

# State of Delaware Group Health Insurance

FY 2019, 3rd Quarter  
Net Payments, Utilization and Trends from Incurred Claims



## **Notable Trends**

For the current incurred rolling year period (April 1, 2018 – March 31, 2019) compared to the prior incurred rolling year period (April 1, 2017 – March 31, 2018)<sup>1</sup>:

- On a per member per month (PMPM) basis, net medical and drug payments increased from \$532 to \$556 (4.5%).
- Total net payments for medical and drug claims increased by 6.5% to \$725.4 million. The increase was driven by a \$21.8 million (10.3%) increase in drug payments that included a \$6.3 million (19.6%) increase in drug payments among high cost claimants (HCCs).
- A large portion of the 4.7% increase in the medical payments trend was attributable to outpatient facility claims (an increase of \$13.6 million and an 8.2% trend). Facility payments for outpatient surgery increased by \$6.2 million (9.3%) and facility payments for outpatient specialty drugs increased by \$4 million (16.1%).
- Payments for inpatient facility claims decreased by 4.5% from \$168 to \$160 per employee per month (PEPM) primarily driven by decreases in payments and utilization for facility inpatient surgery (declines of 7.1% and 6.6%, respectively).
- In terms of clinical conditions impacting trend, the PMPM payments for chemotherapy encounters increased by 44% from \$8.49 to \$12.22. Coronary artery disease (PMPM trend of 23.1%), hypertension (PMPM trend of 19.2%) and diabetes (PMPM trend of 16.4%) were also notable clinical conditions.
- Utilization of emergency rooms for services that could be provided in an urgent care setting increased by 4.5% outpacing a 1.4% increase in utilization of urgent care. PEPM payments for both urgent care visits and emergency visits increased (7.9% for urgent care visits and 5.8% for non-emergency visits to the ER).
- Utilization of high-tech radiology increased at outpatient hospital facilities by 2.2 percent and decreased by 2.2 percent at freestanding facilities.
- Utilization of outpatient lab services at hospital-based labs decreased by 2.8%.
- Among the top five specialty drugs, payments for Trulicity (a diabetes medication) increased by 37.5% to \$5.2 million and payments for Stelara (an immunosuppressant used for inflammation) and Eulimid increased by 17.8% and 15.3%, respectively. Humira (an immunosuppressant used for inflammation) remains the top specialty drug with payments increasing by 1.8% to \$11.9 million.

---

<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

	Apr 2017 - Mar 2018	Apr 2018 – Mar 2019	Trend
Total Medical and Rx	\$681,321,686	\$725,441,158	6.5%
Total Medical and Rx PMPM	\$532	\$556	4.5%

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

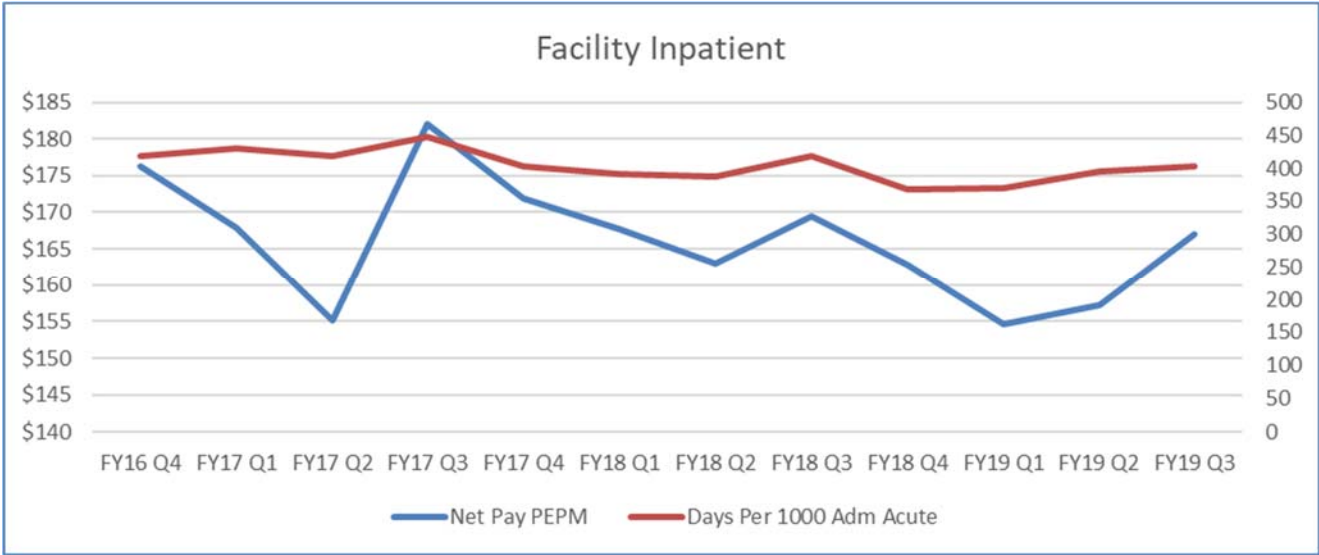
	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
	Net Pay Med	Net Pay Rx	Net Pay Med	Net Pay Rx	Net Pay Med	Net Pay Rx
All Members	\$468,236,410	\$213,052,047	\$490,494,787	\$234,922,009	4.8%	10.3%
HCCs	\$121,028,948	\$32,497,110	\$126,990,477	\$38,851,975	4.9%	19.6%
Members excluding HCCs	\$347,207,461	\$180,554,937	\$363,504,309	\$196,070,034	4.7%	8.6%

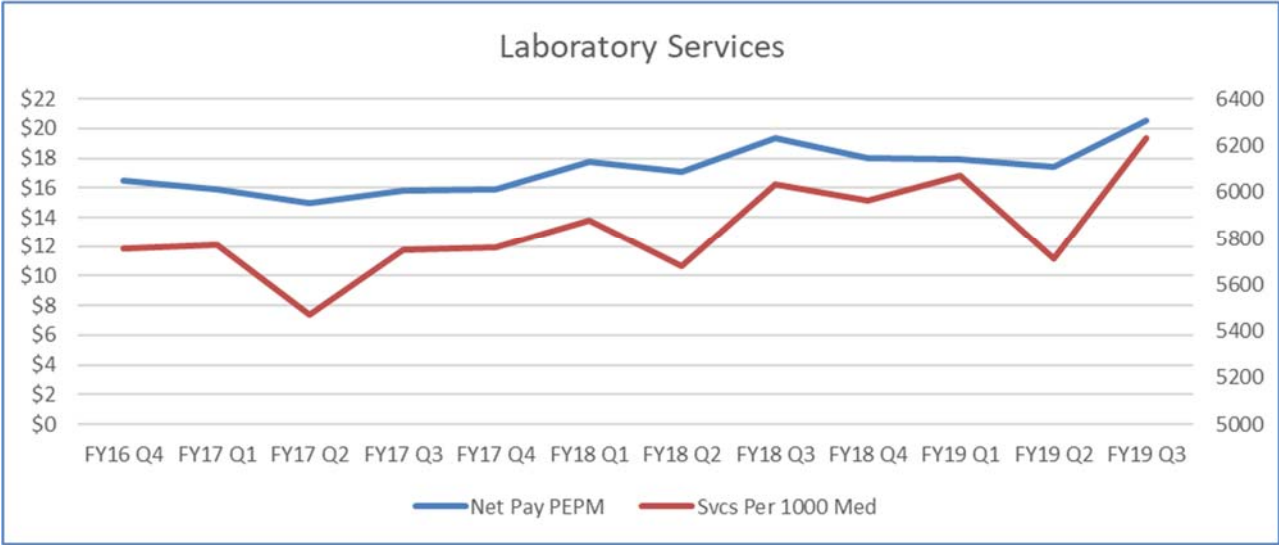
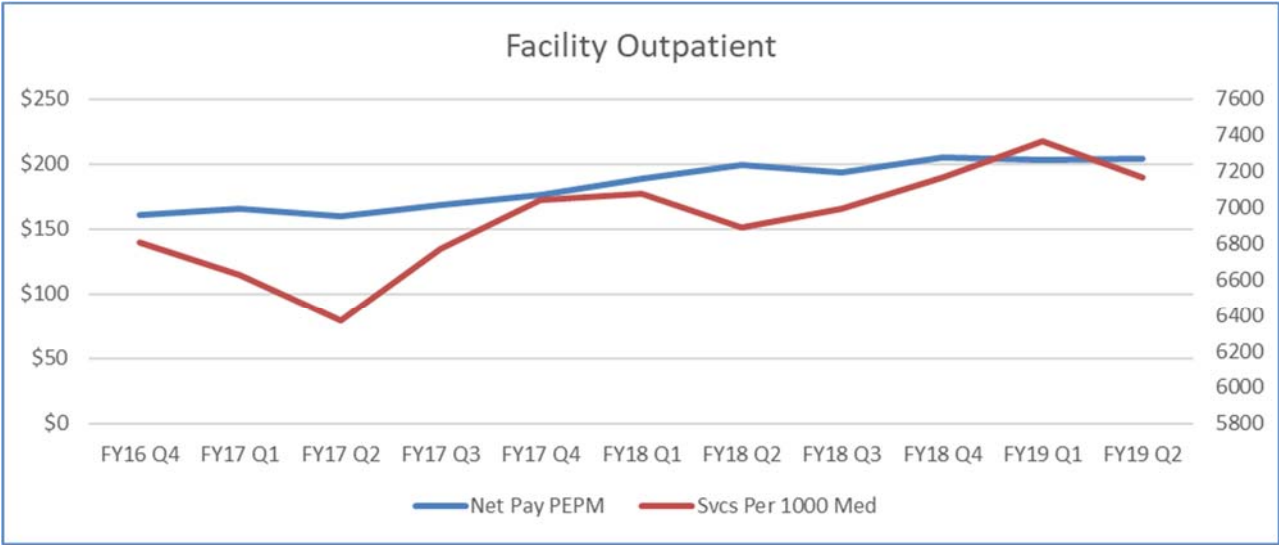
<sup>2</sup> High Cost Claimants (HCCs) are claimants with over \$100,000 total claims for the respective time periods.

