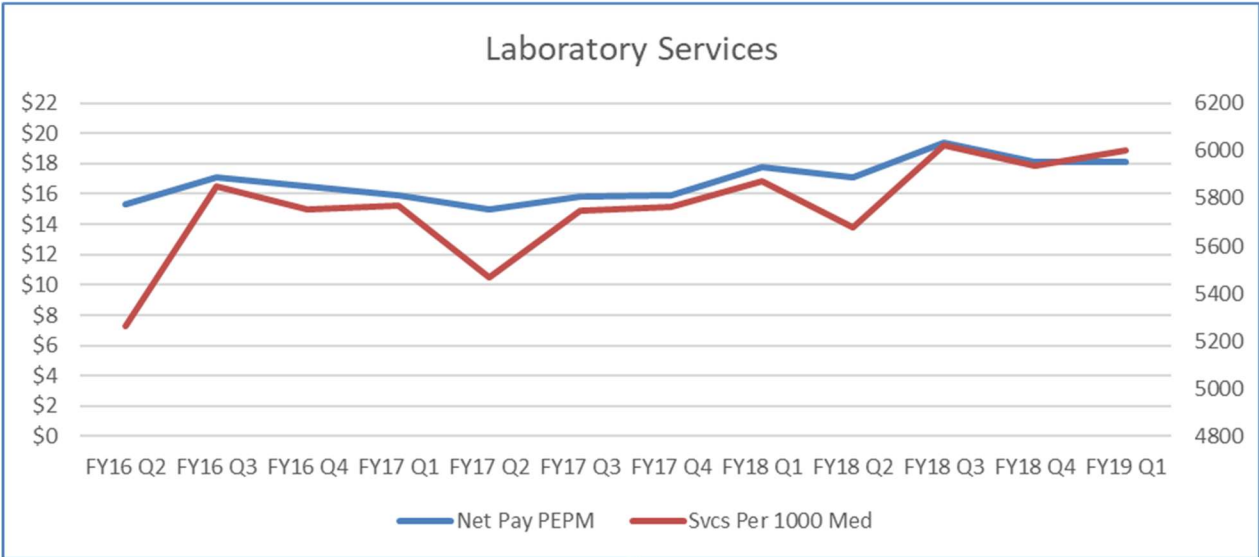
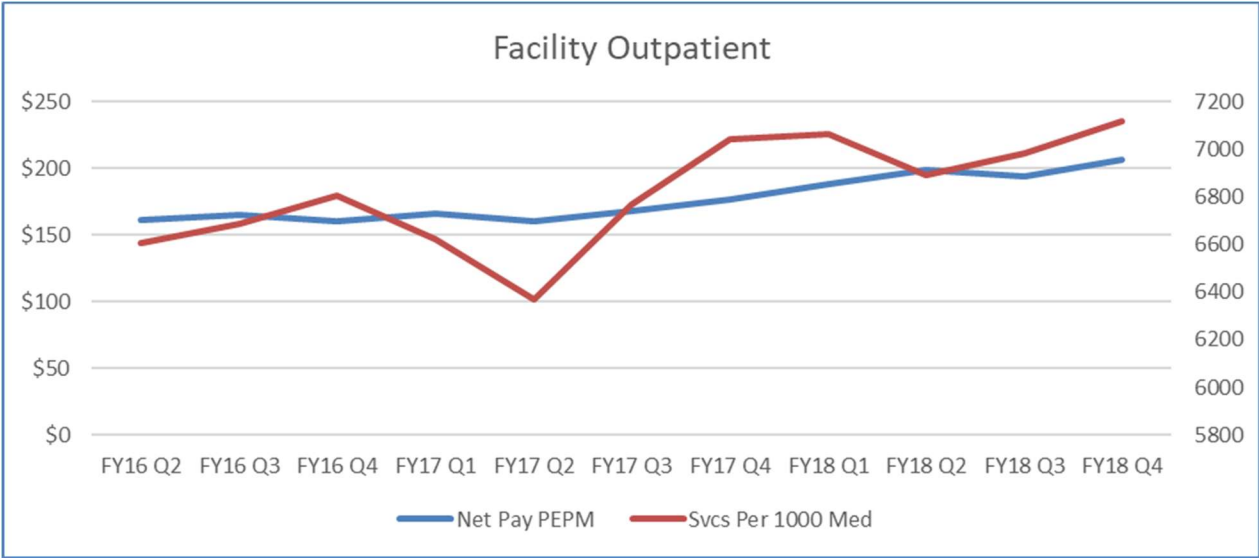
<sup>2</sup> High Cost Claimants (HCCs) are claimants with over \$100,000 total claims for the respective time periods.

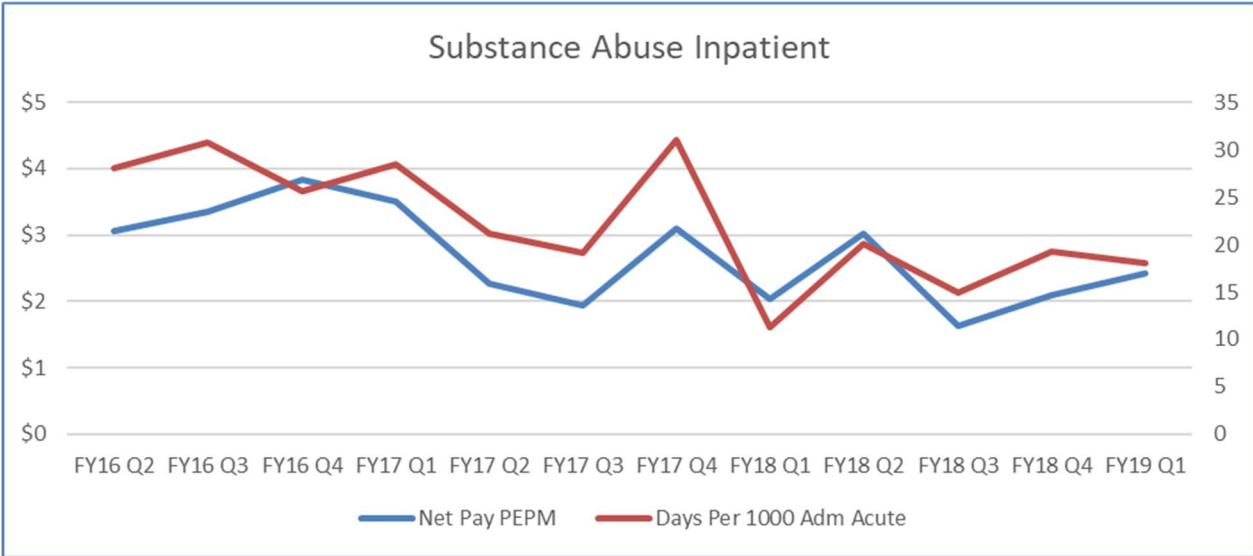
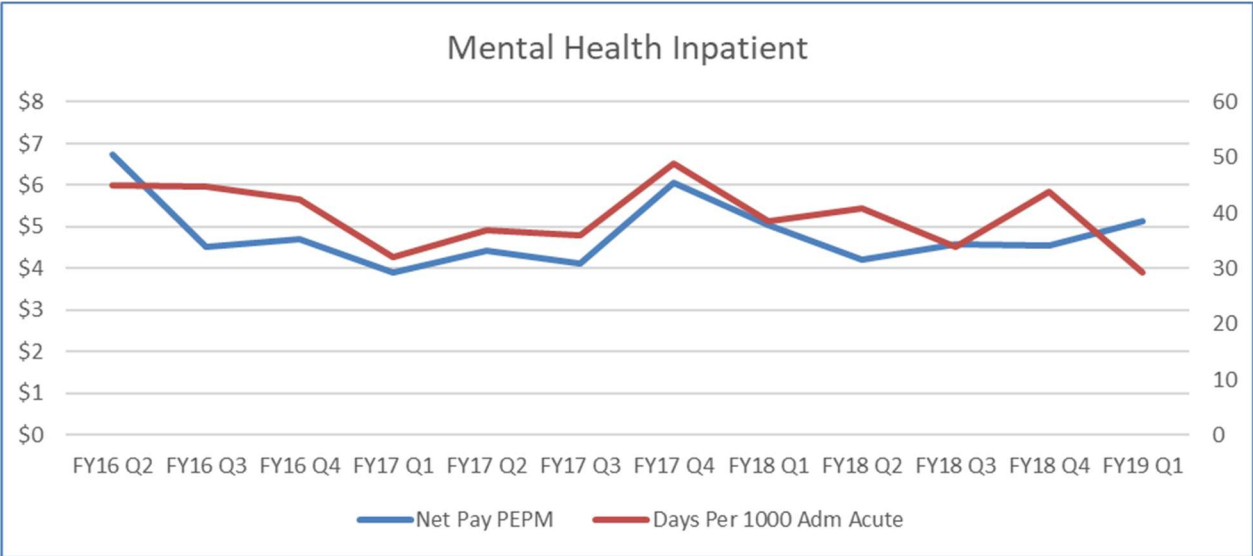
## Top Clinical Conditions by Net Payments

