

The background of the slide features a soft-focus image of a person's hand holding a tablet computer. A stethoscope is visible on the left side of the frame, partially overlapping the text. The overall color palette is light and professional, with a focus on the hand and the device.

Optum Rx[®]

School Employees Health Benefits Program

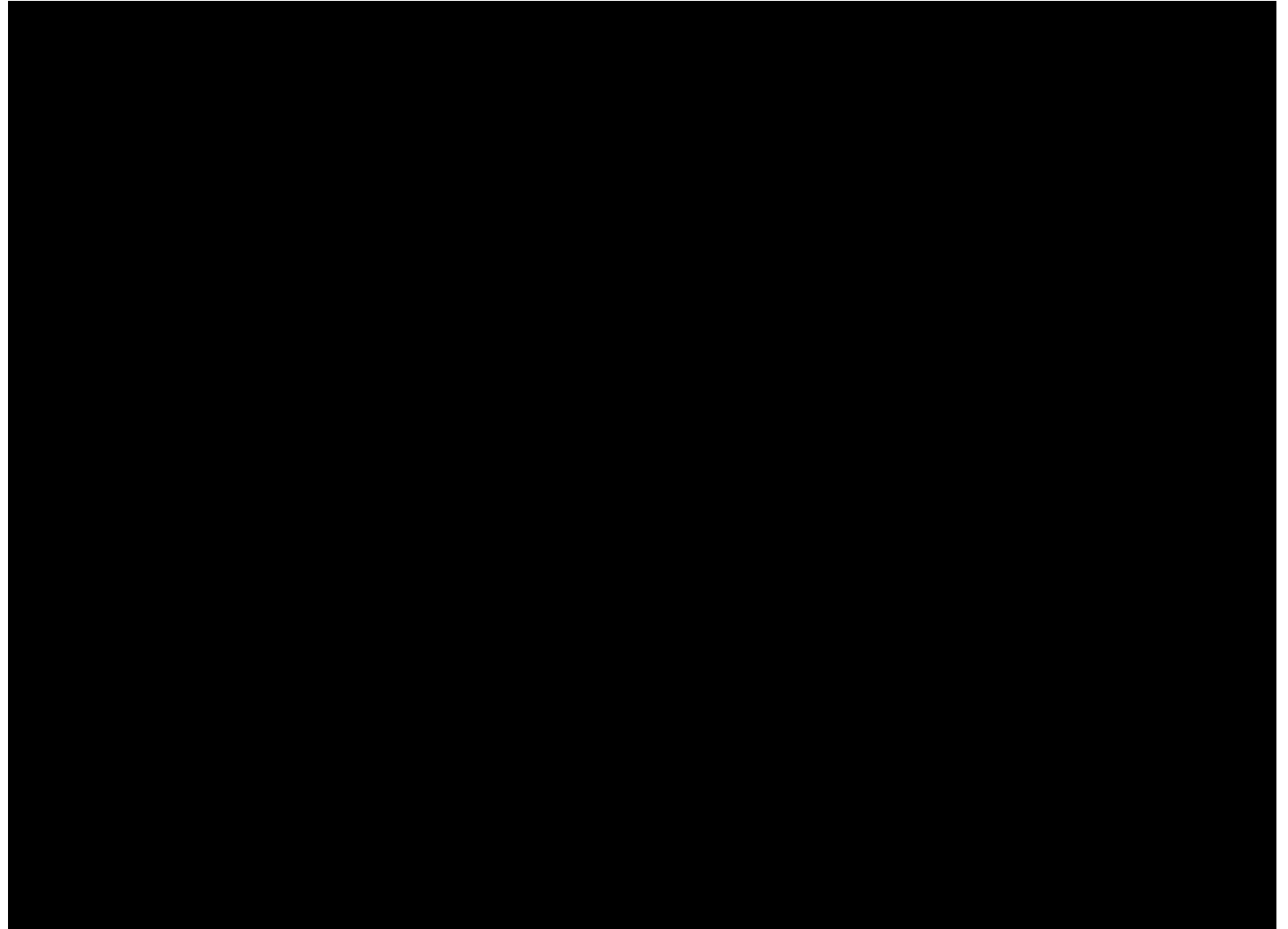
State of New Jersey
Pharmacy Trend Update

January 21, 2025

Agenda

1. Introductions
2. Trend Overview
3. Commercial Update
4. Obesity Condition Insights
5. Optum Rx Weight Engage
6. Appendix

Optum Rx Attendees



Pharmacy Trend Overview

- Pharmacy trend is measured by the Plan's Year-over-Year (YoY) Per Member Per Month (PMPM) costs.
- Optum Rx measures four primary Drug Trend drivers to help identify areas of opportunity and make appropriate trend mitigation recommendations:
 - Utilization
 - Cost
 - Drug Mix
 - Member Contribution
- Traditional and Specialty Drug Trend is measured separately to determine the primary trend drivers for each category of drugs.
- Disease states and top drugs are ranked and reviewed by spend and contribution to trend.