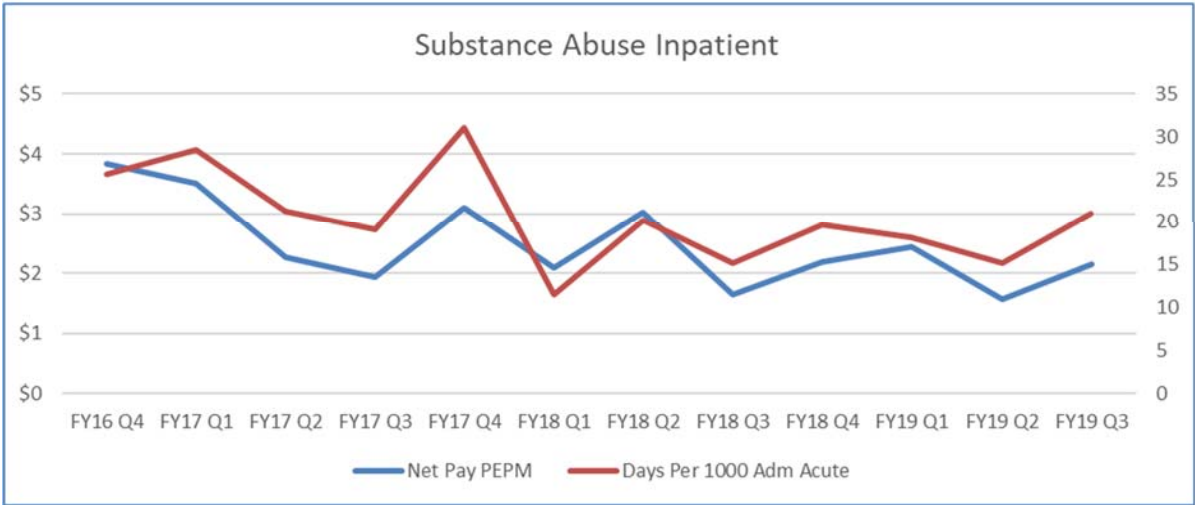
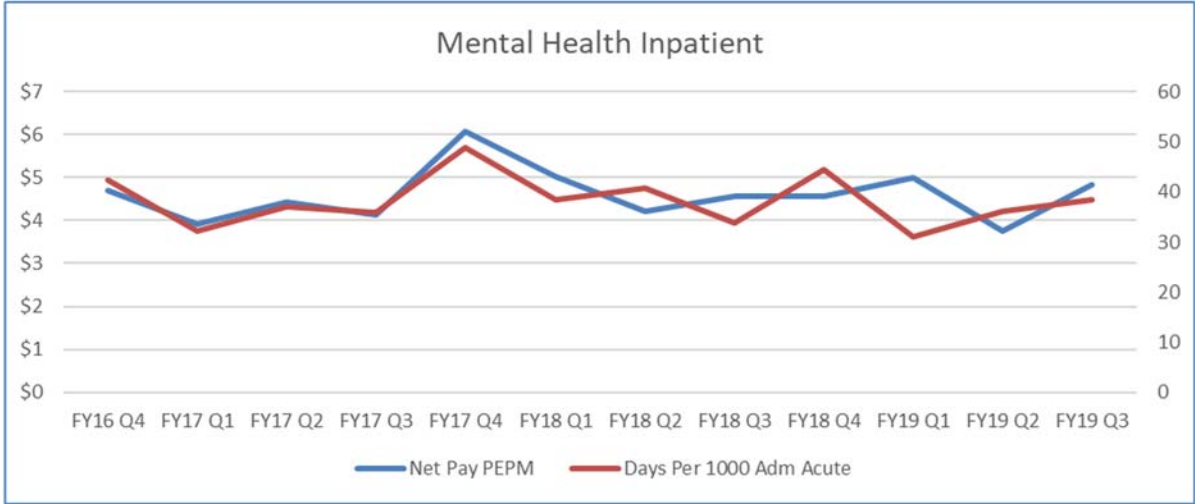
## Top Clinical Conditions by Net Payments

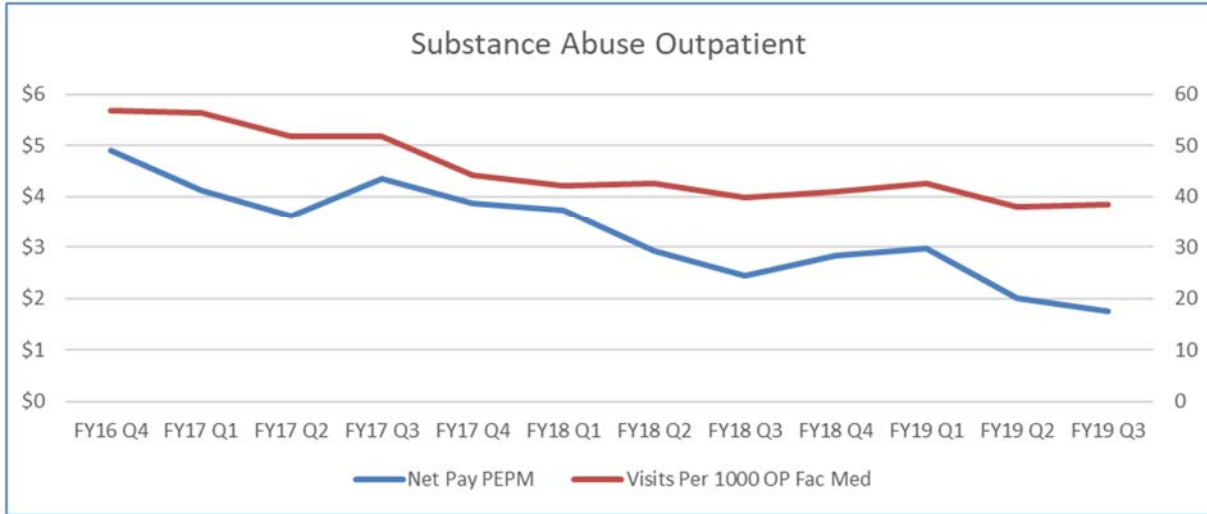
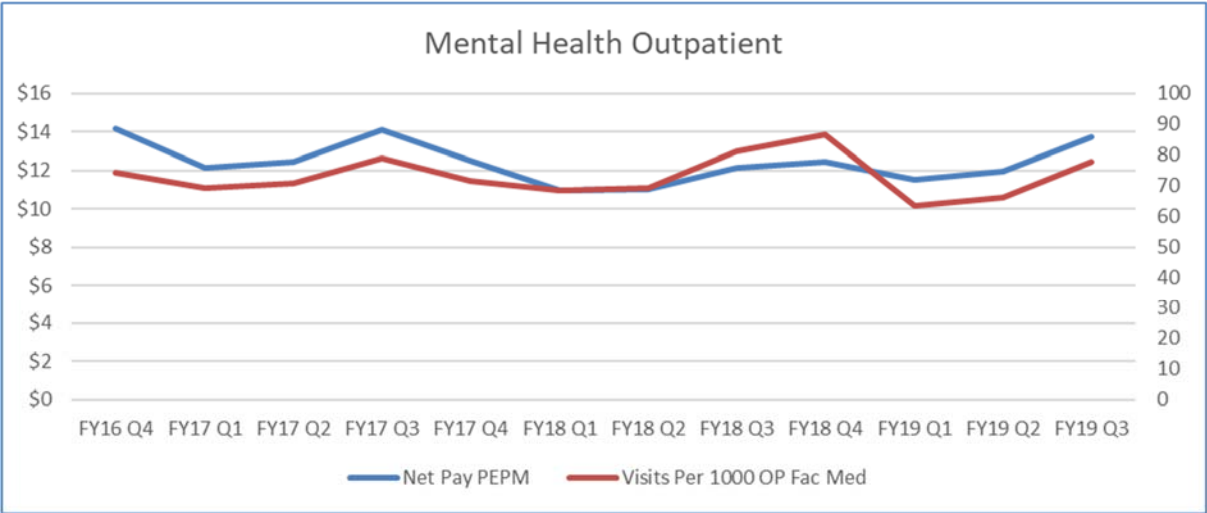
Rank Current	Rank Previous	MarketScan Rank	Clinical Condition	Apr 2017 - Mar 2018			Apr 2018 - Mar 2019			PMPM Trend
				Patients	Net Pay Med	PMPM	Patients	Net Pay Med	PMPM	
1	1	1	Prevent/Admin Hlth Encounters	67,390	\$23,195,249	\$18.21	70,389	\$26,260,273	\$20.24	11.2%
2	2	2	Signs/Symptoms/Oth Cond, NEC	34,044	\$20,773,092	\$16.31	35,251	\$21,235,941	\$16.37	0.4%
3	4	3	Pregnancy without Delivery	1,996	\$15,419,314	\$12.10	1,985	\$16,616,747	\$12.81	5.8%
4	3	4	Osteoarthritis	11,288	\$16,762,781	\$13.16	11,981	\$16,151,759	\$12.45	-5.4%
5	8	8	Chemotherapy Encounters	410	\$10,812,264	\$8.49	502	\$15,857,335	\$12.22	44.0%
6	7	6	Arthropathies/Joint Disord NEC	25,960	\$13,180,894	\$10.35	26,289	\$13,668,543	\$10.54	1.8%
7	6	7	Spinal/Back Disord, Low Back	13,481	\$13,376,355	\$10.50	14,037	\$13,412,332	\$10.34	-1.5%
8	10	9	Coronary Artery Disease	5,170	\$10,350,338	\$8.13	5,306	\$12,976,371	\$10.00	23.1%
9	5	5	Gastroint Disord, NEC	13,528	\$13,886,684	\$10.90	13,955	\$12,840,011	\$9.90	-9.2%
10	9	11	Respiratory Disord, NEC	13,404	\$10,477,664	\$8.23	13,496	\$11,996,465	\$9.25	12.4%
11	11	10	Newborns, w/wo Complication	912	\$9,934,044	\$7.80	877	\$11,092,735	\$8.55	9.6%
12	13	18	Spinal/Back Disord, Ex Low	9,600	\$7,757,960	\$6.09	9,962	\$8,482,461	\$6.54	7.4%
13	16	63	Hypertension, Essential	23,309	\$6,728,408	\$5.28	23,965	\$8,168,017	\$6.30	19.2%
14	14	17	Renal Function Failure	3,026	\$7,505,284	\$5.89	3,174	\$7,821,019	\$6.03	2.3%
15	18	24	Diabetes	14,470	\$6,571,930	\$5.16	14,689	\$7,794,059	\$6.01	16.4%
16	12	14	Condition Rel to Tx - Med/Surg	2,672	\$8,171,684	\$6.42	2,611	\$7,585,688	\$5.85	-8.9%
17	19	25	Cerebrovascular Disease	3,647	\$6,327,341	\$4.97	3,856	\$7,478,234	\$5.76	16.0%
18	22	20	Cardiovasc Disord, NEC	9,430	\$5,649,825	\$4.44	9,859	\$7,357,596	\$5.67	27.9%
19	15	19	Cardiac Arrhythmias	5,738	\$7,488,072	\$5.88	6,060	\$6,792,599	\$5.24	-10.9%
20	17	12	Cancer - Breast	1,407	\$6,596,856	\$5.18	1,445	\$6,779,613	\$5.23	0.9%
21	20	16	Infections - ENT Ex Otitis Med	26,665	\$5,958,726	\$4.68	25,635	\$5,835,584	\$4.50	-3.8%
22	27	30	Overweight/Obesity	3,118	\$4,910,895	\$3.86	3,505	\$5,783,916	\$4.46	15.6%
23	23	21	Neurological Disorders, NEC	6,508	\$5,616,928	\$4.41	6,699	\$5,366,948	\$4.14	-6.2%
24	24	27	Infec/Inflam - Skin/Subcu Tiss	24,116	\$5,418,353	\$4.25	25,225	\$5,227,047	\$4.03	-5.3%
25	28	22	ENT Disorders, NEC	16,501	\$4,717,167	\$3.70	16,699	\$5,118,843	\$3.95	6.5%