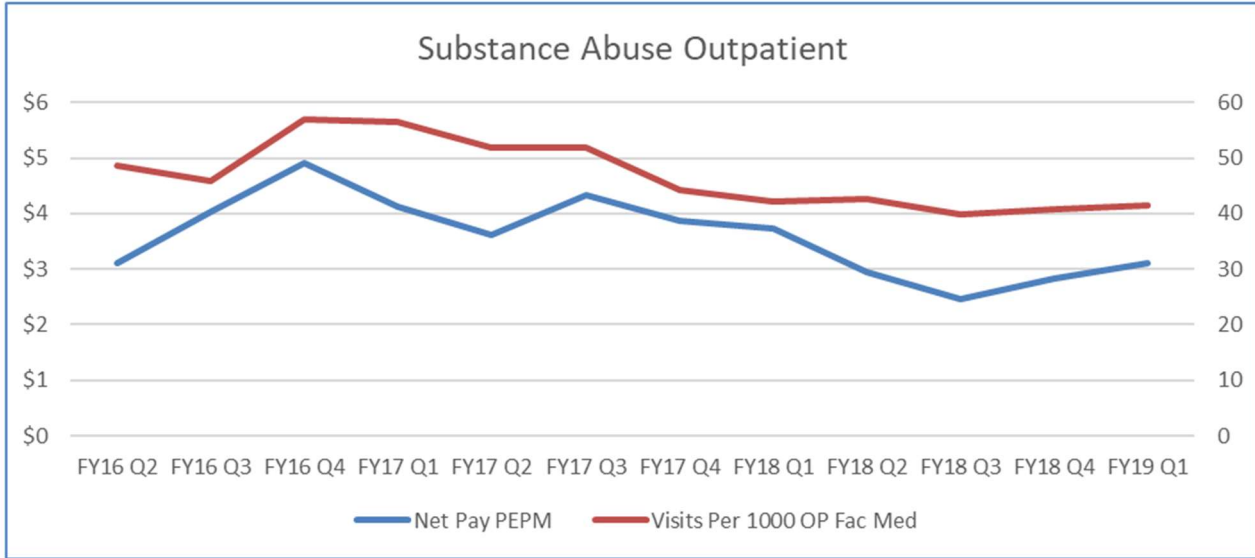
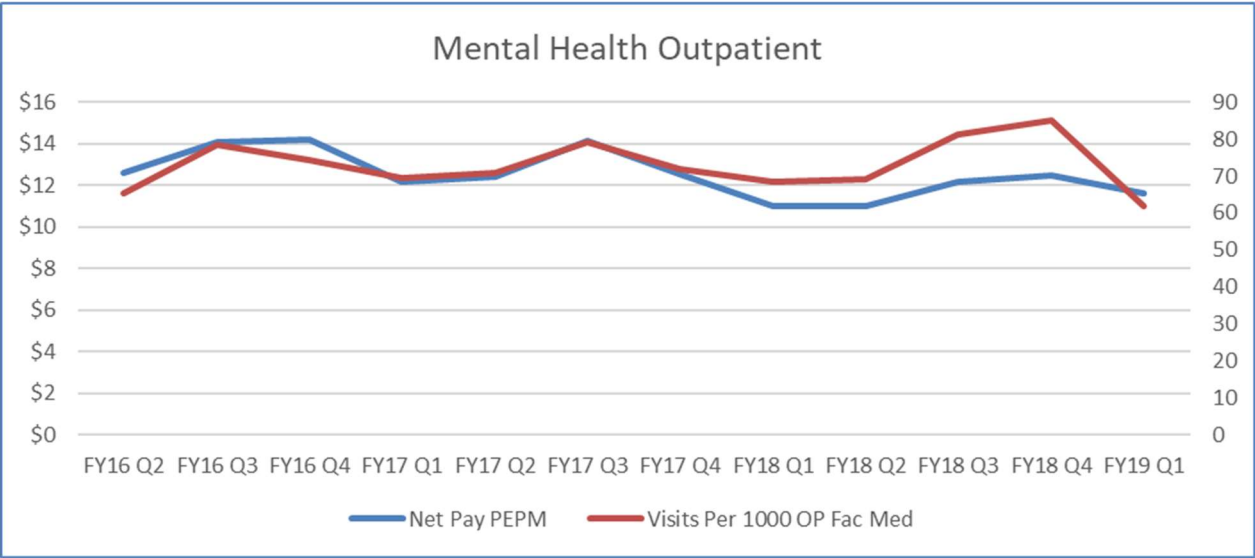
Rank	MarketScan Rank	Clinical Condition	Oct 2016 – Sep 2017			Oct 2017 – Sep 2018			PMPM Trend
			Patients	Net Pay Med	PMPM	Patients	Net Pay Med	PMPM	
1	1	Prevent/Admin Hlth Encounters	65,441	\$22,910,015	\$18.36	67,895	\$24,539,123	\$19.04	3.7%
2	2	Signs/Symptoms/Oth Cond, NEC	33,016	\$18,968,437	\$15.20	34,809	\$21,595,497	\$16.75	10.2%
3	3	Osteoarthritis	11,341	\$16,288,393	\$13.05	11,453	\$16,928,872	\$13.13	0.6%
4	4	Pregnancy without Delivery	2,010	\$15,338,120	\$12.29	1,937	\$15,547,828	\$12.06	-1.9%
5	8	Spinal/Back Disord, Low Back	13,578	\$13,635,100	\$10.93	13,591	\$13,313,947	\$10.33	-5.5%
6	6	Gastroint Disord, NEC	13,466	\$12,902,380	\$10.34	13,763	\$13,675,894	\$10.61	2.6%
7	5	Arthropathies/Joint Disord NEC	25,883	\$12,630,232	\$10.12	25,904	\$13,424,584	\$10.41	2.9%
8	9	Coronary Artery Disease	5,278	\$10,851,877	\$8.70	5,175	\$10,924,959	\$8.47	-2.6%
9	10	Respiratory Disord, NEC	13,358	\$9,793,304	\$7.85	13,399	\$10,919,666	\$8.47	7.9%
10	14	Condition Rel to Tx - Med/Surg	2,637	\$8,299,447	\$6.65	2,608	\$6,921,479	\$5.37	-19.3%
11	15	Newborns, w/wo Complication	882	\$7,911,173	\$6.34	861	\$9,332,839	\$7.24	14.2%
12	19	Spinal/Back Disord, Ex Low	9,637	\$7,698,714	\$6.17	9,663	\$7,428,700	\$5.76	-6.6%
13	13	Cardiac Arrhythmias	5,528	\$7,614,700	\$6.10	5,898	\$6,616,905	\$5.13	-15.9%
14	7	Renal Function Failure	2,973	\$7,454,591	\$5.97	3,092	\$7,502,220	\$5.82	-2.6%
15	18	Cardiovasc Disord, NEC	9,469	\$7,034,053	\$5.64	9,553	\$6,556,079	\$5.09	-9.8%
16	11	Chemotherapy Encounters	366	\$6,998,308	\$5.61	434	\$13,699,812	\$10.63	89.5%
17	21	Cerebrovascular Disease	3,701	\$6,981,956	\$5.60	3,777	\$6,714,315	\$5.21	-6.9%
18	12	Infections, NEC	11,310	\$6,880,766	\$5.51	12,316	\$5,552,121	\$4.31	-21.9%
19	22	Diabetes	14,436	\$6,369,454	\$5.10	14,595	\$7,050,979	\$5.47	7.2%
20	17	Cancer - Breast	1,397	\$6,282,284	\$5.03	1,430	\$6,289,312	\$4.88	-3.1%
21	25	Neurological Disorders, NEC	6,517	\$6,029,004	\$4.83	6,543	\$6,034,382	\$4.68	-3.1%
22	36	Hypertension, Essential	23,028	\$5,857,554	\$4.69	23,752	\$8,258,856	\$6.41	36.5%
23	16	Infections - ENT Ex Otitis Med	26,880	\$5,761,199	\$4.62	26,132	\$5,865,430	\$4.55	-1.5%
24	26	Mental Hlth - Substance Abuse	1,561	\$5,214,049	\$4.18	1,642	\$4,449,506	\$3.45	-17.4%
25	23	Infec/Inflam - Skin/Subcu Tiss	23,828	\$5,153,089	\$4.13	24,665	\$5,049,336	\$3.92	-5.2%