Commercial Spend

Total Rx's CURRENT 1,171,537 PREVIOUS 1,145,247 PERCENT CHANGE 2.3%	Total plan paid CURRENT \$351,021,984 PREVIOUS \$303,983,224 PERCENT CHANGE 15.5%	Utilizers CURRENT 120,353 PREVIOUS 124,084 PERCENT CHANGE -3.0%
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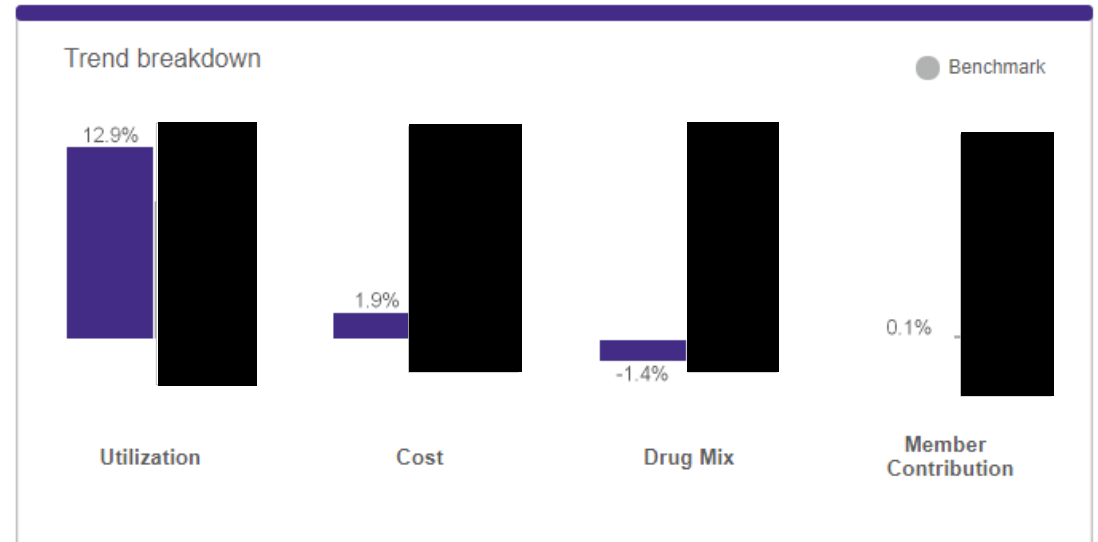
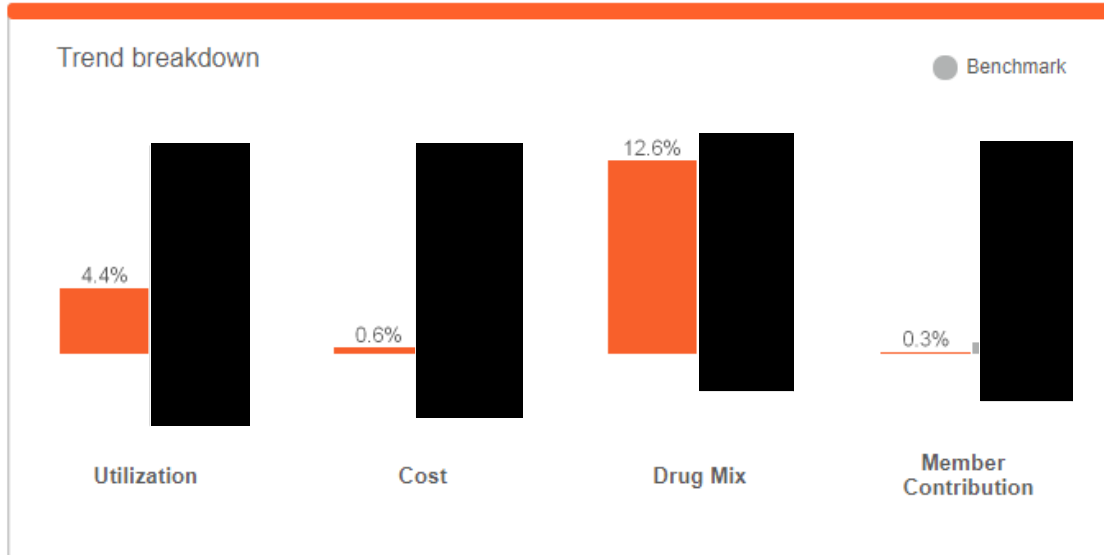
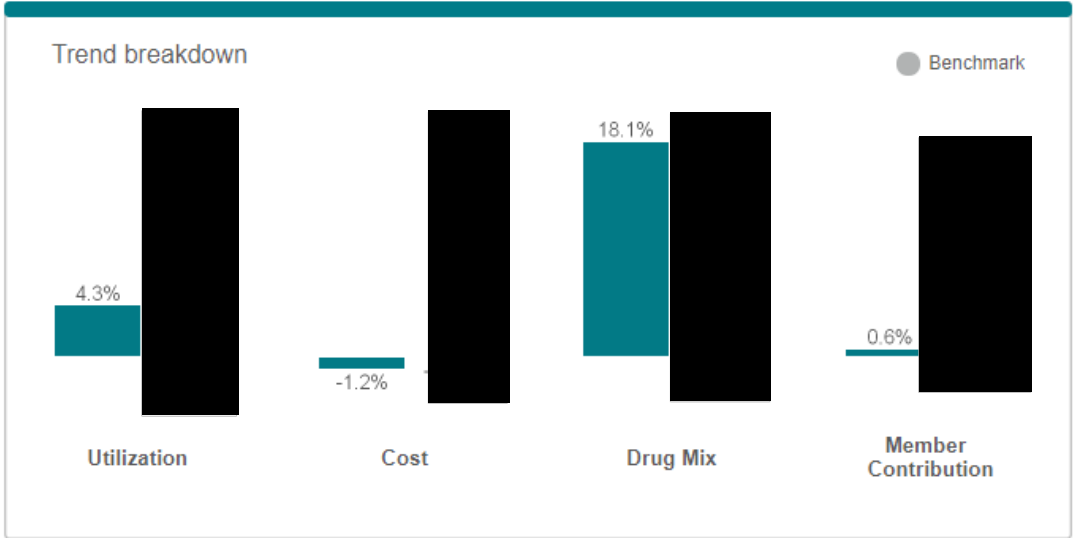
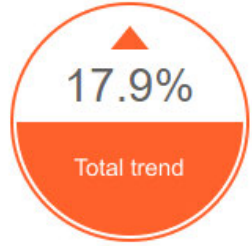