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

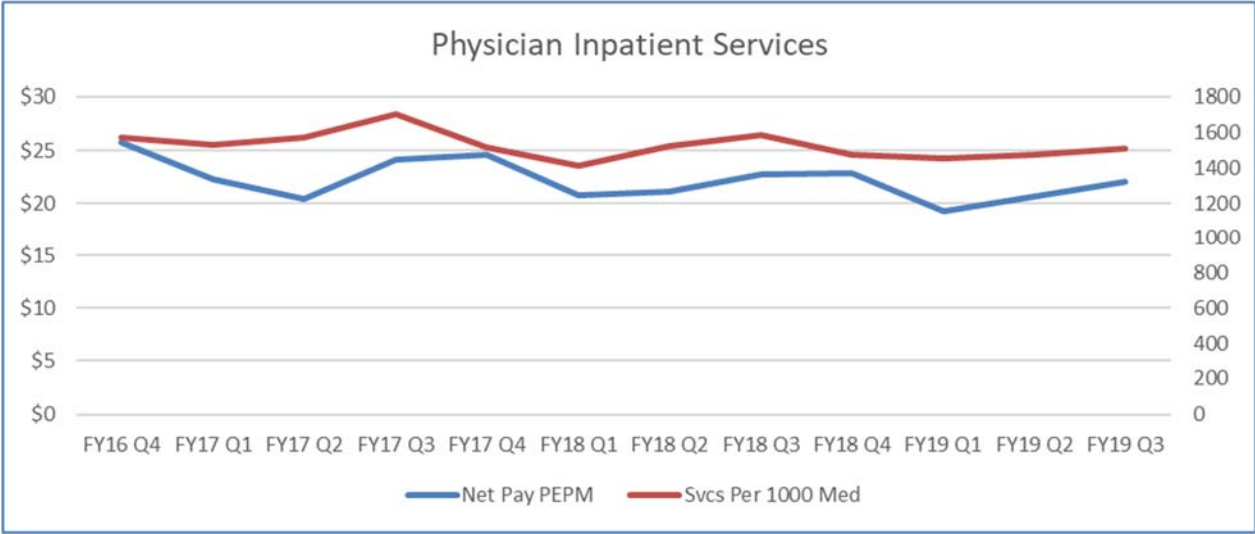
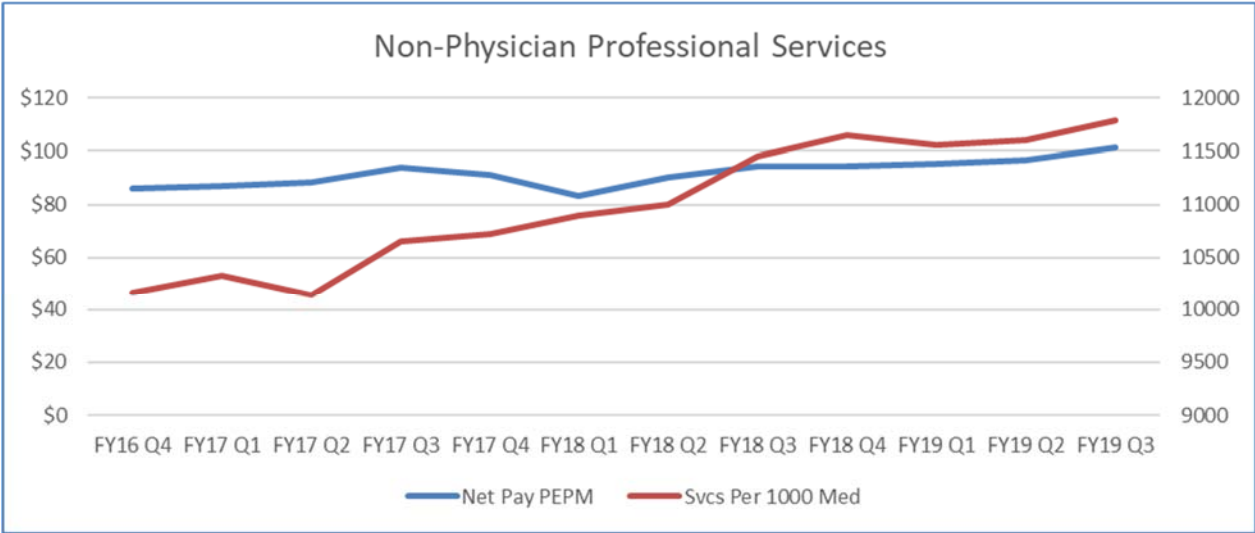