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

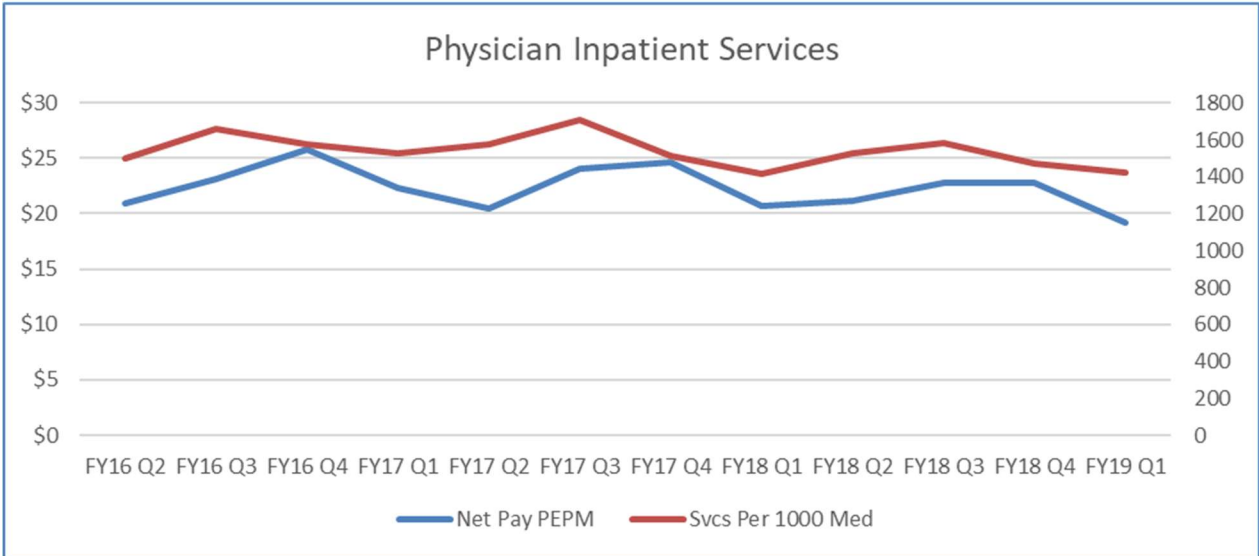
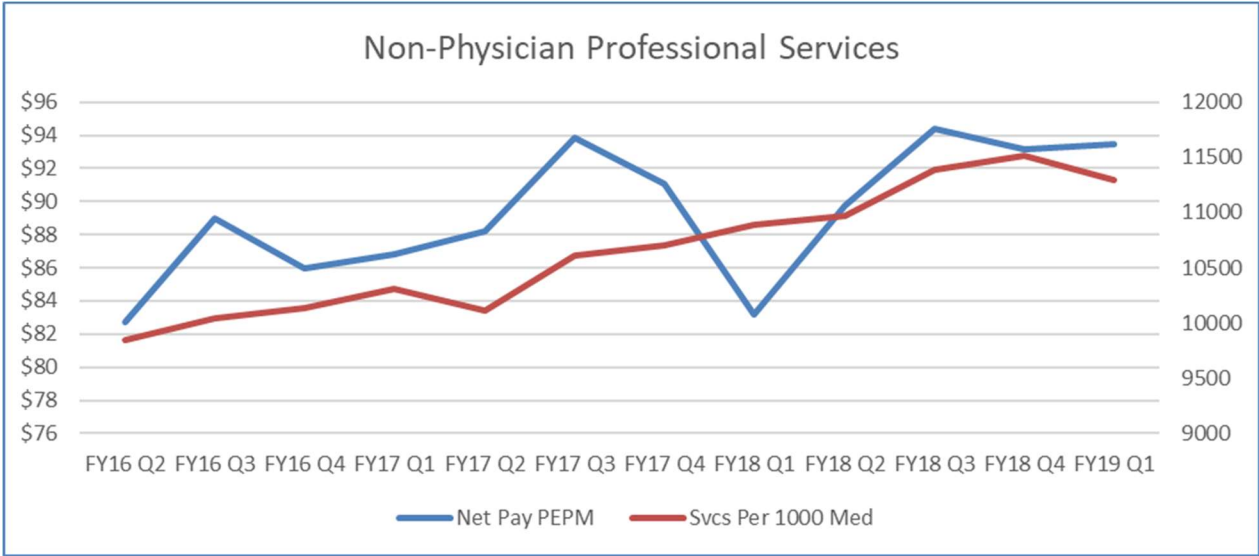


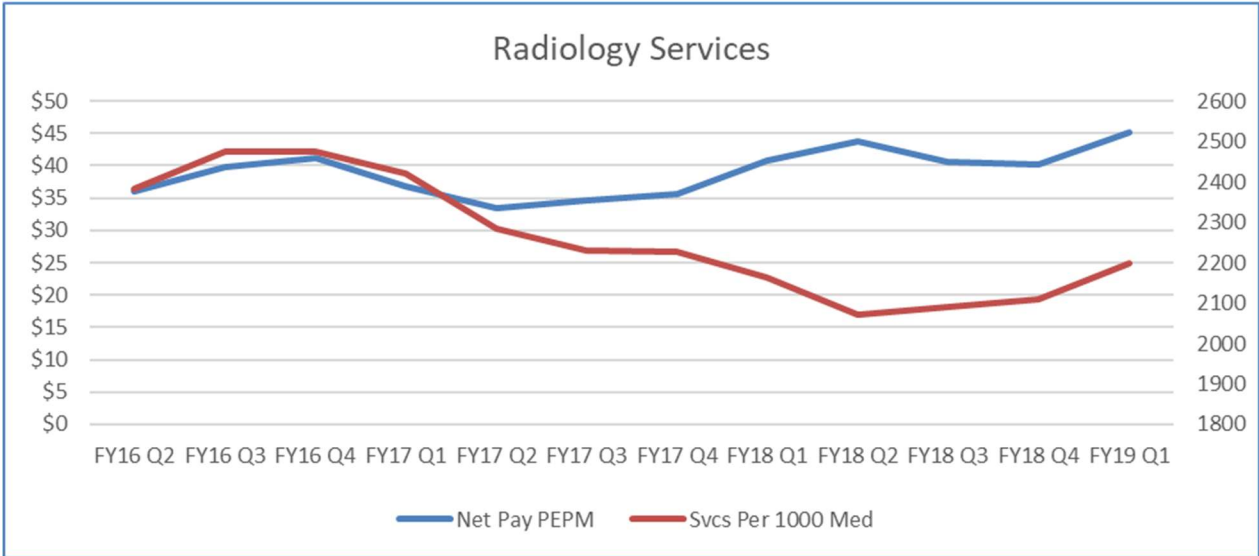
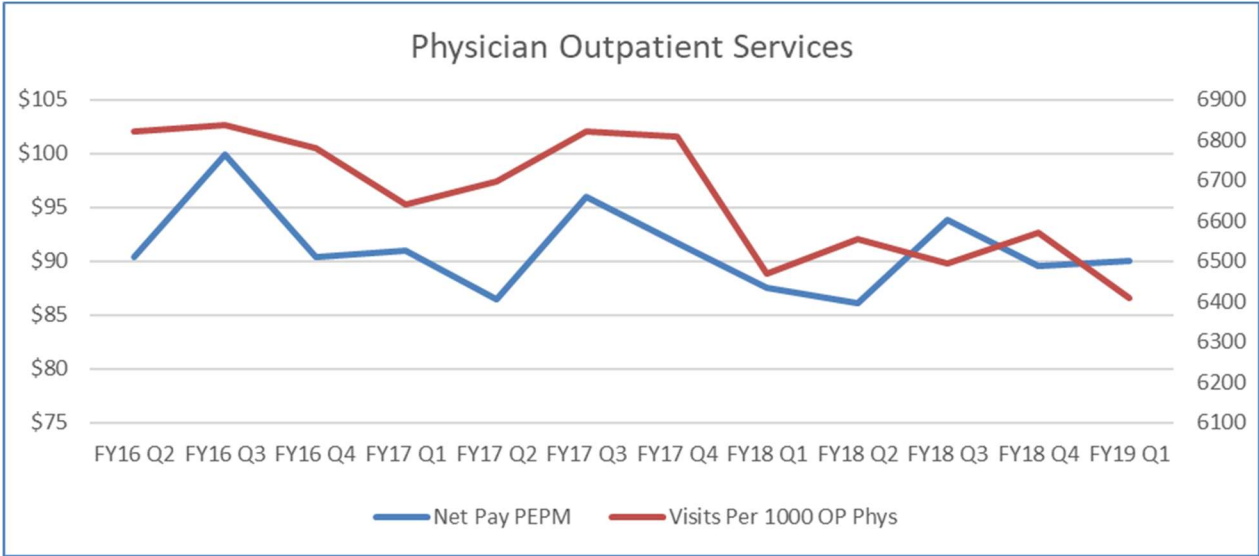