Net financial PMPM performance

	Drug cost	Member Paid	Plan Paid	Rebates	Net plan paid
Traditional	\$160.49	\$6.59	\$153.91		
Specialty	\$129.83	\$1.76	\$128.07		
Total	\$290.33	\$8.35	\$281.97		

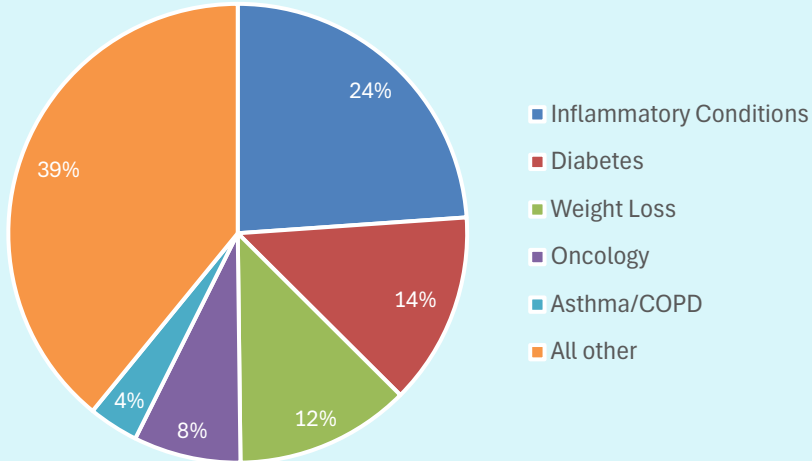
Commercial Trend

Total Trend



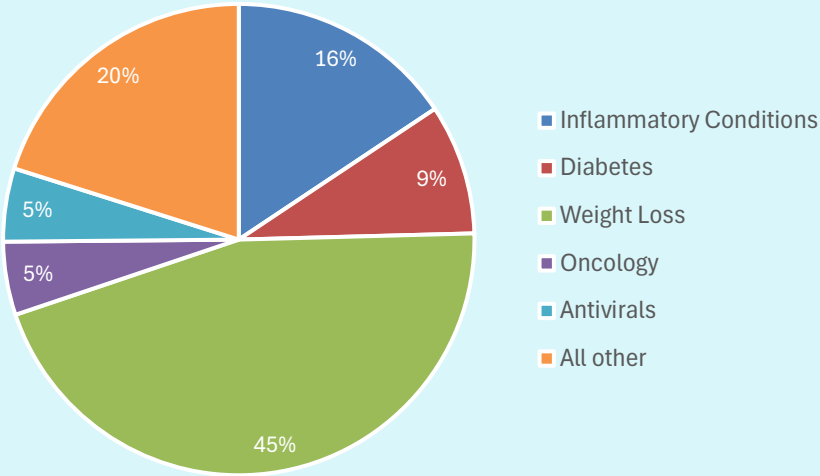
Top Disease States – Commercial

Spend



% of overall gross spend

Trend



Portion of 17.9% overall trend

	Top by spend (PMPM, before rebates)	Top by impact to trend (17.9% overall)	Trend
Inflammatory Conditions	\$67.39	2.8%	11.2%
Diabetes	\$38.24	1.6%	10.9%
Weight Loss	\$34.82	8.1%	125.7%
Oncology	\$21.32	0.9%	11.3%
Asthma/COPD	\$9.96	0.1%	2.5%
Antivirals	\$2.73	0.9%	488.9%

Bolded represent top 5

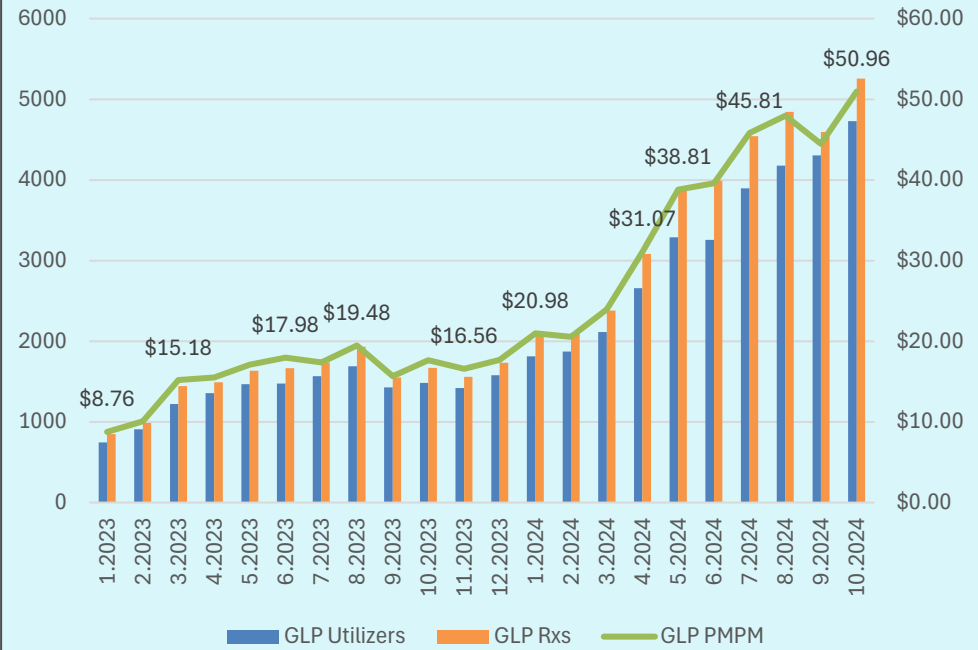
Source: Jan-Sept 2023 vs. Jan-Sept 2024; Total Plan Paid PMPM before Rebates; Trend is net of rebates SONJ Commercial iQPR