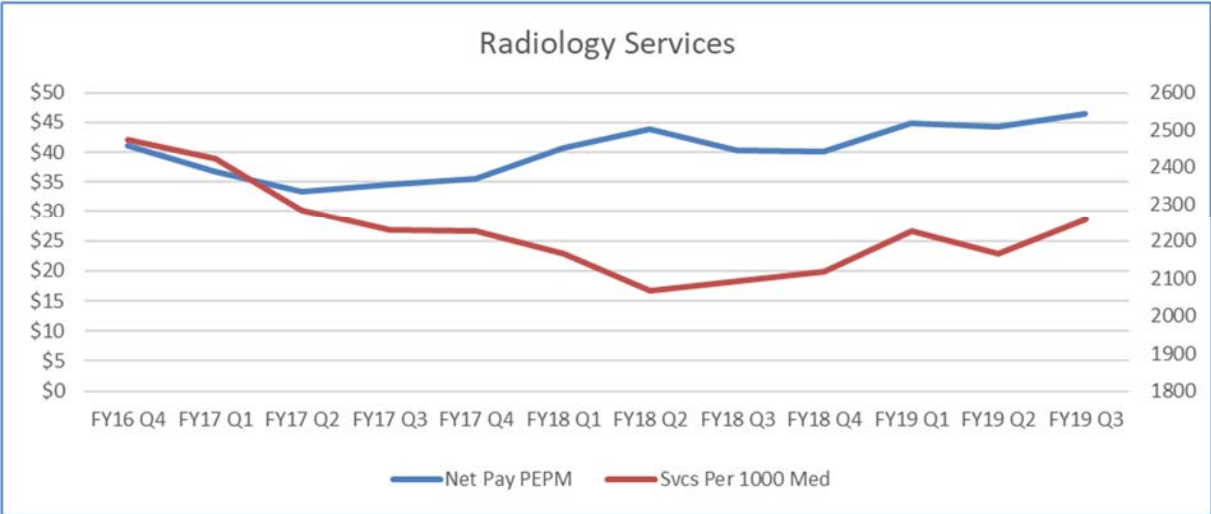
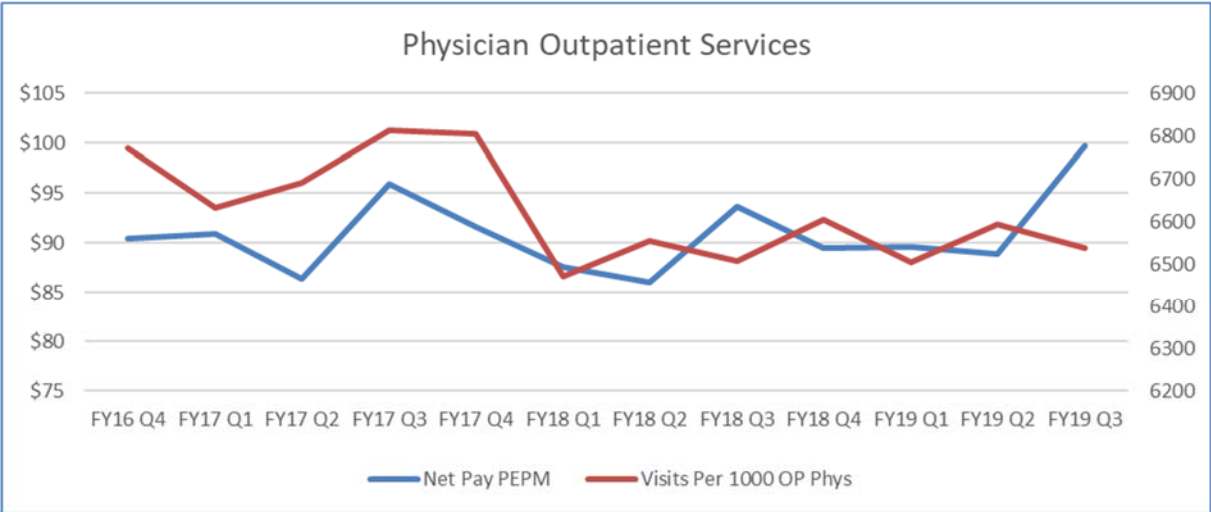












# Service Category Net Pay Summary

## Net Payments Trends for Service Category Groups

Service Category Group	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend PEPM
	Net Pay Med	Net Pay PEPM Med	Net Pay Med	Net Pay PEPM Med	
Facility Outpatient	\$138,806,602	\$189	\$152,472,477	\$205	8.2%
Facility Inpatient	\$123,099,236	\$168	\$119,348,647	\$160	-4.5%
Other Professional Services	\$65,653,129	\$90	\$72,099,954	\$97	8.1%
Physician Outpatient	\$65,722,942	\$90	\$68,430,382	\$92	2.5%
Radiology Outpatient	\$29,404,983	\$40	\$32,677,882	\$44	9.4%
Physician Inpatient	\$16,368,088	\$22	\$15,945,130	\$21	-4.1%
MHSA	\$16,333,246	\$22	\$15,775,029	\$21	-4.9%
Laboratory Outpatient	\$12,848,183	\$18	\$13,745,285	\$18	5.4%

## Service Category Detail by Net Payments and Utilization

### Facility Inpatient

Facility Inpatient Service Category	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Days per 1000	Net Pay Med	PEPM Med	Days per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Facility Inpatient Surgical	138.8	\$62,990,668	\$86	129.6	\$59,421,188	\$80	-6.6%	-7.1%
Facility Inpatient Medical	214.4	\$36,784,267	\$50	210.8	\$35,992,465	\$48	-1.7%	-3.6%
Facility Inpatient Maternity	46.9	\$19,221,436	\$26	43.9	\$20,256,671	\$27	-6.3%	3.8%
Facility Inpatient Long Term Care		\$4,035,035	\$6		\$3,578,486	\$5		-12.7%
Facility Inpatient Non Acute		\$67,830	\$0		\$99,837	\$0		44.9%

## Facility Outpatient

Facility Outpatient Service Category	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Services per 1000	Net Pay Med	PEPM Med	Services per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Facility Outpatient Surgery	1,707.6	\$56,663,684	\$77	1,750.0	\$62,910,507	\$85	2.5%	9.3%
Facility Outpatient ER	2,296.1	\$36,903,149	\$50	2,400.4	\$39,085,023	\$53	4.5%	4.3%
Facility Outpatient Specialty Drugs	209.7	\$22,487,381	\$31	261.4	\$26,508,194	\$36	24.6%	16.1%
Facility Outpatient Diagnostic Services	210.1	\$7,573,287	\$10	216.9	\$8,010,710	\$11	3.2%	4.2%
Facility Outpatient Dialysis	301.3	\$4,946,876	\$7	297.2	\$5,639,894	\$8	-1.4%	12.3%
Facility Outpatient Other	477.2	\$3,506,471	\$5	494.4	\$3,932,149	\$5	3.6%	10.4%
Facility Outpatient PT, OT, Speech Therapy	1,030.2	\$2,572,802	\$4	993.2	\$2,673,773	\$4	-3.6%	2.3%
Facility Outpatient Pharmacy	503.0	\$2,742,760	\$4	558.6	\$2,275,710	\$3	11.0%	-18.3%
Facility Outpatient Home Health	46.2	\$498,991	\$1	47.8	\$609,623	\$1	3.6%	20.3%
Facility Outpatient Supplies and Devices	205.8	\$559,675	\$1	205.1	\$528,935	\$1	-0.4%	-6.9%
Facility Outpatient Transportation	10.9	\$311,201	\$0	9.6	\$250,699	\$0	-11.8%	-20.7%
Facility Outpatient DME	1.6	\$40,326	\$0	2.1	\$47,259	\$0	32.7%	15.4%

## Laboratory Services

Lab Services	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Services per 1000	Net Pay Med	PEPM Med	Services per 1000	Net Pay Med	PEPM Med	Utilization	PEPM
Laboratory Outpatient Other	2,338.6	\$4,558,546	\$6	2,363.2	\$4,899,761	\$7	1.1%	5.8%
Laboratory Outpatient Chemistry Tests	2,933.2	\$4,459,967	\$6	3,018.4	\$4,592,316	\$6	2.9%	1.4%
Laboratory Outpatient Pathology	566.7	\$3,829,671	\$5	612.8	\$4,253,207	\$6	8.1%	9.4%

## Mental Health and Substance Abuse

MH / SA Services	Utilization Type	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Mental Health Other Outpatient	Visits per 1000	819.2	\$6,970,835	\$10	905.6	\$7,530,632	\$10	10.5%	6.4%
Mental Health Inpatient	Days Per 1000	40.4	\$3,638,853	\$5	37.6	\$3,373,026	\$5	-7.1%	-8.7%
Mental Health Office Visits	Visits per 1000	289.8	\$1,578,794	\$2	303.5	\$1,713,328	\$2	4.7%	6.9%
Substance Abuse Other Outpatient	Visits per 1000	69.4	\$2,295,917	\$3	86.0	\$1,684,953	\$2	23.9%	-27.7%
Substance Abuse Inpatient	Days Per 1000	19.4	\$1,803,384	\$2	18.5	\$1,550,260	\$2	-4.5%	-15.3%
Substance Abuse Office Visits	Visits per 1000	15.9	\$80,304	\$0	18.0	\$92,931	\$0	13.1%	14.0%