# Service Category Net Pay Summary

## Net Payments Trends for Service Category Groups

Service Category Group	Oct 2016 - Sep 2017		Oct 2017 - Sep 2018		Trend PEPM
	Net Pay Med	Net Pay PEPM Med	Net Pay Med	Net Pay PEPM Med	
Facility Outpatient	\$126,131,236	\$173	\$148,019,389	\$201	15.7%
Facility Inpatient	\$121,171,380	\$167	\$121,068,313	\$164	-1.5%
Other Professional Services	\$64,742,165	\$89	\$68,354,885	\$93	4.1%
Physician Outpatient	\$65,754,002	\$90	\$66,283,709	\$90	-0.6%
Radiology Outpatient	\$26,253,266	\$36	\$31,280,985	\$42	17.5%
MHSA	\$17,191,870	\$24	\$15,900,649	\$22	-8.8%
Physician Inpatient	\$16,328,423	\$22	\$15,824,854	\$21	-4.4%
Laboratory Outpatient	\$11,724,547	\$16	\$13,401,772	\$18	12.7%

## Service Category Detail by Net Payments and Utilization

### Facility Inpatient

Facility Inpatient Service Category	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Days per 1000	Net Pay Med	PEPM Med	Days per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Facility Inpatient Surgical	152.5	\$64,660,157	\$89	133.9	\$60,423,450	\$82	-12.2%	-7.9%
Facility Inpatient Medical	212.7	\$36,297,565	\$50	209.3	\$38,364,759	\$52	-1.6%	4.2%
Facility Inpatient Maternity	45.2	\$15,943,933	\$22	40.1	\$18,245,497	\$25	-11.3%	12.8%
Facility Inpatient Long Term Care		\$4,194,074	\$6		\$3,972,507	\$5		-6.6%
Facility Inpatient Non Acute		\$75,652	\$0		\$62,100	\$0		-19.1%

## Facility Outpatient

Facility Outpatient Service Category	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Services per 1000	Net Pay Med	PEPM Med	Services per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Facility Outpatient Surgery	1,586.1	\$53,173,450	\$73	1,741.2	\$60,102,242	\$82	9.8%	11.5%
Facility Outpatient ER	2,247.1	\$34,830,055	\$48	2,320.8	\$38,381,590	\$52	3.3%	8.7%
Facility Outpatient Specialty Drugs	141.5	\$17,112,361	\$24	192.1	\$25,084,590	\$34	35.7%	44.6%
Facility Outpatient Diagnostic Services	207.8	\$6,905,009	\$9	213.3	\$8,242,102	\$11	2.6%	17.7%
Facility Outpatient Dialysis	312.3	\$5,225,285	\$7	291.4	\$5,020,573	\$7	-6.7%	-5.3%
Facility Outpatient Other	473.0	\$3,090,938	\$4	516.5	\$4,403,303	\$6	9.2%	40.5%
Facility Outpatient Pharmacy	500.0	\$1,969,698	\$3	520.2	\$2,770,112	\$4	4.0%	38.7%
Facility Outpatient PT, OT, Speech Therapy	1,077.8	\$2,585,492	\$4	1,001.9	\$2,598,083	\$4	-7.0%	-0.9%
Facility Outpatient Supplies and Devices	212.7	\$329,355	\$0	198.0	\$544,621	\$1	-6.9%	63.1%
Facility Outpatient Home Health	43.4	\$550,221	\$1	46.0	\$535,921	\$1	5.9%	-4.0%
Facility Outpatient Transportation	10.8	\$316,192	\$0	10.2	\$279,592	\$0	-5.7%	-12.8%
Facility Outpatient DME	1.7	\$43,180	\$0	2.3	\$56,661	\$0	39.3%	29.4%

## Laboratory Services

Lab Services	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Services per 1000	Net Pay Med	PEPM Med	Services per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Laboratory Outpatient Other	2,250.23	\$3,961,965.87	\$5.45	2,353.32	\$4,730,651.59	\$6.42	4.6%	17.7%
Laboratory Outpatient Chemistry Tests	2,922.77	\$4,036,314.25	\$5.55	2,970.40	\$4,607,134.01	\$6.25	1.6%	12.6%
Laboratory Outpatient Pathology	542.60	\$3,726,267.23	\$5.13	586.26	\$4,063,986.56	\$5.51	8.0%	7.5%

## Mental Health and Substance Abuse

MH / SA Services	Utilization Type	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Mental Health Other Outpatient	Visits per 1000	808.1	\$7,430,374	\$10	850.0	\$7,123,161	\$10	5.2%	-5.5%
Mental Health Inpatient	Days Per 1000	40.0	\$3,572,282	\$5	37.0	\$3,408,832	\$5	-7.6%	-5.9%
Substance Abuse Other Outpatient	Visits per 1000	50.2	\$2,747,728	\$4	81.5	\$1,998,940	\$3	62.3%	-28.3%
Substance Abuse Inpatient	Days Per 1000	20.6	\$1,696,751	\$2	18.1	\$1,688,094	\$2	-12.0%	-1.9%
Mental Health Office Visits	Visits per 1000	286.8	\$1,666,274	\$2	293.2	\$1,589,104	\$2	2.2%	-6.0%
Substance Abuse Office Visits	Visits per 1000	14.4	\$78,461	\$0	17.0	\$92,517	\$0	18.0%	16.3%

## Non-Physician Professional Services

Non-Physician Professional Services	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Professional Specialty Drugs	273.8	\$19,540,157	\$27	268.1	\$19,977,492	\$27	-2.1%	0.8%
Professional Services Other	581.3	\$10,919,578	\$15	617.2	\$10,681,921	\$14	6.2%	-3.5%
Professional PT, OT, Speech Therapy	4,221.9	\$7,016,174	\$10	4,623.6	\$7,729,117	\$10	9.5%	8.6%
Professional Diagnostic Services	1,400.6	\$5,961,858	\$8	1,475.1	\$6,698,958	\$9	5.3%	10.8%
Professional Office Visits	726.9	\$5,425,837	\$7	838.8	\$6,449,367	\$9	15.4%	17.2%
Professional Supplies and Devices	1,072.9	\$4,683,828	\$6	1,157.5	\$5,169,471	\$7	7.9%	8.8%
Professional DME	375.8	\$2,434,658	\$3	387.1	\$2,976,010	\$4	3.0%	20.5%
Professional Injections	773.9	\$2,741,293	\$4	721.1	\$2,671,137	\$4	-6.8%	-3.9%
Professional Transportation	193.6	\$2,578,795	\$4	184.1	\$2,284,067	\$3	-4.9%	-12.7%
Professional Chiropractic Services	812.2	\$2,073,358	\$3	826.0	\$2,183,135	\$3	1.7%	3.8%
Professional Home Health	122.6	\$1,158,830	\$2	164.1	\$1,321,208	\$2	33.9%	12.4%
Professional Dialysis	27.6	\$207,800	\$0	28.0	\$213,002	\$0	1.5%	1.1%

## Physician Inpatient Services

Physician Inpatient Services	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Physician Specialty Inpatient	949.1	\$11,742,062	\$16	890.3	\$11,264,566	\$15	-6%	-5%
Physician Non-Specialty Inpatient	600.9	\$4,586,360	\$6	611.1	\$4,560,288	\$6	2%	-2%

## Physician Outpatient

Physician Outpatient Service Category	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Visits / 1000	Net Pay Med	PEPM	Visits / 1000	Net Pay Med	PEPM	Utilization	PEPM
Physician Non-Specialty Office Visits	2,755.3	\$21,281,518	\$29	2,682.0	\$20,910,727	\$28	-3%	-3%
Physician Specialty Outpatient Surgery	419.7	\$18,084,177	\$25	395.9	\$17,603,792	\$24	-6%	-4%
Physician Specialty Office Visits	2,520.3	\$12,778,706	\$18	2,411.6	\$13,024,406	\$18	-4%	1%
Physician Specialty Outpatient Other	817.6	\$5,603,886	\$8	815.7	\$5,840,050	\$8	0%	3%
Physician Specialty ER	327.9	\$4,143,593	\$6	325.4	\$4,739,015	\$6	-1%	13%
Physician Non-Specialty Outpatient Surgery	42.5	\$1,567,117	\$2	44.2	\$1,483,868	\$2	4%	-7%
Physician Non-Specialty Outpatient Other	291.1	\$1,894,292	\$3	330.3	\$2,211,366	\$3	13%	15%
Physician Non-Specialty ER	31.9	\$400,713	\$1	34.9	\$470,486	\$1	10%	16%