Top Drugs – Commercial

Rank	Drug Name	Therapy Class	Plan Paid PMPM CP	Total Plan Paid CP	Total Plan Paid PP	Utilizers CP	Utilizers PP	RXs CP	RXs PP	PMPM Trend	Top Driver
1	WEGOVY	GLP-1 Anti-Obesity	\$27.36	\$34,058,909	\$16,700,291	5,122	3,269	23,354	11,642	108.2%	Utilization
2	HUMIRA PEN	Chronic Inflammatory Disease	\$12.59	\$15,666,850	\$17,871,346	298	328	1,532	1,731	-10.5%	Utilization
3	OZEMPIC	GLP-1 Diabetes	\$11.41	\$14,199,879	\$10,753,020	2,442	2,162	9,727	7,656	34.8%	Utilization
4	STELARA	Chronic Inflammatory Disease	\$9.60	\$11,953,213	\$13,362,505	130	139	497	567	-8.7%	Utilization
5	MOUNJARO	GLP-1 Diabetes	\$9.03	\$11,238,056	\$5,216,579	1,766	950	8,584	4,282	119.9%	Utilization
6	DUPIXENT	Chronic Inflammatory Disease	\$8.36	\$10,403,685	\$7,883,002	462	381	2,810	2,257	34.7%	Utilization
7	ZEPBOUND	GLP-1 Anti-Obesity	\$6.86	\$8,536,309	--	2,246	--	7,843	--	--	--
8	SKYRIZI PEN	Chronic Inflammatory Disease	\$4.79	\$5,965,310	\$3,682,494	125	81	301	197	65.4%	Utilization
9	JARDIANCE	SGLT-2 Inhibitors & Combos	\$4.39	\$5,468,008	\$4,765,688	1,451	1,316	4,242	3,814	17.1%	Utilization
10	RINVOQ	Chronic Inflammatory Disease	\$3.71	\$4,624,327	--	120	--	640	--	85.2%	Utilization

Obesity Conditions Insights

oGLP1 Utilization and Spend



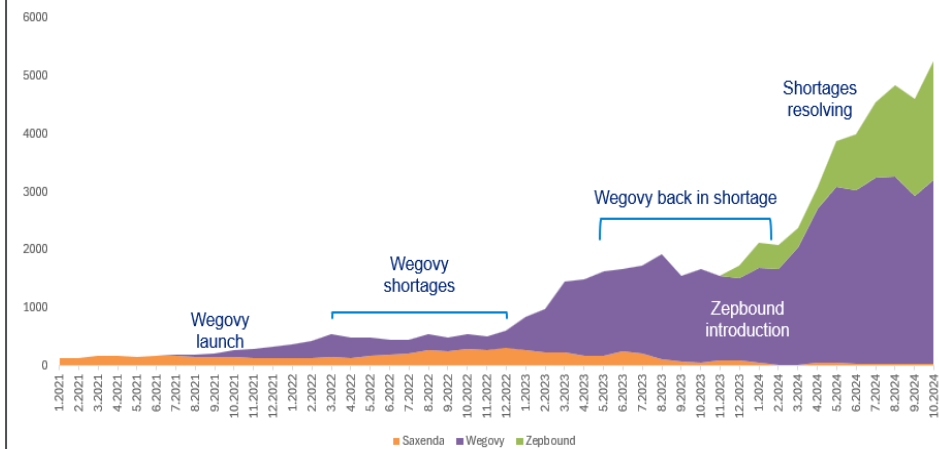
Jan-Sept 2023 v Jan-Sept 2024

- Utilizers increased 121%
- Plan Spend Increased 121%

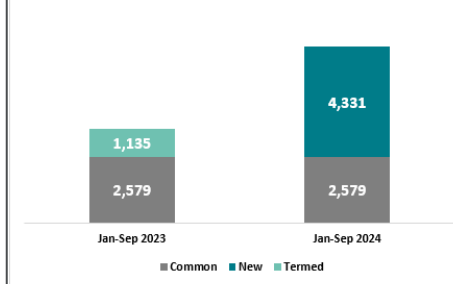
Obesity GLP-1/GIP Monthly Claim Volume

State of New Jersey Commercial - SEHBP

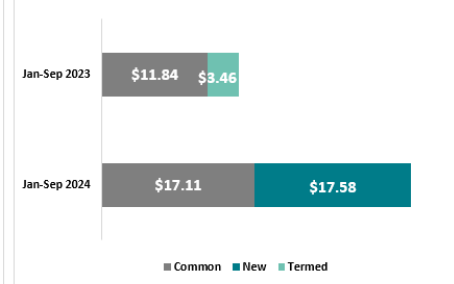
oGLP1 Utilization by Market Share



Utilizer Summary



Total Plan Paid PMPM



	Common Utilizers Previous Time Period	Common Utilizers Current Time Period	Total New Utilizers	New to Therapy	New to Plan	Total Termed Utilizers	Termed Therapy	Termed from Plan
# Utilizers	2,579	2,579	4,331	3,858	473	1,135	608	527
#Rxs	10,424	14,581	16,920	15,394	1,526	2,943	1,332	1,611
Total Plan Paid PMPM	\$11.84	\$17.11	\$17.58	\$15.95	\$1.63	\$3.46	\$1.56	\$1.91