## Non-Physician Professional Services

Non-Physician Professional Services	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Professional Specialty Drugs	266.6	\$18,751,622	\$26	277.0	\$22,105,845	\$30	3.9%	16.1%
Professional Services Other	585.9	\$10,740,451	\$15	654.2	\$11,278,138	\$15	11.7%	3.4%
Professional PT, OT, Speech Therapy	4,419.0	\$7,284,134	\$10	4,827.5	\$8,006,284	\$11	9.2%	8.2%
Professional Diagnostic Services	1,480.1	\$6,316,249	\$9	1,513.8	\$6,839,814	\$9	2.3%	6.6%
Professional Office Visits	804.5	\$6,060,620	\$8	870.9	\$6,797,989	\$9	8.3%	10.5%
Professional Supplies and Devices	1,121.7	\$4,842,419	\$7	1,200.8	\$5,579,480	\$7	7.1%	13.5%
Professional DME	382.9	\$2,693,332	\$4	386.9	\$2,931,370	\$4	1.0%	7.2%
Professional Injections	746.3	\$2,779,400	\$4	722.2	\$2,590,492	\$3	-3.2%	-8.2%
Professional Chiropractic Services	812.0	\$2,081,367	\$3	875.0	\$2,352,499	\$3	7.8%	11.3%
Professional Transportation	192.5	\$2,613,505	\$4	174.8	\$2,204,637	\$3	-9.2%	-16.9%
Professional Home Health	181.9	\$1,278,186	\$2	116.5	\$1,184,470	\$2	-35.9%	-8.7%
Professional Dialysis	28.3	\$211,844	\$0	28.0	\$228,936	\$0	-1.0%	6.4%

## Physician Inpatient Services

Physician Inpatient Services	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Physician Specialty Inpatient	913.8	\$11,760,429	\$16	864.6	\$11,180,866	\$15	-5%	-6%
Physician Non-Specialty Inpatient	596.8	\$4,572,816	\$6	615.5	\$4,594,163	\$6	3%	-1%

## Physician Outpatient

Physician Outpatient Service Category	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Visits / 1000	Net Pay Med	PEPM	Visits / 1000	Net Pay Med	PEPM	Utilization	PEPM
Physician Non-Specialty Office Visits	2,714.5	\$20,530,166	\$28	2,690.3	\$22,221,012	\$30	-1%	7%
Physician Specialty Outpatient Surgery	406.7	\$17,704,658	\$24	400.6	\$18,089,853	\$24	-2%	1%
Physician Specialty Office Visits	2,449.8	\$12,799,877	\$17	2,427.8	\$13,364,334	\$18	-1%	3%
Physician Specialty Outpatient Other	805.4	\$5,843,249	\$8	814.7	\$5,845,430	\$8	1%	-1%
Physician Specialty ER	327.6	\$4,701,040	\$6	335.9	\$4,677,600	\$6	3%	-2%
Physician Non-Specialty Outpatient Other	310.8	\$2,144,042	\$3	346.2	\$2,296,832	\$3	11%	5%
Physician Non-Specialty Outpatient Surgery	42.9	\$1,553,037	\$2	45.7	\$1,452,193	\$2	6%	-8%
Physician Non-Specialty ER	33.1	\$446,873	\$1	36.4	\$483,129	\$1	10%	6%

## Radiology Services

Radiology Services	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			Trend	
	Services/1000	Net Pay Med	PEPM	Services/1000	Net Pay Med	PEPM	Utilization	PEPM
Radiology Outpatient Therapeutic Radiology	217.0	\$8,779,760	\$12	229.5	\$8,988,207	\$12	5.8%	0.8%
Radiology Outpatient MRIs	157.1	\$4,634,129	\$6	157.6	\$5,161,044	\$7	0.3%	9.7%
Radiology Outpatient Ultrasounds	409.3	\$4,378,144	\$6	417.4	\$5,097,968	\$7	2.0%	14.7%
Radiology Outpatient CAT Scans	181.9	\$3,372,227	\$5	183.3	\$3,659,705	\$5	0.7%	6.9%
Radiology Outpatient Mammograms	262.9	\$2,753,161	\$4	315.8	\$3,570,486	\$5	20.1%	27.7%
Radiology Outpatient X-Rays	777.5	\$2,301,642	\$3	757.7	\$2,813,750	\$4	-2.6%	20.4%
Radiology Outpatient Nuclear Medicine	73.8	\$1,743,454	\$2	71.9	\$1,963,975	\$3	-2.6%	10.9%
Radiology Outpatient Other	56.9	\$1,442,466	\$2	58.5	\$1,422,746	\$2	2.8%	-2.9%

# Place of Service by Net Payments and Utilization

## Laboratories

Place of Service - Lab	Utilization Type	Apr 2017 - Mar 2018			Apr 2018 - Mar 2019			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Outpatient Hospital-On Campus	Visits per 1000	611.7	\$11,135,596	\$15	616.4	\$10,827,669	\$15	0.8%	-2.8%
Independent Laboratory	Visits per 1000	865.8	\$5,747,255	\$8	881.3	\$5,827,972	\$8	1.8%	1.4%
Ambulatory Surgical Center	Visits per 1000	7.8	\$112,091	\$0	4.1	\$40,696	\$0	-46.9%	-63.7%

## Emergency Rooms & Urgent Care

Place of Service	Utilization Type	Apr 2017 - Mar 2018			Apr 2018 - Mar 2019			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Emergency Room (All Services)	Visits per 1000	383.6	\$47,285,275	\$65	389.3	\$49,204,429	\$66	1.5%	4.1%
Emergency Room (Urgent Care Services)	Visits per 1000	167.1	\$14,694,014	\$20	174.5	\$15,542,950	\$21	4.5%	5.8%
Urgent Care Facility	Visits per 1000	476.0	\$4,817,979	\$7	482.6	\$5,200,061	\$7	1.4%	7.9%

## Outpatient Hospital and Freestanding High-Tech Radiology

Place of Service	Utilization Type	Apr 2017 - Mar 2018			Apr 2018 - Mar 2019			Trend	
		Utilization	Net Pay Med	PEPM	Utilization	Net Pay Med	PEPM	Utilization	PEPM
Outpatient Hospital	Visits per 1000	213.1	\$16,328,540	\$22	217.9	\$17,585,794	\$24	2.2%	7.7%
Freestanding Facility	Visits per 1000	124.4	\$3,351,520	\$5	121.7	\$3,347,766	\$5	-2.2%	-0.1%



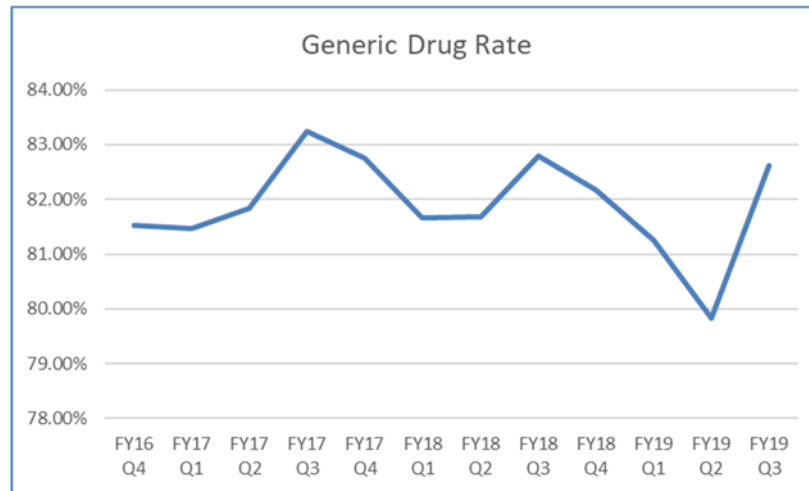
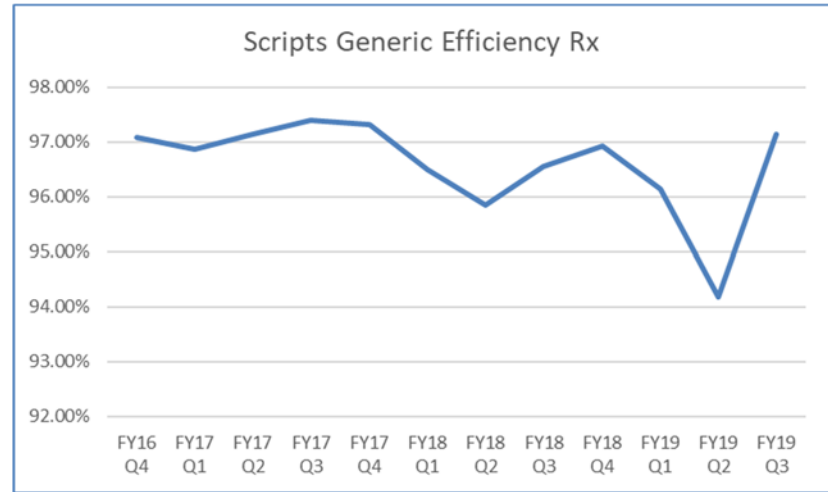
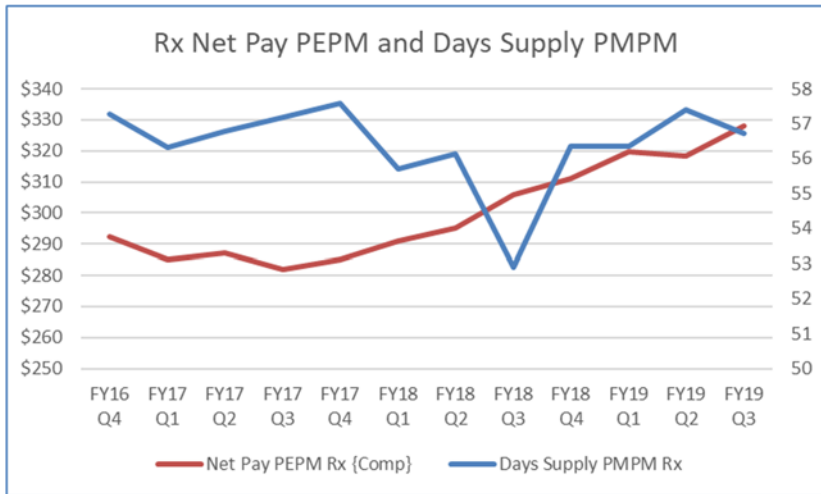
# Top 20 Physician Specialties by Net Payments and Utilization