# Radiology Services

Radiology Services	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Services/1000	Net Pay Med	PEPM	Services/1000	Net Pay Med	PEPM	Utilization	PEPM
Radiology Outpatient Therapeutic Radiology	217.1	\$6,580,204	\$9	214.4	\$9,274,673	\$13	-1.2%	39.0%
Radiology Outpatient MRIs	161.0	\$4,455,620	\$6	154.9	\$4,930,677	\$7	-3.8%	9.1%
Radiology Outpatient Ultrasounds	414.2	\$4,262,934	\$6	406.1	\$4,662,762	\$6	-1.9%	7.9%
Radiology Outpatient CAT Scans	184.2	\$2,840,670	\$4	178.8	\$3,618,622	\$5	-2.9%	25.6%
Radiology Outpatient Mammograms	330.0	\$2,878,255	\$4	272.7	\$3,036,898	\$4	-17.4%	4.0%
Radiology Outpatient X-Rays	784.4	\$2,130,727	\$3	762.1	\$2,536,350	\$3	-2.8%	17.4%
Radiology Outpatient Nuclear Medicine	74.6	\$1,743,255	\$2	72.6	\$1,784,448	\$2	-2.7%	0.9%
Radiology Outpatient Other	59.1	\$1,361,600	\$2	56.1	\$1,436,554	\$2	-5.0%	4.0%

# Place of Service by Net Payments and Utilization

## Laboratories

Place of Service - Lab	Utilization Type	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Outpatient Hospital-On Campus	Visits per 1000	613.7	\$10,410,339	\$14	608.2	\$11,031,882	\$15	-0.9%	6.0%
Independent Laboratory	Visits per 1000	871.5	\$5,761,575	\$8	873.2	\$5,792,529	\$8	0.2%	0.5%
Ambulatory Surgical Center	Visits per 1000	9.9	\$170,377	\$0	4.3	\$41,826	\$0	-56.7%	-75.5%

## Emergency Rooms & Urgent Care

Place of Service	Utilization Type	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Emergency Room (All Services)	Visits per 1000	379.3	\$45,876,161	\$63	383.9	\$49,928,224	\$68	1.2%	8.8%
Emergency Room (Urgent Care Services)	Visits per 1000	172.2	\$14,320,292	\$20	164.5	\$15,132,970	\$21	-4.4%	5.7%
Urgent Care Facility	Visits per 1000	457.7	\$4,458,107	\$6	478.9	\$4,987,891	\$7	4.6%	11.9%

## Outpatient Hospital and Freestanding High-Tech Radiology

Place of Service	Utilization Type	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Outpatient Hospital	Visits per 1000	214.3	\$13,416,554	\$18	208.7	\$17,466,696	\$24	-2.6%	30.2%
Freestanding Facility	Visits per 1000	124.8	\$3,288,820	\$5	121.3	\$3,302,674	\$4	-2.8%	0.4%



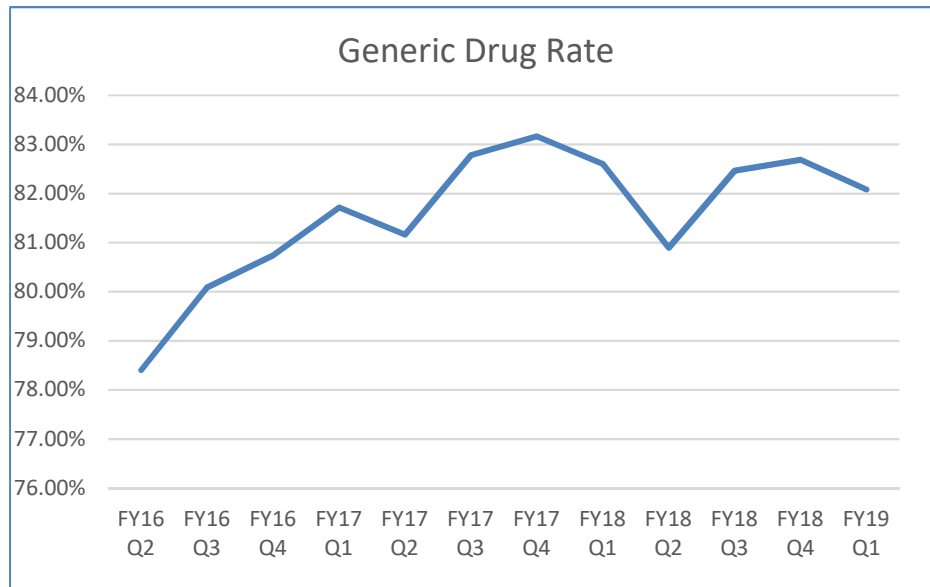
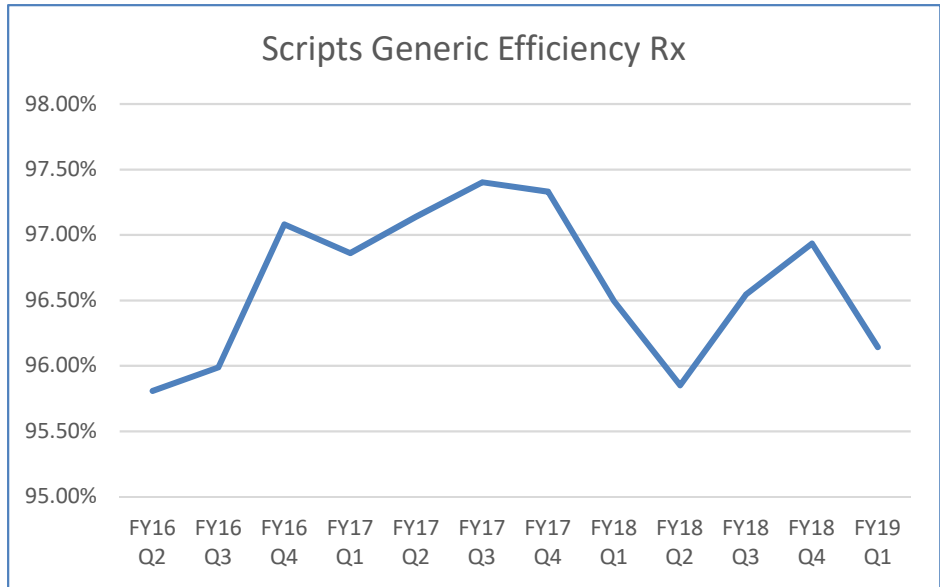
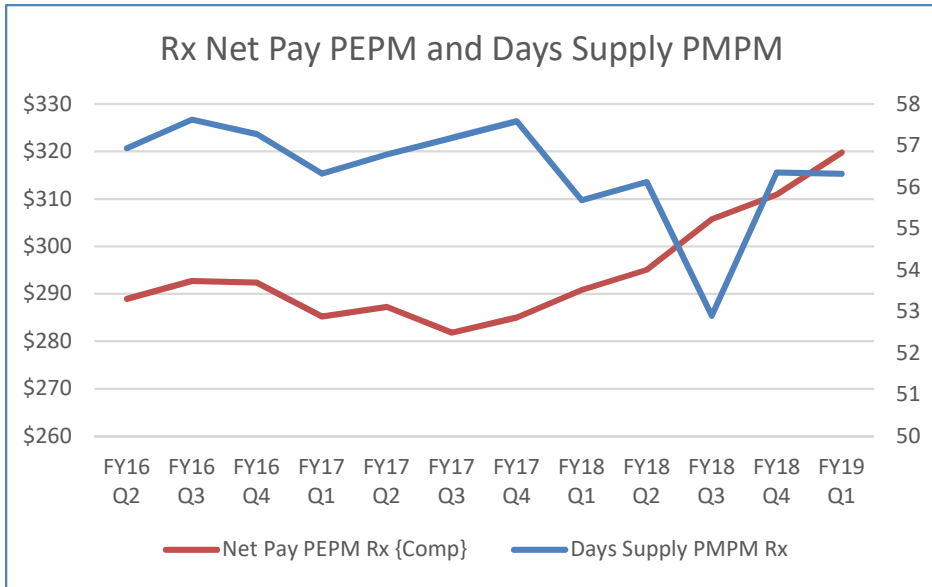
## Top 20 Physician Specialties by Net Payments and Utilization