- oGLP1 Utilization steady from May 2023-Feb 2024
- Utilization increases begin March 2024
- Wegovy utilization levels May-Oct 2024
- Category growth due to new utilization of Zepbound

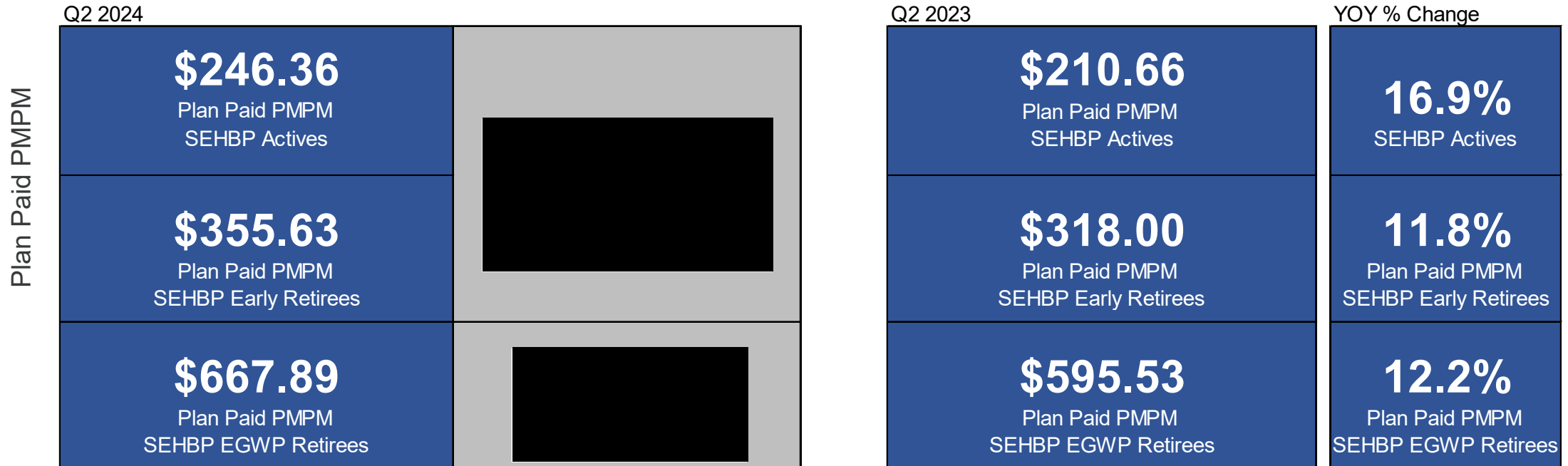
- 11% of Utilizers are considered New Starts each month
- 3% of Utilizers are considered Restarts each month
- 67.1% of members discontinue within 1 year

Appendix



Key Performance Indicators – State of New Jersey Quarterly Review

Date Submitted: Jan 2024 - Jun 2024



Specialty/Traditional

Claim Type	SEHBP Actives	SEHBP Early Retirees	SEHBP EGWP Retirees
Traditional	\$130.62	\$195.56	\$365.46
Specialty	\$115.74	\$160.07	\$302.43
All Drugs	\$246.36	\$355.63	\$667.89