Provider Type	Apr 2017 - Mar 2018			Apr 2018 - Mar 2019			Trend	
	Services / 1000	Net Pay Med	PEPM	Services / 1000	Net Pay Med	PEPM	Utilization	PEPM
Pediatrician (NEC)	1,415.3	\$8,542,077	\$12	1,482.9	\$9,506,129	\$13	4.8%	9.6%
Family Practice	2,333.8	\$9,077,703	\$12	2,201.4	\$9,358,428	\$13	-5.7%	1.5%
Orthopaedic Surgery	800.5	\$8,433,715	\$12	817.0	\$8,484,436	\$11	2.1%	-0.9%
Obstetrics & Gynecology	663.3	\$8,401,726	\$11	636.9	\$8,319,804	\$11	-4.0%	-2.5%
Anesthesiology	335.4	\$8,100,588	\$11	311.4	\$8,101,014	\$11	-7.2%	-1.5%
Internal Medicine (NEC)	1,387.1	\$6,175,238	\$8	1,389.1	\$6,945,119	\$9	0.1%	10.8%
Radiology	1,260.4	\$6,372,695	\$9	1,252.7	\$6,804,050	\$9	-0.6%	5.1%
Ophthalmology	603.9	\$4,497,136	\$6	596.2	\$4,933,620	\$7	-1.3%	8.0%
Cardiovascular Dis/Cardiology	1,023.4	\$4,790,422	\$7	1,034.3	\$4,888,479	\$7	1.1%	0.5%
Emergency Medicine	384.0	\$5,095,410	\$7	372.2	\$4,868,415	\$7	-3.1%	-5.9%
Rheumatology	166.2	\$4,400,322	\$6	166.4	\$4,707,736	\$6	0.1%	5.4%
Oncology	259.6	\$4,570,719	\$6	257.1	\$4,286,840	\$6	-0.9%	-7.6%
Gastroenterology	236.7	\$3,448,498	\$5	222.3	\$3,748,193	\$5	-6.1%	7.0%
Chiropractor/DCM	1,362.4	\$2,985,594	\$4	1,506.9	\$3,380,576	\$5	10.6%	11.5%
Dermatology	564.7	\$2,653,578	\$4	579.8	\$2,892,528	\$4	2.7%	7.3%
Surgeon (NEC)	222.7	\$2,765,279	\$4	195.9	\$2,566,252	\$3	-12.1%	-8.6%
Otolaryngology	283.6	\$2,658,835	\$4	269.1	\$2,460,504	\$3	-5.1%	-8.9%
Urology	298.7	\$2,024,017	\$3	324.3	\$2,072,969	\$3	8.6%	0.9%
Plastic/Maxillofacial Surgery	132.3	\$1,932,180	\$3	137.1	\$2,071,409	\$3	3.6%	5.6%
Neurology	179.8	\$2,038,087	\$3	171.9	\$2,059,783	\$3	-4.4%	-0.5%

# Rx Net Pay, Utilization and Generic Efficiency

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

	Apr 2017 - Mar 2018			Apr 2018 – Mar 2019			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	9,886,428	90.7%	\$1,082	10,782,890	90.6%	\$1,256	9.1%	-0.1%	16.1%
Retail	60,407,692	97.0%	\$2,449	62,325,188	96.6%	\$2,576	3.2%	-0.5%	5.2%
Total	70,294,120	96.5%	\$3,531	73,108,078	96.1%	\$3,832	4.0%	-0.5%	8.5%



## Top 50 Non-Specialty Drugs

Product	Therapeutic Class	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
ELIQUIS	Blood Form/Coagul Agents	\$3,379,483	265,705	\$4,834,056	380,751	43.0%	43.3%
JANUVIA	Hormones & Synthetic Subst	\$3,961,795	301,086	\$4,353,180	327,931	9.9%	8.9%
HUMALOG KWIKPEN	Hormones & Synthetic Subst	\$4,235,536	196,012	\$4,314,788	216,380	1.9%	10.4%
XARELTO	Blood Form/Coagul Agents	\$3,160,875	246,554	\$3,918,302	307,748	24.0%	24.8%
LANTUS SOLOSTAR PEN	Hormones & Synthetic Subst	\$2,739,112	258,329	\$2,860,895	281,021	4.4%	8.8%
VYVANSE	Central Nervous System	\$2,463,779	292,381	\$2,738,623	305,437	11.2%	4.5%
LYRICA	Central Nervous System	\$2,161,571	145,075	\$2,316,722	151,360	7.2%	4.3%
JARDIANCE	Hormones & Synthetic Subst	\$1,190,770	82,455	\$2,205,139	151,394	85.2%	83.6%
HUMALOG	Hormones & Synthetic Subst	\$1,979,407	92,039	\$2,108,344	94,931	6.5%	3.1%
CONCERTA	Central Nervous System	\$1,236,348	96,982	\$1,948,856	143,095	57.6%	47.5%
METFORMIN HCL	Hormones & Synthetic Subst	\$1,893,960	1,679,911	\$1,916,993	1,785,255	1.2%	6.3%
MYRBETRIQ	Smooth Muscle Relaxants	\$1,372,772	131,547	\$1,858,475	173,115	35.4%	31.6%
INVOKANA	Hormones & Synthetic Subst	\$1,976,749	140,195	\$1,836,152	127,258	-7.1%	-9.2%
ADDERALL XR	Central Nervous System	\$1,077,556	131,386	\$1,518,434	188,546	40.9%	43.5%
SYMBICORT 160/4.5	Hormones & Synthetic Subst	\$1,416,568	151,951	\$1,516,728	160,158	7.1%	5.4%
OXYCONTIN	Central Nervous System	\$1,619,406	75,293	\$1,511,085	67,766	-6.7%	-10.0%
LATUDA	Central Nervous System	\$1,047,337	26,031	\$1,363,122	31,968	30.2%	22.8%
JANUMET	Hormones & Synthetic Subst	\$1,274,438	102,942	\$1,260,029	100,954	-1.1%	-1.9%
SPIRIVA	Autonomic Drugs	\$1,474,274	124,795	\$1,222,819	101,700	-17.1%	-18.5%
TRESIBA	Hormones & Synthetic Subst	\$874,259	51,763	\$1,175,011	77,952	34.4%	50.6%
BREO ELLIPTA	Hormones & Synthetic Subst	\$850,773	85,065	\$1,169,841	115,590	37.5%	35.9%
ADVAIR DISKUS 250/50	Hormones & Synthetic Subst	\$1,250,070	107,338	\$1,154,216	99,925	-7.7%	-6.9%
TOUJEO	Hormones & Synthetic Subst	\$984,925	67,290	\$1,082,961	75,663	10.0%	12.4%
LEVEMIR FLEXTOUCH	Hormones & Synthetic Subst	\$1,079,681	84,385	\$974,713	76,597	-9.7%	-9.2%
HUMALOG MIX 75/25 KWIKPEN	Hormones & Synthetic Subst	\$1,046,830	36,736	\$972,666	35,902	-7.1%	-2.3%
ONE TOUCH ULTRA	Diagnostic Agents	\$1,175,876	345,557	\$944,598	290,538	-19.7%	-15.9%