Provider Type	Oct 2016 - Sep 2017			Oct 2017 - Sep 2018			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Family Practice	2,330.8	\$9,446,870	\$13	2,242.1	\$8,902,000	\$12	-3.8%	-7.1%
Pediatrician (NEC)	1,344.2	\$8,514,654	\$12	1,449.1	\$8,894,662	\$12	7.8%	3.0%
Orthopaedic Surgery	778.1	\$7,824,772	\$11	810.6	\$8,622,123	\$12	4.2%	8.7%
Obstetrics & Gynecology	682.8	\$8,801,844	\$12	635.7	\$8,107,416	\$11	-6.9%	-9.2%
Anesthesiology	346.7	\$8,081,839	\$11	314.5	\$7,939,073	\$11	-9.3%	-3.1%
Internal Medicine (NEC)	1,439.9	\$6,330,096	\$9	1,369.3	\$6,559,552	\$9	-4.9%	2.2%
Radiology	1,337.7	\$6,489,537	\$9	1,225.4	\$6,399,270	\$9	-8.4%	-2.8%
Emergency Medicine	381.2	\$4,474,326	\$6	375.4	\$5,089,814	\$7	-1.5%	12.2%
Cardiovascular Dis/Cardiology	1,028.7	\$4,730,612	\$7	1,022.2	\$4,848,183	\$7	-0.6%	1.1%
Rheumatology	168.3	\$4,112,407	\$6	167.5	\$4,784,852	\$6	-0.5%	14.7%
Ophthalmology	606.5	\$4,392,704	\$6	599.2	\$4,771,272	\$6	-1.2%	7.1%
Oncology	285.1	\$4,993,966	\$7	245.3	\$4,062,111	\$6	-14.0%	-19.8%
Gastroenterology	249.5	\$3,579,610	\$5	228.7	\$3,617,219	\$5	-8.3%	-0.4%
Chiropractor/DCM	1,343.2	\$2,932,111	\$4	1,408.4	\$3,153,033	\$4	4.9%	6.0%
Dermatology	579.9	\$2,692,158	\$4	567.1	\$2,757,648	\$4	-2.2%	1.0%
Surgeon (NEC)	244.3	\$3,012,903	\$4	204.4	\$2,566,970	\$3	-16.4%	-16.0%
Otolaryngology	289.8	\$2,755,870	\$4	276.1	\$2,517,342	\$3	-4.7%	-9.9%
Urology	309.3	\$2,003,143	\$3	306.8	\$2,113,039	\$3	-0.8%	4.0%
Neurology	189.2	\$1,976,967	\$3	175.7	\$2,106,204	\$3	-7.1%	5.1%
Plastic/Maxillofacial Surgery	125.3	\$1,892,352	\$3	135.1	\$2,002,700	\$3	7.8%	4.4%

# Rx Net Pay, Utilization and Generic Efficiency

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

	Oct 2016 – Sep 2017			Oct 2017 – Sept 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	9,780,101	90.2%	\$1,002	11,238,624	90.9%	\$1,180	14.9%	0.8%	17.8%
Retail	60,614,567	97.7%	\$2,433	66,143,201	96.5%	\$2,536	9.1%	-1.2%	4.2%
Total	70,394,668	97.1%	\$3,435	77,381,825	96.1%	\$3,716	9.9%	-1.0%	8.2%



## Top 50 Non-Specialty Drugs

Product	Therapeutic Class	Oct 2016 – Sep 2017		Oct 2017 - Sep 2018		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
HUMALOG KWIKPEN	Hormones & Synthetic Subst	\$4,007,182.87	208,992	\$4,329,087.25	192,259	8.0%	-8.0%
JANUVIA	Hormones & Synthetic Subst	\$3,723,244.11	320,473	\$4,144,743.60	297,330	11.3%	-7.2%
ELIQUIS	Blood Form/Coagul Agents	\$2,820,117.52	248,066	\$4,065,555.13	311,219	44.2%	25.5%
XARELTO	Blood Form/Coagul Agents	\$2,747,992.83	241,462	\$3,569,298.27	270,681	29.9%	12.1%
LANTUS SOLOSTAR PEN	Hormones & Synthetic Subst	\$2,717,049.64	284,623	\$2,770,712.47	249,047	2.0%	-12.5%
VYVANSE	Central Nervous System	\$2,328,901.65	288,916	\$2,588,313.32	294,261	11.1%	1.9%
HUMALOG	Hormones & Synthetic Subst	\$1,844,882.62	93,206	\$2,065,300.40	91,768	11.9%	-1.5%
METFORMIN HCL	Hormones & Synthetic Subst	\$2,193,483.97	1,679,649	\$1,985,564.10	1,713,753	-9.5%	2.0%
CONCERTA	Central Nervous System	\$279,022.19	23,048	\$1,914,379.69	144,675	586.1%	527.7%
INVOKANA	Hormones & Synthetic Subst	\$2,063,664.63	163,220	\$1,871,801.91	124,952	-9.3%	-23.4%
JARDIANCE	Hormones & Synthetic Subst	\$738,002.42	56,933	\$1,689,097.11	112,842	128.9%	98.2%
MYRBETRIQ	Smooth Muscle Relaxants	\$1,166,878.24	123,584	\$1,608,247.30	148,571	37.8%	20.2%
OXYCONTIN	Central Nervous System	\$1,649,242.54	80,111	\$1,598,704.14	71,415	-3.1%	-10.9%
ADDERALL XR	Central Nervous System	\$319,578.12	39,736	\$1,541,027.68	188,877	382.2%	375.3%
SYMBICORT 160/4.5	Hormones & Synthetic Subst	\$1,367,786.02	157,585	\$1,486,299.29	155,313	8.7%	-1.4%
SPIRIVA	Autonomic Drugs	\$1,515,098.41	141,151	\$1,368,782.18	111,005	-9.7%	-21.4%
JANUMET	Hormones & Synthetic Subst	\$1,245,222.99	113,208	\$1,287,897.33	99,217	3.4%	-12.4%
ADVAIR DISKUS 250/50	Hormones & Synthetic Subst	\$1,259,942.34	119,788	\$1,214,401.67	99,710	-3.6%	-16.8%
LATUDA	Central Nervous System	\$862,151.53	23,145	\$1,201,609.53	28,451	39.4%	22.9%
ANDROGEL	Hormones & Synthetic Subst	\$945,410.72	40,206	\$1,077,913.86	39,135	14.0%	-2.7%
LEVEMIR FLEXTOUCH	Hormones & Synthetic Subst	\$1,150,922.64	100,351	\$1,061,231.80	76,012	-7.8%	-24.3%
TRESIBA	Hormones & Synthetic Subst	\$706,919.42	45,486	\$1,048,059.68	63,779	48.3%	40.2%
BREO ELLIPTA	Hormones & Synthetic Subst	\$668,400.56	71,595	\$1,033,146.98	100,815	-11.3%	-22.7%
ONE TOUCH ULTRA	Diagnostic Agents	\$1,258,564.28	369,792	\$1,031,532.41	306,819	9.8%	-7.8%
HUMALOG MIX 75/25 KWIKPEN	Hormones & Synthetic Subst	\$1,003,272.55	39,877	\$1,031,105.53	35,129	5.0%	-8.0%
TOUJEO	Hormones & Synthetic Subst	\$946,681.10	71,187	\$997,003.30	64,472	64.2%	57.9%

