



State Health Benefits Program

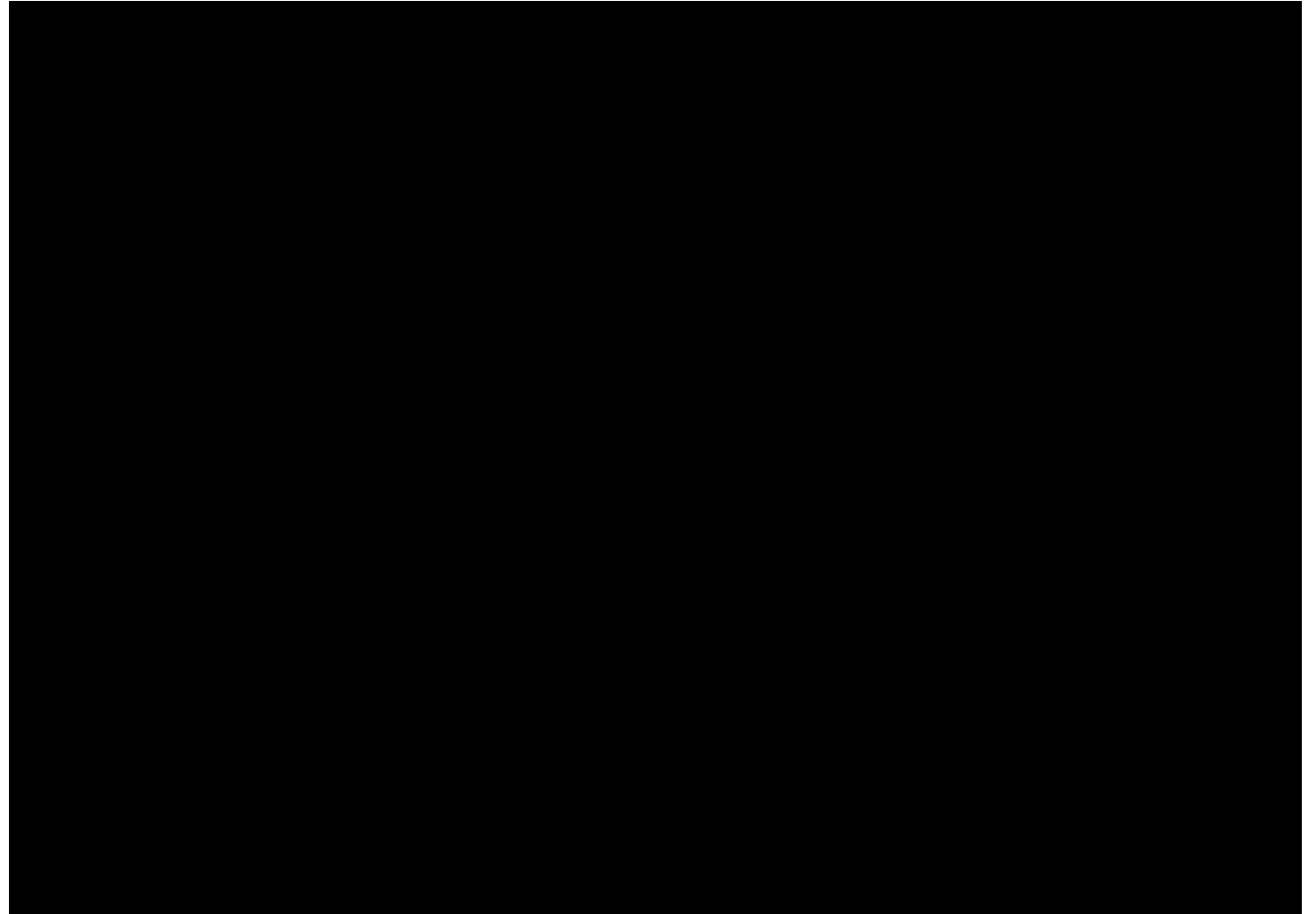
State of New Jersey
Pharmacy Trend Update

January 8, 2025

Agenda

1. Introductions
2. Trend Overview
3. Commercial Update
4. Obesity Condition Insights
5. 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