EGWP Spend

Total Rx's

CURRENT

3,012,571

PREVIOUS

2,913,031

PERCENT CHANGE

3.4%

Total plan paid

CURRENT

\$863,275,003

PREVIOUS

\$758,547,368

PERCENT CHANGE

13.8%

Utilizers

CURRENT

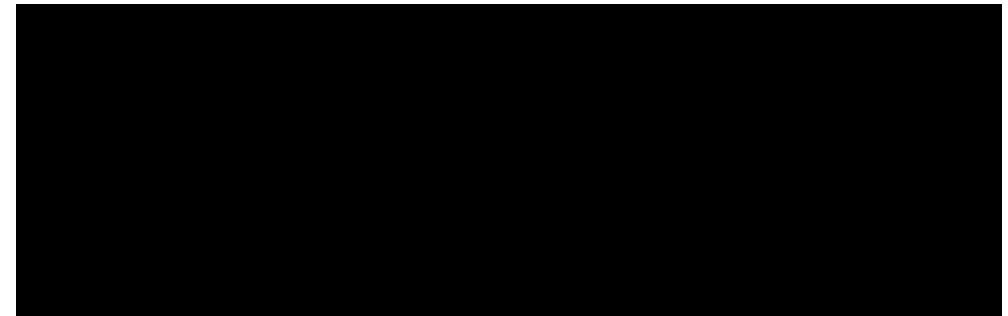
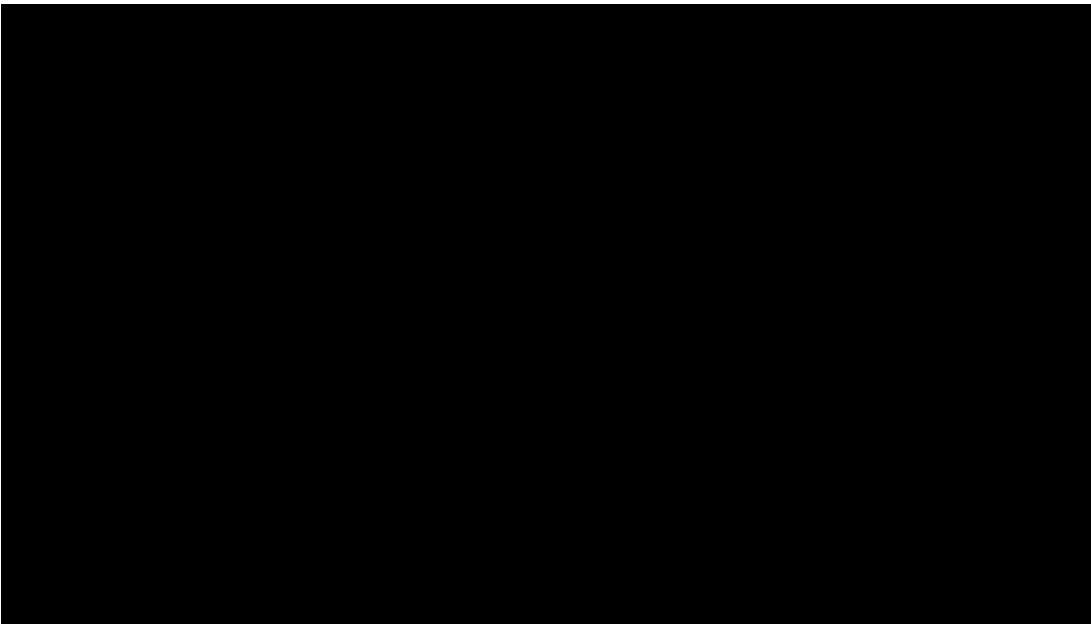
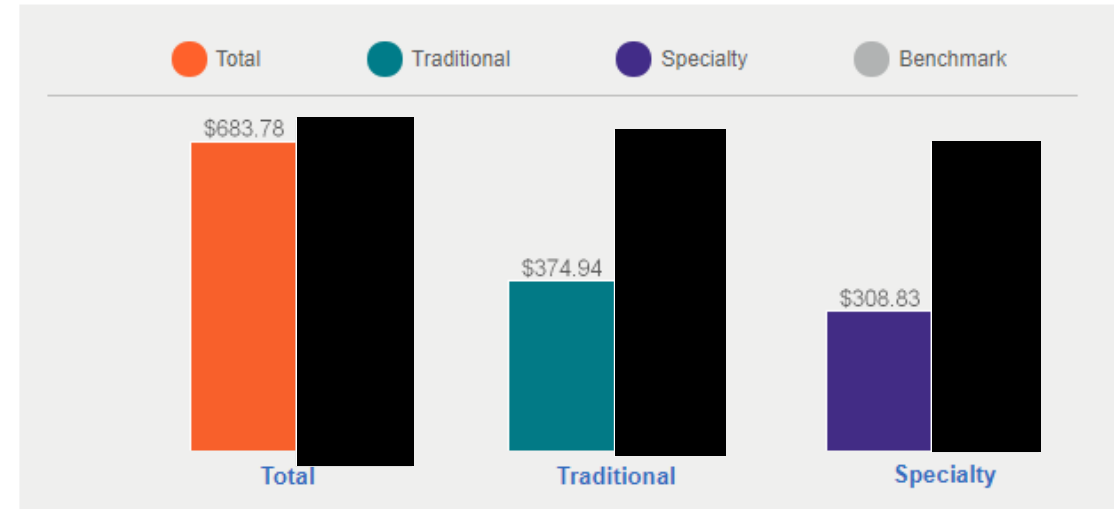
139,295

