

WellDyneRx Releases 2018 Drug Trend Report

Over 50% of commercial clients experienced a negative overall trend

Lakeland, Fla. (May 21, 2019) – WellDyneRx, a full-service, independent pharmacy benefit manager (PBM), released its 2018 Drug Trend Report today and reported that its commercial clients experienced an overall 0.3% increase in drug spend. While maintaining such a low trend is impressive, the report indicates that over 50% of WellDyneRx's clients experienced a negative overall trend, and highly-managed clients achieved a negative 2.2% overall trend. The company credits its technology, integrated data, and transparent, strategic clinical insights for producing low net cost solutions for health plans.

“Our WellManaged – Clinical Programs help our clients rein in drug spend while maintaining access to evidence-based care,” said Zach Johnson, President of WellDyneRx. “From industry-leading adherence rates to contained costs, the proof is in our numbers. Clients who implemented two or more WellManaged programs achieved a - 0.3% unit cost trend (in the traditional drug category), compared to a 4.4% unit cost trend for clients who implemented one program or less.”

WellDyneRx's formulary programs, including WellManaged – Generics and WellManaged – Preferred Brands, combine with various utilization management strategies, such as Hyperinflationary Drugs, prior authorization, quantity limits, and compound management, to promote clinically appropriate and cost-effective drug spend. By encouraging members to use a preferred generic drug instead of a higher cost generic or brand medication, these programs lower drug spend without compromising quality of care. As a result of these efforts, WellDyneRx's Generic Dispensing Rate (GDR) increased from 84.9% in 2017 to 85.9% in 2018, which translated into approximately \$4.80 PMPY in savings.

Specialty pharmaceuticals continue to drive overall drug spend, but clients who participated in WellDyneRx's patented Intercept program in 2018 experienced a - 5.5% unit cost trend (within specialty medications), compared to a positive 3.5% unit cost increase for non-Intercept clients. WellDyneRx's patented Intercept program identifies, manages, and reduces the cost of frequently prescribed specialty medications that offer a direct-to-consumer coupon from the manufacturer. In 2018, member cost shares for clients participating in the Intercept program were 70% lower than they were for plans that did not participate.

Other highlights of WellDyneRx's 2018 Drug Trend Report include:

- The specialty drug trend for managed clients was 5.7%, largely driven by increases in utilization, which experienced a 11.1 % increase over the previous year.
- Diabetes medications continued to dominate the top 10 category, with 60% of the top traditional drugs (by spend) all used to treat this condition.
- Inflammatory conditions and diabetes continue to be the predominant therapeutic categories, accounting for almost 27% of all drug spend in 2018, an increase from the previous year.
- Clients participating in the WellManaged - Diabetes program experienced an overall 2.5% trend in diabetes, compared to a 13% overall trend for clients that did not implement the program.

- Broader implementation of both the WellManaged - Opioids and WellManaged - Hyperinflationary Drug Programs in 2018 contributed to substantial utilization and unit cost decreases in the Pain Inflammation category, resulting in a - 13.7% trend.
- While the WellManaged -Opioids Program is not designed to be a cost-containment program, clients with this solution experienced a - 16% overall trend in opioid spend.

Additional details on trend drivers and client savings can be found by downloading WellDyneRx's full 2018 Drug Trend Report at <https://www.welldynrx.com/resources/drug-trend-report/>.

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About WellDyneRx, Inc.

WellDyneRx, Inc. is a full-service Pharmacy Benefit Manager (PBM) that makes the little things matter for its clients, employees, partners, and members. WellDyneRx provides members with more than 66,00 retail pharmacies across the U.S.; mail order prescription services with the capacity to fulfill more than 15 million prescriptions per year; a wholly-owned specialty pharmacy (www.USSpecialtyCare.com) to focus on expensive specialized drugs; and highly targeted pharmacy programs for Diabetes, Hepatitis C and Opioids to balance optimal clinical outcomes with minimized plan costs. Visit www.WellDyneRx.com to learn how you can optimize your health plan today.