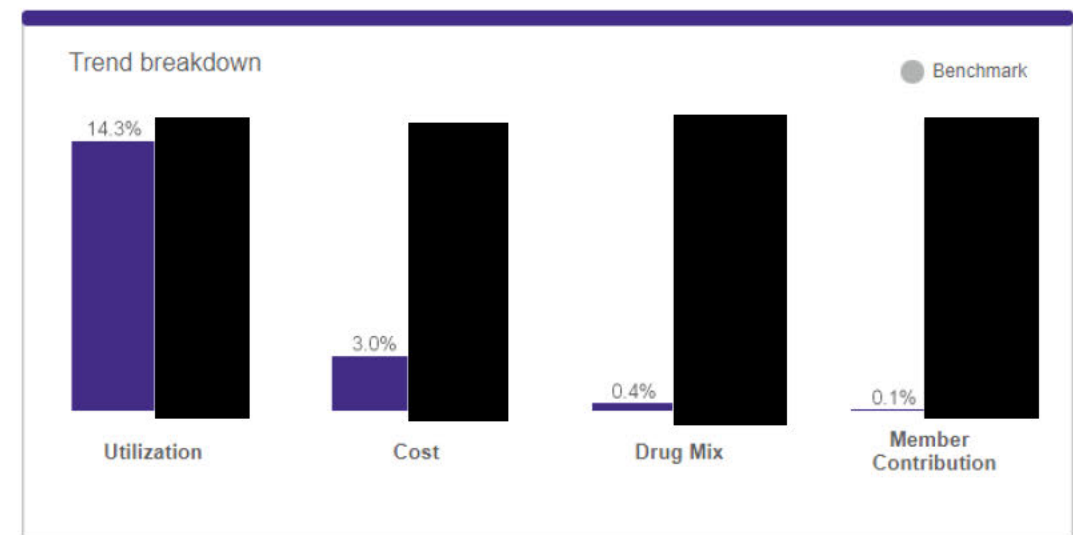
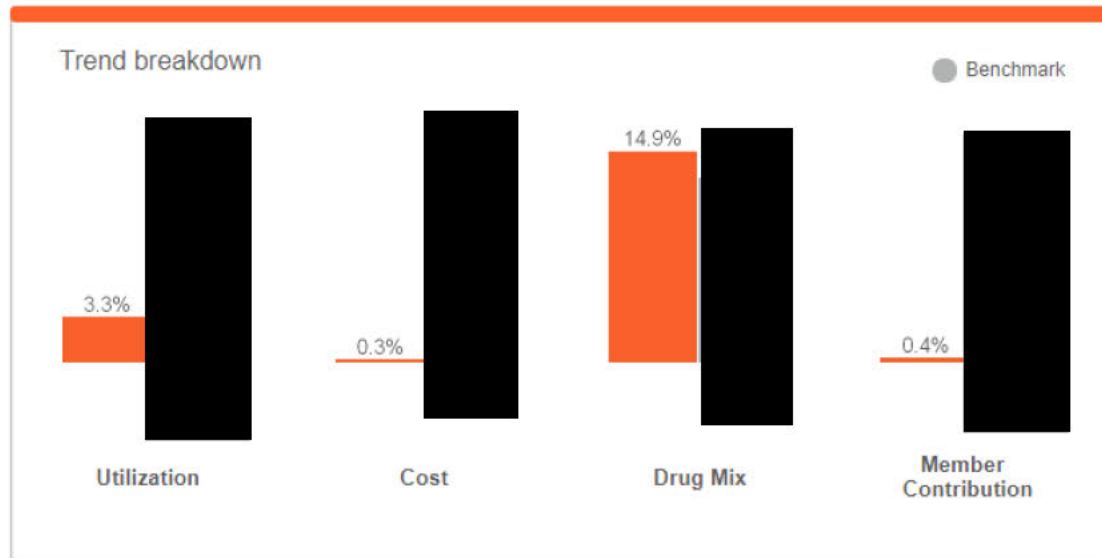
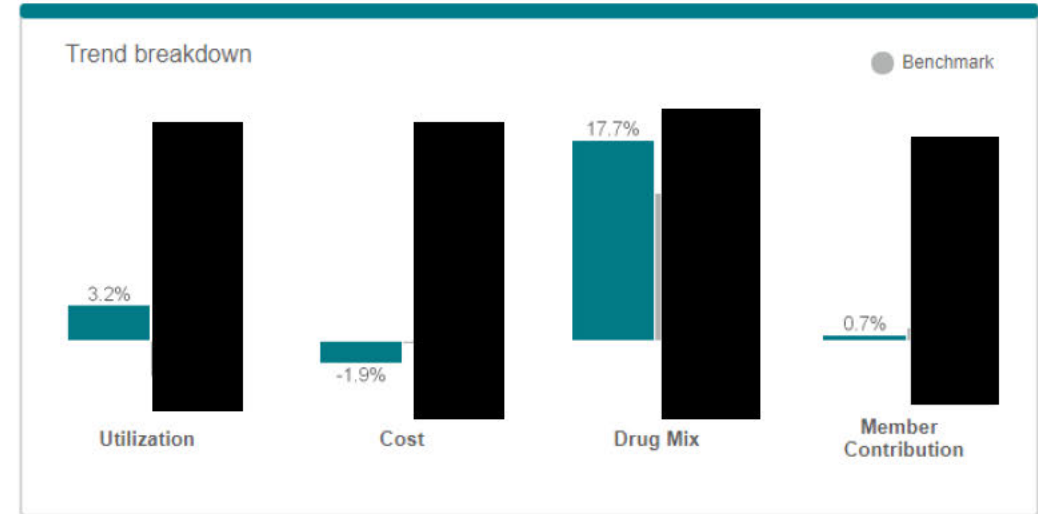
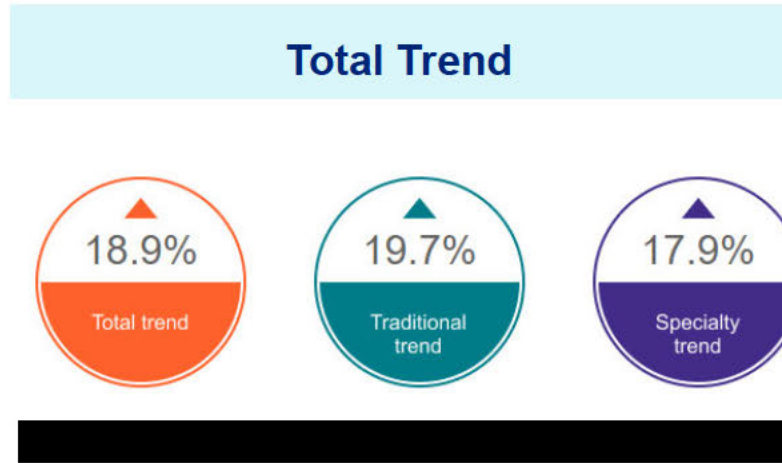
<p>Total Rx's</p> <p>CURRENT 2,843,464</p> <p>PREVIOUS 2,843,596</p> <p>PERCENT CHANGE 0.0%</p>	<p>Total plan paid</p> <p>CURRENT \$845,851,450</p> <p>PREVIOUS \$732,538,569</p> <p>PERCENT CHANGE 15.5%</p>	<p>Utilizers</p> <p>CURRENT 286,311</p> <p>PREVIOUS 295,794</p> <p>PERCENT CHANGE -3.2%</p>
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Net financial PMPM performance