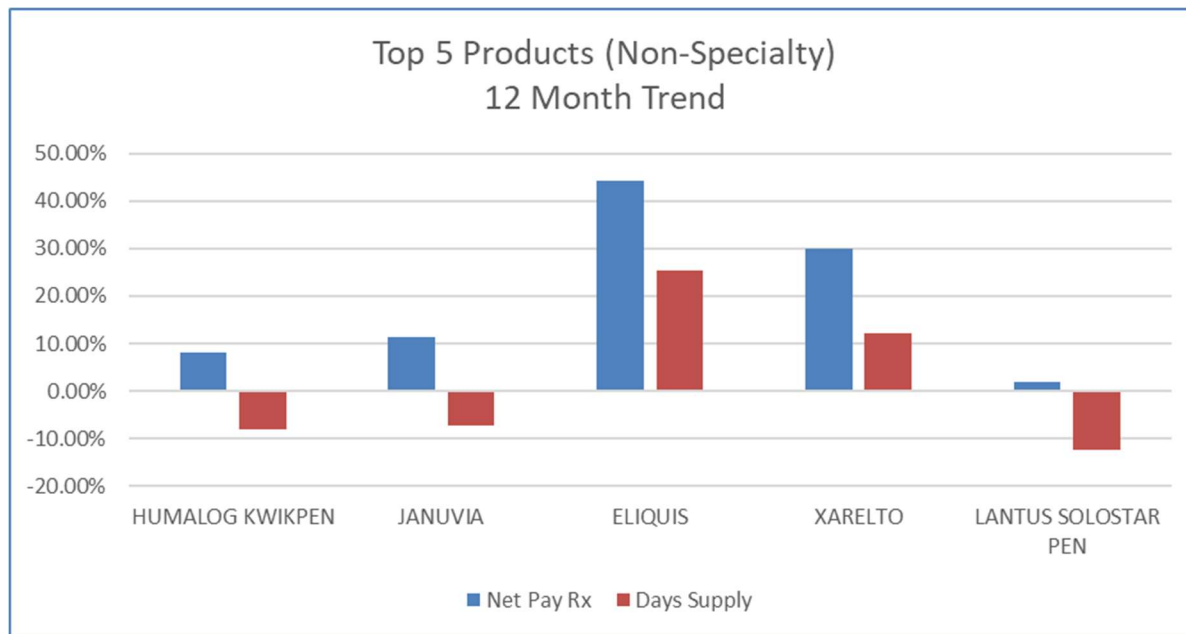
Product	Therapeutic Class	Oct 2016 – Sep 2017		Oct 2017 – Sep 2018		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
MESALAMINE	Gastrointestinal Drugs	\$248,778.03	11,870	\$924,908.48	47,725	271.8%	302.1%
MOMETASONE FUROATE	Eye, Ear, Nose Throat	\$1,080,911.70	203,407	\$913,743.31	170,226	-15.5%	-16.3%
VESICARE	Smooth Muscle Relaxants	\$923,475.83	100,129	\$889,668.11	81,317	-3.7%	-18.8%
XIFAXAN	Anti-Infective Agents	\$692,306.75	10,663	\$838,034.21	10,940	21.0%	2.6%
EZETIMIBE	Cardiovascular Agents	\$1,426,129.90	226,638	\$825,599.21	342,006	-42.1%	50.9%
LO LOESTRIN FE	Hormones & Synthetic Subst	\$677,650.10	177,469	\$799,294.11	191,396	18.0%	7.8%
ESOMEPRAZOLE MAGNESIUM	Gastrointestinal Drugs	\$1,499,987.23	843,497	\$784,394.93	790,674	-47.7%	-6.3%
PRADAXA	Blood Form/Coagul Agents	\$1,012,522.37	93,223	\$777,289.30	63,450	-23.2%	-31.9%
EZETIMIBE-SIMVASTATIN	Cardiovascular Agents	\$332,262.81	83,093	\$770,364.64	203,586	131.9%	145.0%
RESTASIS	Eye, Ear, Nose Throat	\$802,973.77	59,054	\$737,448.46	47,350	-8.2%	-19.8%
METOPROLOL SUCCINATE	Cardiovascular Agents	\$581,678.26	1,098,767	\$735,694.24	1,258,966	26.5%	14.6%
LIBRAX	Autonomic Drugs	\$401,778.28	3,981	\$735,273.47	4,985	83.0%	25.2%
RANEXA	Cardiovascular Agents	\$680,730.72	56,380	\$727,776.59	53,899	6.9%	-4.4%
BYSTOLIC	Cardiovascular Agents	\$623,439.15	182,278	\$677,686.75	178,304	8.7%	-2.2%
LINZESS	Gastrointestinal Drugs	\$553,407.58	50,920	\$665,125.27	54,908	20.2%	7.8%
MULTAQ	Cardiovascular Agents	\$599,393.77	35,720	\$583,510.30	30,752	-2.6%	-13.9%
JANUMET XR	Hormones & Synthetic Subst	\$493,755.89	46,703	\$577,803.71	48,021	17.0%	2.8%
PROAIR HFA	Autonomic Drugs	\$497,530.50	358,273	\$566,812.13	367,729	13.9%	2.6%
CIALIS	Cardiovascular Agents	\$535,892.35	76,854	\$566,266.51	63,829	5.7%	-16.9%
DEXILANT	Gastrointestinal Drugs	\$491,565.58	69,114	\$564,497.45	68,440	14.8%	-1.0%
FARXIGA	Hormones & Synthetic Subst	\$415,333.01	32,075	\$561,814.05	37,311	35.3%	16.3%
LUMIGAN	Eye, Ear, Nose Throat	\$521,159.85	102,418	\$559,254.56	94,047	7.3%	-8.2%
LEVOTHYROXINE SODIUM	Hormones & Synthetic Subst	\$575,356.01	2,159,471	\$556,470.47	2,121,409	-3.3%	-1.8%
VASCEPA	Cardiovascular Agents	\$349,797.03	52,717	\$540,045.21	72,338	54.4%	37.2%
MESALAMINE	Central Nervous System	\$248,778.03	11,870	\$924,908.48	47,725	271.8%	302.1%

# Top 50 Specialty Drugs

Product	Therapeutic Class	Oct 2016 – Sep 2017		Oct 2017 – Sep 2018		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
HUMIRA	Immunosuppressants	\$9,213,697.48	54,458	\$11,536,570.52	58,858	25.2%	8.1%
REVLIMID	Misc Therapeutic Agents	\$3,627,126.41	8,127	\$4,901,562.59	9,401	35.1%	15.7%
TRULICITY	Hormones & Synthetic Subst	\$2,753,239.73	129,070	\$4,596,343.87	185,605	66.9%	43.8%
ENBREL	Immunosuppressants	\$3,910,003.32	25,209	\$4,245,742.13	25,346	8.6%	0.5%
STELARA	Immunosuppressants	\$1,890,075.92	7,919	\$2,716,793.01	11,358	43.7%	43.4%
GILENYA	Misc Therapeutic Agents	\$2,693,319.27	11,568	\$2,439,210.21	9,552	-9.4%	-17.4%
LYRICA	Antineoplastic Agents	\$2,001,043.83	153,875	\$2,252,940.16	142,480	12.6%	-7.4%
IBRANCE	Hormones & Synthetic Subst	\$1,699,887.67	4,186	\$2,252,223.73	5,355	32.5%	27.9%
VICTOZA	Misc Therapeutic Agents	\$1,970,490.30	86,497	\$2,223,695.84	78,039	12.8%	-9.8%
TECFIDERA	Anti-Infective Agents	\$1,327,121.45	5,976	\$1,723,011.65	7,160	29.8%	19.8%
HARVONI	Misc Therapeutic Agents	\$2,013,117.39	1,792	\$1,562,268.94	1,372	-22.4%	-23.4%
OTEZLA	Antineoplastic Agents	\$852,558.93	9,088	\$1,450,718.19	13,890	70.2%	52.8%
SPRYCEL	Misc Therapeutic Agents	\$874,486.88	2,244	\$1,399,442.63	3,330	60.0%	48.4%
FORTEO	Immunosuppressants	\$1,019,451.97	10,370	\$1,383,881.95	11,631	35.7%	12.2%
COSENTYX	Antineoplastic Agents	\$836,501.81	4,263	\$1,373,852.12	7,252	64.2%	70.1%
IMBRUVICA	Antineoplastic Agents	\$1,066,046.50	2,850	\$1,336,948.71	3,184	25.4%	11.7%
XTANDI	Misc Therapeutic Agents	\$861,417.89	2,610	\$1,231,420.93	3,450	43.0%	32.2%
COPAXONE	Immunosuppressants	\$1,793,217.56	9,628	\$1,211,021.60	6,840	-32.5%	-29.0%
XELJANZ XR	Anti-Infective Agents	\$407,859.41	3,240	\$1,198,834.77	8,730	193.9%	169.4%
GENVOYA	Antineoplastic Agents	\$795,922.00	8,700	\$1,110,090.04	11,100	39.5%	27.6%
CABOMETYX	Blood Form/Coagul Agents	\$73,442.20	140	\$873,006.28	1,226	1088.7%	775.7%
PROMACTA	Antineoplastic Agents	\$324,108.51	1,050	\$872,495.82	1,560	169.2%	48.6%
IMATINIB MESYLATE	Antineoplastic Agents	\$395,707.32	1,410	\$821,120.67	3,330	107.5%	136.2%
TASIGNA	Immunosuppressants	\$850,320.65	2,162	\$803,682.00	1,831	-5.5%	-15.3%
XELJANZ	Antineoplastic Agents	\$967,504.41	7,722	\$802,589.06	5,940	-17.0%	-23.1%
OFEV	Immunosuppressants	\$602,779.43	1,830	\$772,845.36	2,430	28.2%	32.8%