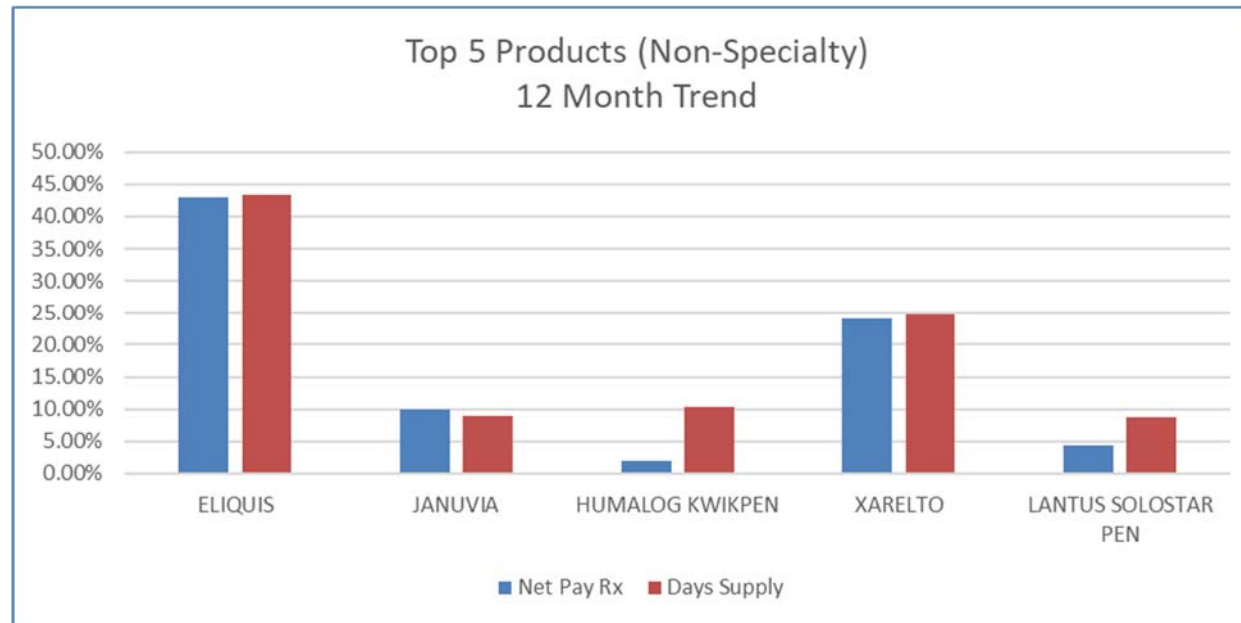
Product	Therapeutic Class	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
XIFAXAN	Anti-Infective Agents	\$765,669	10,452	\$934,215	12,508	22.0%	19.7%
VESICARE	Smooth Muscle Relaxants	\$908,179	88,511	\$920,403	84,311	1.3%	-4.7%
MESALAMINE	Gastrointestinal Drugs	\$649,954	32,931	\$905,170	46,647	39.3%	41.7%
MOMETASONE FUROATE	Eye, Ear, Nose Throat	\$988,332	185,973	\$826,316	162,504	-16.4%	-12.6%
LO LOESTRIN FE	Hormones & Synthetic Subst	\$731,936	183,277	\$791,828	189,508	8.2%	3.4%
EZETIMIBE-SIMVASTATIN	Cardiovascular Agents	\$715,823	184,203	\$775,131	203,475	8.3%	10.5%
METOPROLOL SUCCINATE	Cardiovascular Agents	\$648,578	1,188,832	\$755,572	1,293,837	16.5%	8.8%
RESTASIS	Eye, Ear, Nose Throat	\$732,631	48,733	\$748,551	48,840	2.2%	0.2%
BYSTOLIC	Cardiovascular Agents	\$636,766	174,198	\$746,336	194,511	17.2%	11.7%
LINZESS	Gastrointestinal Drugs	\$598,060	50,993	\$746,321	60,960	24.8%	19.5%
ANDROGEL	Hormones & Synthetic Subst	\$1,050,504	40,351	\$734,723	27,573	-30.1%	-31.7%
LIBRAX	Autonomic Drugs	\$532,688	4,517	\$730,265	5,250	37.1%	16.2%
ESOMEPRAZOLE MAGNESIUM	Gastrointestinal Drugs	\$886,404	811,211	\$707,262	778,345	-20.2%	-4.1%
PRADAXA	Blood Form/Coagul Agents	\$922,054	78,513	\$706,449	59,539	-23.4%	-24.2%
RANEXA	Cardiovascular Agents	\$709,154	53,470	\$689,925	53,278	-2.7%	-0.4%
VASCEPA	Cardiovascular Agents	\$443,876	61,309	\$684,747	92,917	54.3%	51.6%
BRILINTA	Blood Form/Coagul Agents	\$449,430	43,824	\$623,413	59,787	38.7%	36.4%
ANORO ELLIPTA	Autonomic Drugs	\$424,088	35,875	\$617,789	51,556	45.7%	43.7%
JANUMET XR	Hormones & Synthetic Subst	\$540,995	46,437	\$610,529	51,328	12.9%	10.5%
TRADJENTA	Hormones & Synthetic Subst	\$485,086	39,619	\$606,682	48,044	25.1%	21.3%
FARXIGA	Hormones & Synthetic Subst	\$486,220	33,316	\$591,055	40,639	21.6%	22.0%
ENTRESTO	Cardiovascular Agents	\$282,694	20,819	\$585,035	40,640	106.9%	95.2%
DEXILANT	Autonomic Drugs	\$524,187	66,130	\$575,498	72,073	9.8%	9.0%
PROAIR HFA	Hormones & Synthetic Subst	\$535,040	361,182	\$573,356	360,240	7.2%	-0.3%

# Top 50 Specialty Drugs

Product	Therapeutic Class	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
HUMIRA	Immunosuppressants	\$10,447,001	57,214	\$11,929,492	58,258	14.2%	1.8%
REVLIMID	Misc Therapeutic Agents	\$4,350,276	8,911	\$5,687,510	10,276	30.7%	15.3%
TRULICITY	Hormones & Synthetic Subst	\$3,681,631	156,881	\$5,266,722	215,890	43.1%	37.6%
ENBREL	Immunosuppressants	\$4,235,862	26,209	\$4,025,832	23,358	-5.0%	-10.9%
STELARA	Immunosuppressants	\$2,359,463	10,097	\$2,961,275	11,890	25.5%	17.8%
GILENYA	Misc Therapeutic Agents	\$2,748,010	11,256	\$2,396,717	9,138	-12.8%	-18.8%
VICTOZA	Hormones & Synthetic Subst	\$2,152,547	79,539	\$2,202,953	85,509	2.3%	7.5%
IBRANCE	Antineoplastic Agents	\$2,222,948	5,285	\$2,070,029	5,019	-6.9%	-5.0%
COSENTYX	Immunosuppressants	\$1,162,946	6,083	\$1,932,242	8,645	66.2%	42.1%
TECFIDERA	Misc Therapeutic Agents	\$1,525,059	6,626	\$1,782,299	7,164	16.9%	8.1%
IMBRUVICA	Antineoplastic Agents	\$1,211,423	3,180	\$1,745,243	3,774	44.1%	18.7%
OTEZLA	Misc Therapeutic Agents	\$1,111,939	11,160	\$1,636,970	15,060	47.2%	34.9%
SPRYCEL	Antineoplastic Agents	\$1,266,919	3,120	\$1,509,263	3,360	19.1%	7.7%
HARVONI	Anti-Infective Agents	\$1,763,301	1,568	\$1,456,322	1,288	-17.4%	-17.9%
XTANDI	Antineoplastic Agents	\$980,760	2,814	\$1,444,886	3,990	47.3%	41.8%
XELJANZ XR	Immunosuppressants	\$835,240	6,300	\$1,359,772	9,690	62.8%	53.8%
FORTEO	Misc Therapeutic Agents	\$1,296,682	11,858	\$1,230,714	10,227	-5.1%	-13.8%
GENVOYA	Anti-Infective Agents	\$955,903	9,960	\$1,155,388	11,340	20.9%	13.9%
COPAXONE	Misc Therapeutic Agents	\$1,382,605	7,610	\$1,095,823	6,212	-20.7%	-18.4%
TASIGNA	Antineoplastic Agents	\$844,539	2,050	\$958,976	2,077	13.6%	1.3%
CABOMETYX	Antineoplastic Agents	\$395,656	616	\$947,946	1,338	139.6%	117.2%
POMALYST	Antineoplastic Agents	\$764,060	1,484	\$943,747	1,029	23.5%	-30.7%
XELJANZ	Immunosuppressants	\$896,655	6,914	\$895,964	6,390	-0.1%	-7.6%
IMATINIB MESYLATE	Antineoplastic Agents	\$777,923	2,940	\$828,166	3,480	6.5%	18.4%
DUPIXENT	Immunosuppressants	\$207,692	1,781	\$768,593	7,014	270.1%	293.8%
REPATHA	Cardiovascular Agents	\$611,499	14,028	\$756,469	18,204	23.7%	29.8%