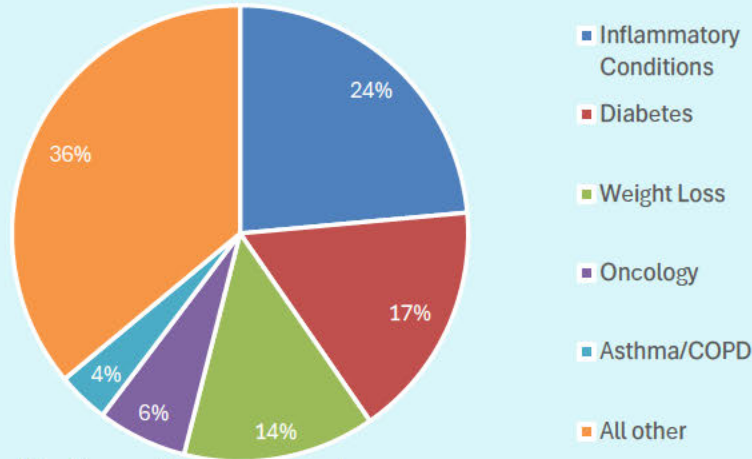
	Drug cost	Member Paid	Plan Paid	Rebates	Net plan paid
Traditional	\$162.80	\$7.11	\$155.68		
Specialty	\$114.62	\$2.30	\$112.32		
Total	\$277.42	\$9.41	\$268.01		