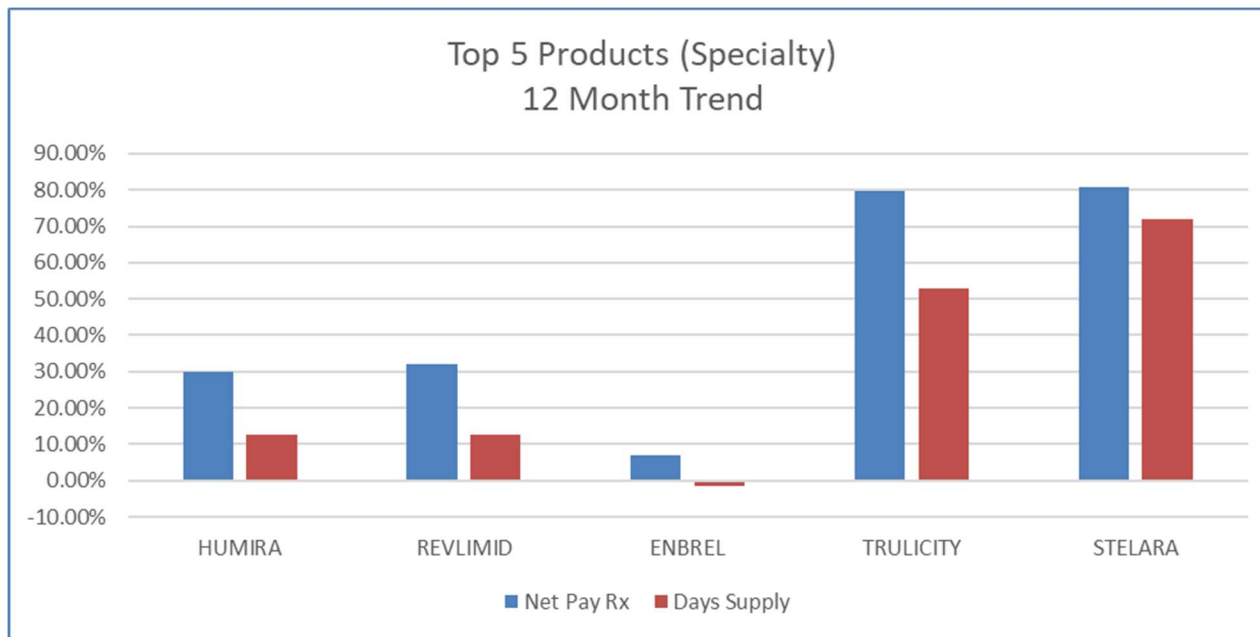
Product	Therapeutic Class	Oct 2016 - Sep 2017		Oct 2017 - Sep 2018		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
POMALYST	Antineoplastic Agents	\$753,252.38	1,414	\$757,199.81	1,225	0.5%	-13.4%
REPATHA	Cardiovascular Agents	\$364,706.26	8,280	\$743,939.43	17,204	104.0%	107.8%
ZYTIGA	Antineoplastic Agents	\$977,177.26	3,222	\$702,992.90	2,120	-28.1%	-34.2%
ESBRIET	Respiratory Tract Agents	\$388,894.28	1,350	\$638,095.85	2,190	64.1%	62.2%
AVONEX PEN	Misc Therapeutic Agents	\$529,256.78	2,358	\$629,047.05	2,520	18.9%	6.9%
AUBAGIO	Immunosuppressants	\$546,068.23	2,604	\$621,992.47	2,688	13.9%	3.2%
OPSUMIT	Cardiovascular Agents	\$431,297.76	1,350	\$617,885.44	2,010	43.3%	48.9%
LETAIRIS	Cardiovascular Agents	\$522,802.15	1,560	\$611,368.70	1,950	16.9%	25.0%
AMPYRA	Central Nervous System	\$577,000.03	8,190	\$606,566.81	7,440	5.1%	-9.2%
XOLAIR	Immunosuppressants	\$454,355.40	4,424	\$580,952.69	5,488	27.9%	24.1%
AFINITOR	Antineoplastic Agents	\$538,276.65	1,112	\$559,601.19	984	4.0%	-11.5%
JAKAFI	Antineoplastic Agents	\$840,455.49	2,220	\$558,731.21	1,500	-33.5%	-32.4%
TRIUMEQ	Anti-Infective Agents	\$425,607.64	4,920	\$556,980.57	5,910	30.9%	20.1%
NORDITROPIN FLEXPRO	Hormones & Synthetic Subst	\$431,675.85	3,397	\$554,998.45	3,756	28.6%	10.6%
SENSIPAR	Misc Therapeutic Agents	\$935,227.46	22,225	\$554,628.28	13,269	-40.7%	-40.3%
TRUVADA	Anti-Infective Agents	\$397,812.03	7,715	\$544,959.47	9,643	37.0%	25.0%
ALECENSA	Antineoplastic Agents	\$71,664.06	174	\$526,350.61	1,204	634.5%	592.0%
VOTRIENT	Antineoplastic Agents	\$322,551.35	1,002	\$521,026.18	1,426	61.5%	42.3%
ADEMPAS	Cardiovascular Agents	\$359,627.27	990	\$519,529.97	1,571	44.5%	58.7%
ACTEMRA	Immunosuppressants	\$198,510.26	1,932	\$472,054.92	3,825	137.8%	98.0%
AVONEX	Misc Therapeutic Agents	\$527,844.67	2,436	\$436,468.44	1,876	-17.3%	-23.0%
GAMUNEX-C	Serums, Toxoids, Vaccines	\$440,665.15	1,541	\$414,923.87	1,502	-5.8%	-2.5%
BEXAROTENE	Antineoplastic Agents	\$185,974.75	255	\$405,287.31	600	117.9%	135.3%
PRALUENT	Cardiovascular Agents	\$273,383.92	6,590	\$402,320.26	10,238	47.2%	55.4%
POMALYST	Antineoplastic Agents	\$753,252.38	1,414	\$757,199.81	1,225	0.5%	-13.4%

# 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	Oct 2016 - Sep 2017		Oct 2017 - Sep 2018		Trend	
		Utilization	Net Pay Med	Utilization	Net Pay Med	Utilization	Net Pay
Facility Inpatient	Patients	463	49,708,025	478	54,159,936	3.2%	9.0%
Facility Outpatient	Patients	670	30,328,773	769	41,666,584	14.8%	37.4%
Other Professional Services	Patients	716	9,585,645	834	10,686,777	16.5%	11.5%
Radiology Outpatient	Patients	618	5,470,243	720	8,433,578	16.5%	54.2%
Physician Inpatient	Patients	488	4,925,938	513	4,851,524	5.1%	-1.5%
Physician Outpatient	Patients	732	2,274,017	845	2,732,189	15.4%	20.1%
MHSA	Patients	211	2,933,219	225	2,159,634	6.6%	-26.4%
Laboratory Outpatient	Patients	668	933,082	773	1,176,870	15.7%	26.1%

## Top Clinical Conditions Among High Cost Claimants

Rank	Clinical Condition	Oct 2016 – Sep 2017		Oct 2017 – Sep 2018		Net Pay Trend
		Patients	Net Pay Med	Patients	Net Pay Med	
1	Chemotherapy Encounters	97	\$5,623,856	138	\$11,935,500	112.2%
2	Renal Function Failure	149	\$4,659,279	157	\$4,412,167	-5.3%
3	Coronary Artery Disease	122	\$4,083,035	131	\$4,408,556	8.0%
4	Hypertension, Essential	312	\$1,921,435	361	\$3,998,917	108.1%
5	Radiation Therapy Encounters	39	\$2,092,475	62	\$3,773,784	80.4%
6	Newborns, w/wo Complication	22	\$3,336,874	23	\$3,666,166	9.9%
7	Multiple Sclerosis	35	\$1,931,071	36	\$3,442,984	78.3%
8	Spinal/Back Disord, Low Back	165	\$3,355,892	172	\$3,359,051	0.1%
9	Musculosk Disord, Congenital	19	\$985,567	23	\$3,342,043	239.1%
10	Cancer - Breast	54	\$2,915,540	65	\$3,237,325	11.0%
11	Condition Rel to Tx - Med/Surg	180	\$4,420,322	176	\$3,121,092	-29.4%
12	Cardiac Arrhythmias	150	\$3,326,446	184	\$3,111,029	-6.5%
13	Cancer - Lung	36	\$2,227,310	57	\$3,066,718	37.7%
14	Gastroint Disord, NEC	278	\$2,178,771	288	\$3,033,492	39.2%
15	Signs/Symptoms/Oth Cond, NEC	561	\$2,097,234	648	\$2,946,317	40.5%
16	Infections, NEC	133	\$3,930,899	168	\$2,883,444	-26.6%
17	Tumors - Central Nervous Sys	25	\$1,841,605	42	\$2,443,744	32.7%
18	Cerebrovascular Disease	88	\$2,948,378	106	\$2,393,145	-18.8%
19	Neurological Disorders, NEC	182	\$2,398,555	203	\$2,179,671	-9.1%
20	Respiratory Disord, NEC	386	\$1,762,789	408	\$2,102,821	19.3%
21	Cancer - Nonspecified	95	\$1,675,678	115	\$2,058,853	22.9%
22	Cancer - Lymphoma	22	\$1,007,467	22	\$1,861,252	84.7%
23	Anemia, Ex Nutritional	104	\$723,707	133	\$1,626,524	124.7%
24	Mental Hlth - Substance Abuse	48	\$2,184,292	50	\$1,597,507	-26.9%
25	Osteoarthritis	138	\$803,504	151	\$1,450,424	80.5%

## High Cost Claimants – Top Therapeutic Classes

Therapeutic Class	Oct 2016 – Sep 2017		Oct 2017 - Sep 2018		Trend	
	Net Pay Rx	Patients	Net Pay Rx	Patients	Net Pay	Utilization
Antineoplastic Agents	\$10,473,203	146	\$13,428,937	184	28.2%	26.0%
Misc Therapeutic Agents	\$5,035,847	178	\$6,391,992	179	26.9%	0.6%
Immunosuppressants	\$2,642,996	66	\$3,980,732	72	50.6%	9.1%
Cardiovascular Agents	\$1,804,981	491	\$2,668,674	562	47.9%	14.5%
Anti-Infective Agents	\$1,539,134	539	\$1,486,206	625	-3.4%	16.0%

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.