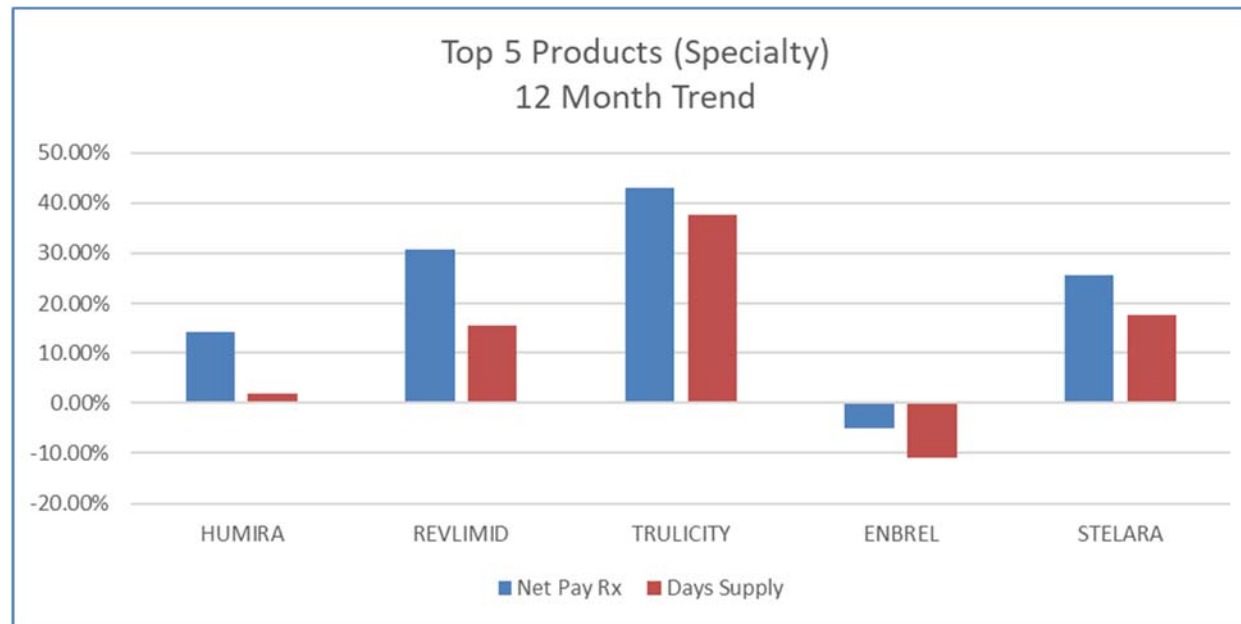
Product	Therapeutic Class	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
		Net Pay Rx	Days Supply	Net Pay Rx	Days Supply	Net Pay	Days Supply
OFEV	Antineoplastic Agents	\$680,439	2,280	\$742,999	2,250	9.2%	-1.3%
ALECENSA	Antineoplastic Agents	\$251,626	552	\$699,501	1,574	178.0%	185.1%
AUBAGIO	Immunosuppressants	\$601,046	2,744	\$689,018	2,912	14.6%	6.1%
ESBRIET	Respiratory Tract Agents	\$539,015	1,920	\$687,146	2,190	27.5%	14.1%
TRUVADA	Anti-Infective Agents	\$456,639	8,355	\$662,796	11,700	45.1%	40.0%
JAKAFI	Antineoplastic Agents	\$653,241	1,680	\$661,953	1,734	1.3%	3.2%
PRALUENT	Cardiovascular Agents	\$302,242	7,302	\$649,250	17,600	114.8%	141.0%
AFINITOR	Antineoplastic Agents	\$402,476	644	\$627,907	1,178	56.0%	82.9%
TREMFYA	Immunosuppressants	\$80,009	364	\$606,397	2,940	657.9%	707.7%
LETAIRIS	Cardiovascular Agents	\$637,745	2,040	\$605,966	1,950	-5.0%	-4.4%
LENVIMA	Antineoplastic Agents	\$355,266	690	\$605,296	1,050	70.4%	52.2%
GAMUNEX-C	Serums, Toxoids, Vaccines	\$358,601	1,471	\$603,254	1,893	68.2%	28.7%
ZYTIGA	Antineoplastic Agents	\$831,324	2,546	\$590,081	1,790	-29.0%	-29.7%
AVONEX PEN	Misc Therapeutic Agents	\$622,625	2,694	\$586,150	2,268	-5.9%	-15.8%
TAGRISO	Antineoplastic Agents	\$74,109	150	\$585,718	1,170	690.3%	680.0%
OPSUMIT	Cardiovascular Agents	\$466,070	1,590	\$568,225	1,830	21.9%	15.1%
TALTZ	Immunosuppressants	\$197,840	1,008	\$567,858	2,380	187.0%	136.1%
XOLAIR	Immunosuppressants	\$567,332	5,348	\$553,436	5,236	-2.4%	-2.1%
TRIUMEQ	Anti-Infective Agents	\$515,363	5,670	\$549,640	5,670	6.7%	0.0%
ACTEMRA	Immunosuppressants	\$339,216	3,029	\$548,951	4,156	61.8%	37.2%
PRIVIGEN	Serums, Toxoids, Vaccines	\$174,539	392	\$543,532	868	211.4%	121.4%
NORDITROPIN FLEXPRO	Hormones & Synthetic Subst	\$483,226	3,421	\$538,949	3,897	11.5%	13.9%
ADEMPAS	Cardiovascular Agents	\$430,086	1,362	\$538,244	1,589	25.1%	16.7%
VOTRIENT	Antineoplastic Agents	\$383,536	1,080	\$529,000	1,384	37.9%	28.1%

# 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	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
		Utilization	Net Pay Med	Utilization	Net Pay Med	Utilization	Net Pay
Facility Inpatient	Patients	500	\$54,407,177	482	\$53,176,085	-3.6%	-2.3%
Facility Outpatient	Patients	735	\$37,185,714	787	\$42,842,650	7.1%	15.2%
Other Professional Services	Patients	800	\$9,938,968	846	\$12,141,192	5.8%	22.2%
Radiology Outpatient	Patients	702	\$7,893,430	733	\$8,073,669	4.4%	2.3%
Physician Inpatient	Patients	537	\$5,223,817	511	\$4,878,610	-4.8%	-6.6%
Physician Outpatient	Patients	814	\$2,708,421	854	\$2,913,614	4.9%	7.6%
MHSA	Patients	238	\$2,529,496	229	\$1,751,502	-3.8%	-30.8%
Laboratory Outpatient	Patients	746	\$1,141,925	791	\$1,213,156	6.0%	6.2%

## Top Clinical Conditions Among High Cost Claimants

Rank	Rank	Clinical Condition	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Net Pay Trend
Current	Previous		Patients	Net Pay Med	Patients	Net Pay Med	
1	1	Chemotherapy Encounters	134	\$9,306,182	160	\$14,139,857	51.9%
2	6	Coronary Artery Disease	124	\$3,715,894	146	\$5,478,835	47.4%
3	3	Renal Function Failure	160	\$4,674,101	161	\$4,848,182	3.7%
4	18	Hypertension, Essential	349	\$2,461,192	368	\$4,148,614	68.6%
5	2	Newborns, w/wo Complication	28	\$4,914,523	26	\$4,073,650	-17.1%
6	9	Spinal/Back Disord, Low Back	167	\$3,192,361	187	\$4,033,784	26.4%
7	4	Condition Rel to Tx - Med/Surg	188	\$4,501,424	174	\$3,902,150	-13.3%
8	13	Cancer - Lung	51	\$2,902,197	67	\$3,568,874	23.0%
9	16	Multiple Sclerosis	45	\$2,728,693	40	\$3,185,932	16.8%
10	11	Cancer - Breast	71	\$3,048,721	70	\$3,095,171	1.5%
11	24	Respiratory Disord, NEC	402	\$1,936,912	410	\$2,972,447	53.5%
12	7	Cardiac Arrhythmias	165	\$3,337,649	195	\$2,965,014	-11.2%
13	15	Cerebrovascular Disease	104	\$2,779,809	103	\$2,855,177	2.7%
14	5	Radiation Therapy Encounters	63	\$3,903,418	51	\$2,768,444	-29.1%
15	10	Signs/Symptoms/Oth Cond, NEC	645	\$3,119,160	664	\$2,610,015	-16.3%
16	8	Gastroint Disord, NEC	299	\$3,194,290	302	\$2,342,904	-26.7%
17	17	Tumors - Central Nervous Sys	31	\$2,467,535	35	\$2,279,063	-7.6%
18	25	Cancer - Lymphoma	24	\$1,513,923	26	\$2,061,941	36.2%
19	39	Cardiovasc Disord, NEC	261	\$858,522	308	\$2,033,100	136.8%
20	14	Infections, NEC	141	\$2,829,282	167	\$1,960,528	-30.7%
21	26	Diabetes	232	\$1,355,020	237	\$1,877,852	38.6%
22	12	Musculosk Disord, Congenital	19	\$2,923,166	27	\$1,649,026	-43.6%
23	27	Cardiovasc Disord, Congenital	23	\$1,266,994	24	\$1,508,103	19.0%
24	40	Osteoarthritis	144	\$827,104	175	\$1,485,772	79.6%
25	30	Spinal/Back Disord, Ex Low	103	\$1,131,423	152	\$1,417,471	25.3%

## High Cost Claimants – Top Therapeutic Classes

Therapeutic Class	Apr 2017 - Mar 2018		Apr 2018 – Mar 2019		Trend	
	Net Pay Rx	Patients	Net Pay Rx	Patients	Net Pay	Utilization
Antineoplastic Agents	\$12,007,140	179	\$15,105,310	193	25.8%	7.8%
Misc Therapeutic Agents	\$5,929,471	190	\$7,964,819	204	34.3%	7.4%
Immunosuppressants	\$4,077,532	77	\$4,746,488	79	16.4%	2.6%
Cardiovascular Agents	\$2,254,284	561	\$2,307,567	579	2.4%	3.2%
Central Nervous System	\$1,796,091	654	\$1,440,874	669	-19.8%	2.3%

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.