Commercial Trend

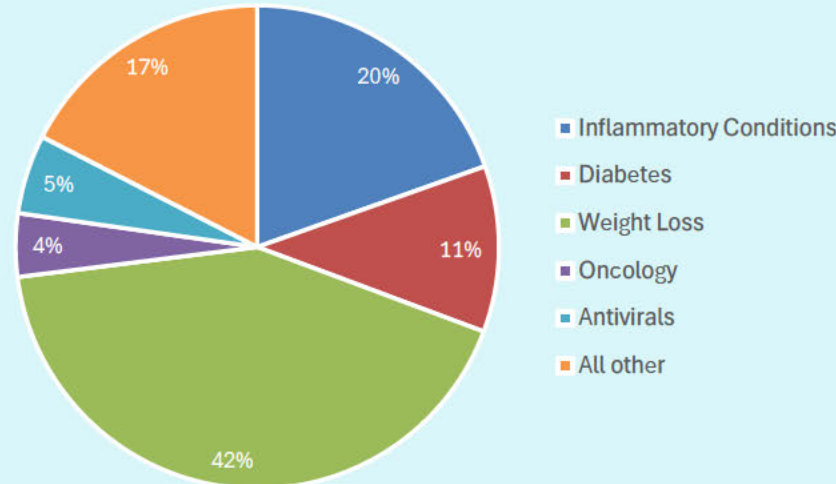


Top Disease States – Commercial

Spend



Trend



	Top by spend (PMPM, before rebates)	Top by impact to trend (18.9% overall)	Trend
Inflammatory Conditions	\$63.10	3.7%	15.4%
Diabetes	\$45.07	2.1%	11.4%
Weight Loss	\$36.46	8.0%	98.6%
Oncology	\$17.04	0.8%	12.5%
Asthma/COPD	\$9.80	0.1%	2.4%
HIV	\$7.19	0.4%	12.3%
Antivirals	\$2.73	1.0%	528.7%