PREVIOUS

137,954

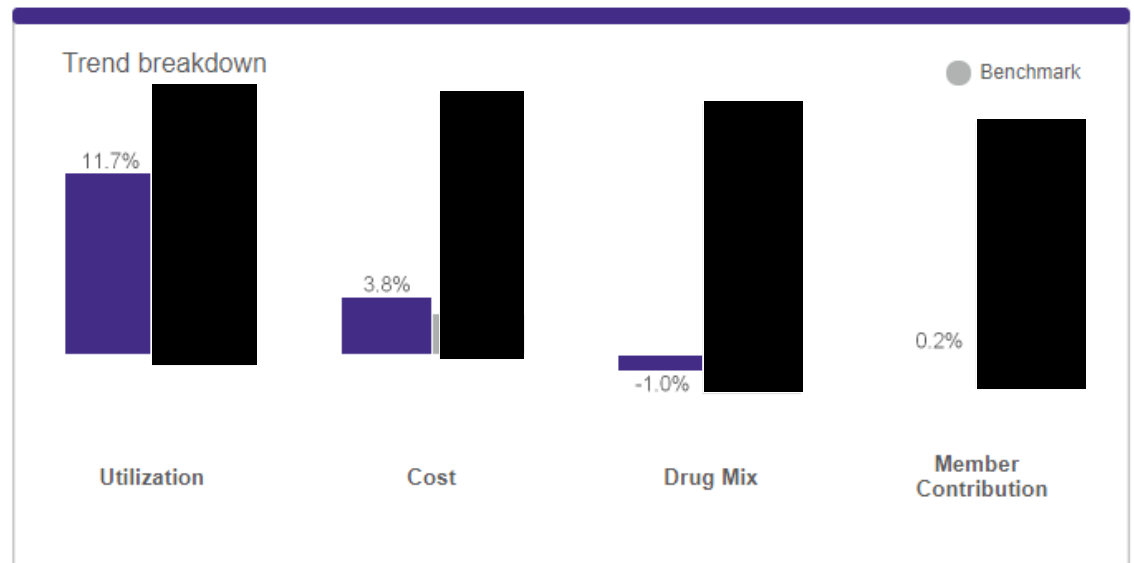
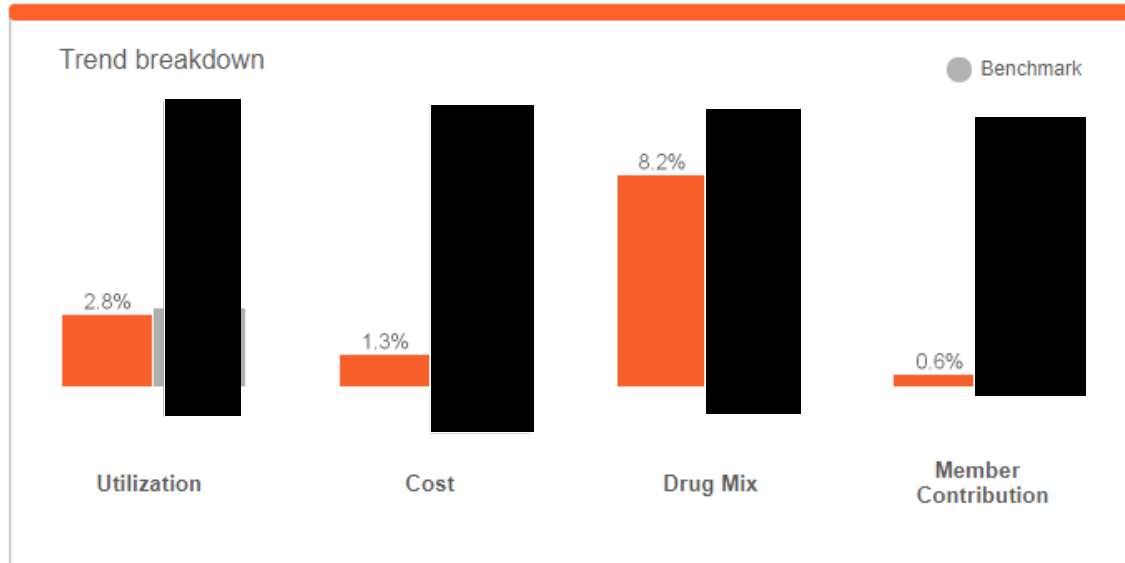
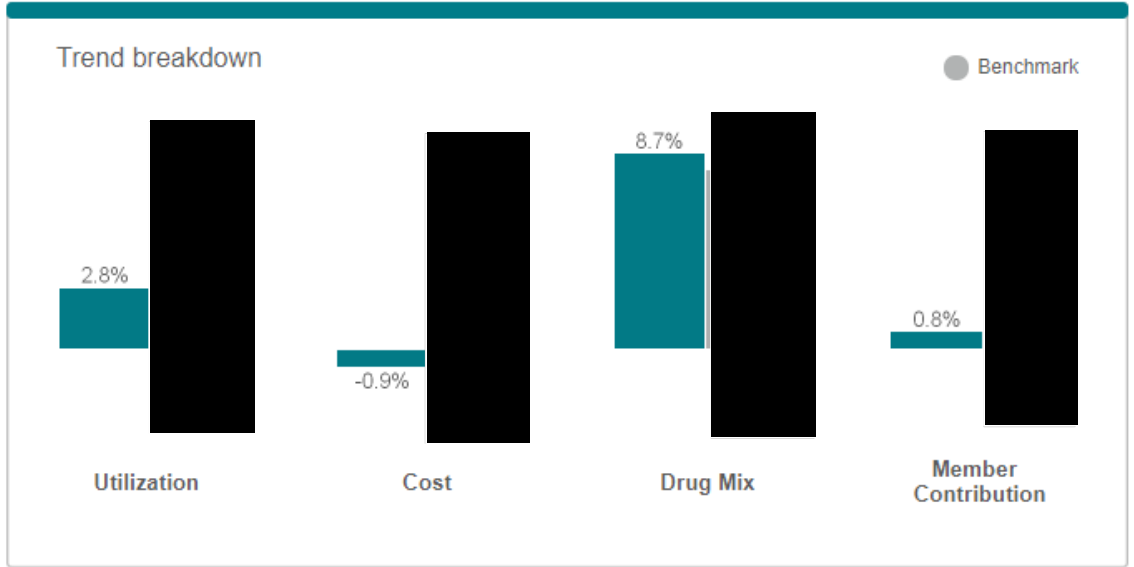
PERCENT CHANGE

1.0%



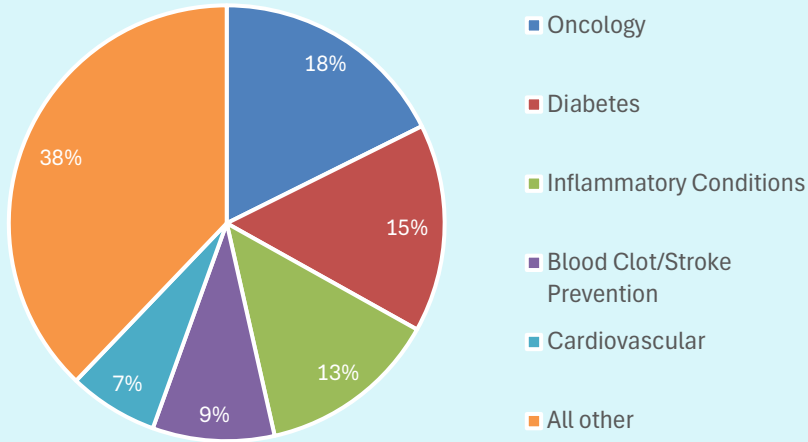
EGWP Trend

Total Trend



Top Disease States – EGWP

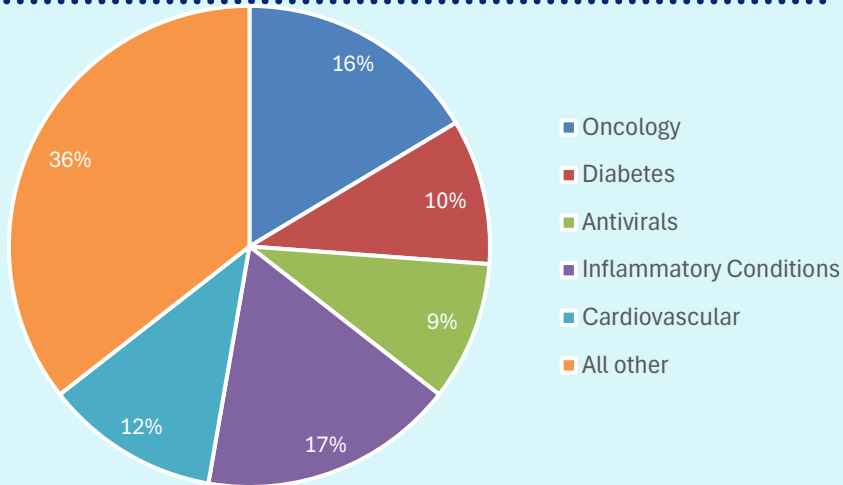
Spend



- Oncology
- Diabetes
- Inflammatory Conditions
- Blood Clot/Stroke Prevention
- Cardiovascular
- All other

% of overall spend

Trend



- Oncology
- Diabetes
- Antivirals
- Inflammatory Conditions
- Cardiovascular
- All other

Portion of 12.8% overall trend

	Top by spend (PMPM, before rebates)	Top by impact to trend (12.8% overall)	Trend
Oncology	\$120.71	2.1%	9.1%
Diabetes	\$105.65	1.25%	9.6%
Inflammatory Conditions	\$91.38	2.2%	15.7%
Blood Clot/ Stroke Prevention	\$61.81	0.9%	11.5%
Cardiovascular	\$45.41	1.5%	22.5%
Antivirals	\$7.76	1.2%	480.2%
Asthma/COPD	\$16.42	0.1%	1.8%

Bolded represent top 5

Top Drugs – EGWP

Rank	Drug Name	Therapy Class	Plan Paid PMPM CP	Total Plan Paid CP	Total Plan Paid PP	Utilizers CP	Utilizers PP	RXs CP	RXs PP	PMPM Trend	Top Driver
1	ELIQUIS	Oral Anticoagulants	\$44.62	\$56,331,318	\$47,405,574	14,223	12,995	51,251	46,385	17.8%	Utilization
2	OZEMPIC	GLP-1 Diabetes	\$23.50	\$23,692,222	\$21,367,835	4,806	3,688	17,402	12,795	37.7%	Utilization
3	VYNDAMAX	Transthyretin Stabilizers	\$17.88	\$22,573,618	\$15,617,409	136	107	1,024	759	43.3%	Utilization
4	XARELTO	Oral Anticoagulants	\$14.10	\$17,796,384	\$17,042,690	4,533	4,717	15,455	15,554	3.5%	Cost
5	FARXIGA	SGLT-2 Inhibitors Combos	\$13.69	\$17,285,108	\$13,267,038	4,596	3,802	14,488	11,530	29.2%	Utilization
6	MOUNJARO	GLP-1 Diabetes	\$13.42	\$16,945,858	\$5,135,947	2,545	974	11,433	4,246	227.1%	Utilization
7	JARDIANCE	SGLT-2 Inhibitors Combos	\$13.27	\$16,755,068	\$11,031,880	4,286	2,995	13,182	9,008	50.6%	Utilization
8	HUMIRA PEN	Chronic Inflammatory Disease	\$13.00	\$16,412,281	\$15,025,081	302	301	2,114	1,978	8.3%	Utilization
9	STELARA	Chronic Inflammatory Disease	\$12.37	\$15,620,458	\$13,811,664	137	143	630	589	12.1%	Cost
10	XTANDI	Oncology	\$10.02	\$12,654,657	\$10,947,187	166	139	985	896	14.6%	Utilization

Optum Rx Weight Engage behavior change programs

Sustained weight loss approach helps members achieve and maintain weight loss goals through behavior modification, diet and exercise planning and medications.

Strategic benefit planning and utilization management



Evaluate the benefit to help manage access and drug costs



Flexibility to apply standard or risk-stratified utilization management strategy

Provider guidance

More cost control leveraging participating provider expertise



▶ Nutrition first

Tailored nutrition therapy, behavioral support and responsible prescribing

Calibrate

▶ Medication focused

Obesity-trained physicians guide members to the right medication

Member support

Open GLP-1 access backed by education and coaching



▶ Digital group coaching

Coaching, medication-specific education and progress tracking

Empower people to take **ownership** of their **health** and **support** them on their journey to **maintain a healthier weight.**



Optum Rx[®]

Thank you