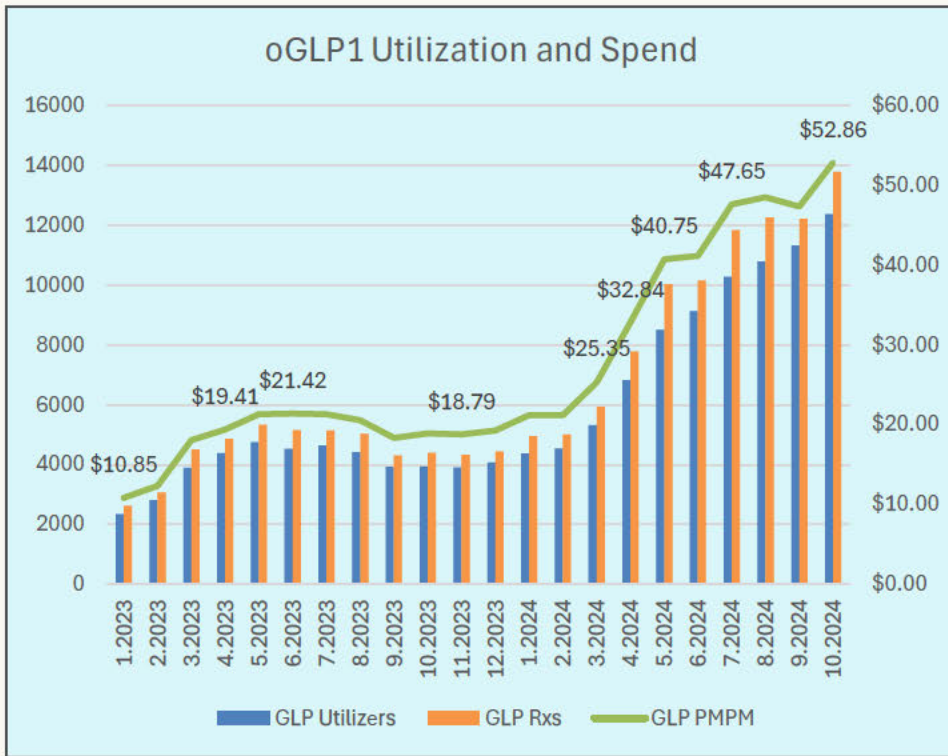
Bolded represent top 5

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

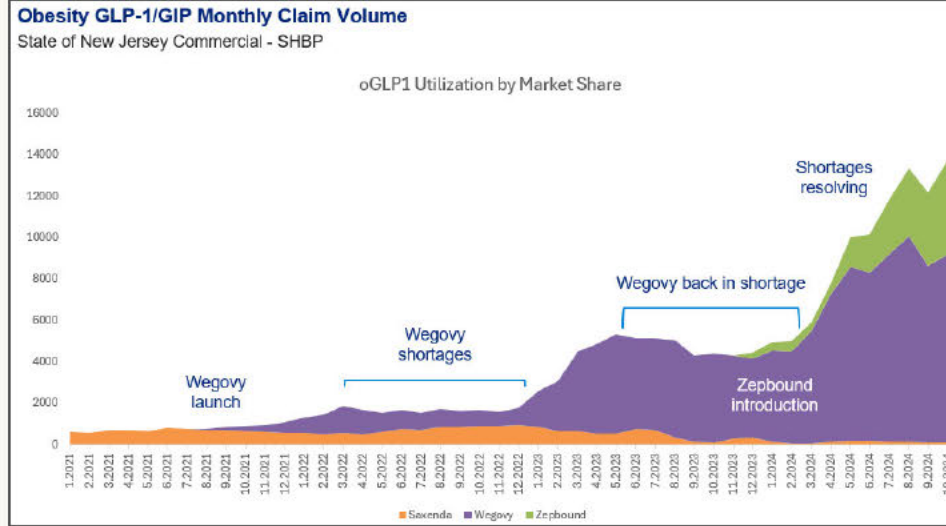
Rank	Drug Name	Therapy Class	Plan Paid PMPM CP	Total Plan Paid CP	Total Plan Paid PP	Utilizers CP	Utilizers PP	RXs CP	RXs PP	PMPM Trend	Top Driver
1	WEGOVY	GLP-1 Anti-Obesity	\$30.38	\$95,891,295	\$50,649,185	14,378	9,440	64,321	34,887	95%	Utilization
2	HUMIRA PEN	Chronic Inflammatory Disease	\$13.13	\$41,446,064	\$44,926,311	739	813	3,748	4,204	-5.0%	Utilization
3	OZEMPIC	GLP-1 Diabetes	\$12.94	\$40,836,403	\$32,025,235	7,074	6,326	27,374	6,326	31.3%	Utilization
4	MOUNJARO	GLP-1 Diabetes	\$11.18	\$35,296,849	\$15,875,563	5,522	2,944	25,606	12,918	129%	Utilization
5	STELARA	Chronic Inflammatory Disease	\$10.59	\$33,433,703	\$29,569,384	326	335	1,353	1,284	16.5%	Cost
6	DUPIXENT	Chronic Inflammatory Disease	\$7.77	\$24,514,130	\$18,860,800	1,175	989	6,675	5,411	33.9%	Utilization
7	JARDIANCE	SGLT-2 Inhibitors Combos	\$5.55	\$17,524,436	\$16,000,154	4,697	4415	13,957	4,415	12.8%	Utilization
8	ZEPBOUND	GLP-1 Anti-Obesity	\$5.15	\$16,259,003	--	4,966	--	14,603	--	--	--
9	SKYRIZI PEN	Chronic Inflammatory Disease	\$4.71	\$14,860,754	\$9,903,095	294	222	739	532	54.5%	Utilization
10	TALTZ	Chronic Inflammatory Disease	\$3.40	\$10,725,407	\$9,899,112	231	230	1,306	1,253	11.6%	Utilization

Obesity Conditions Insights



Jan-Sept 2023 v Jan-Sept 2024

- Utilizers increased 69%
- Plan Spend Increased 99%



	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	7,538	7,538	10,756	10,068	688	3,290	2,405	885
#Rxs	32,449	39,353	40,808	38,624	2,184	7,778	5,244	2,534
Total Plan Paid PMPM	\$14.69	\$19.18	\$17.11	\$16.19	\$0.91	\$3.52	\$2.35	\$1.18



- 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 – SHBP

Q3 2024 Date Submitted: Jan 2024 - Sep 2024

Plan Paid PMPM

\$251.97 Plan Paid PMPM SHBP Actives		[REDACTED]
\$342.85 Plan Paid PMPM SHBP Early Retirees		
\$720.97 Plan Paid PMPM SHBP EGWP Retirees		
\$250.78 State Active PMPM	\$254.69 LG Active PMPM	
\$348.80 State ER PMPM	\$336.45 LG ER PMPM	
\$715.12 State EGWP PMPM	\$732.57 LG EGWP PMPM	

Q3 2023

YOY % Change

\$211.32 Plan Paid PMPM SHBP Actives		19.2% SHBP Actives	
\$287.91 Plan Paid PMPM SHBP Early Retirees		19.1% SHBP Early Retirees	
\$637.76 Plan Paid PMPM SHBP EGWP Retirees		13.0% SHBP EGWP Retirees	
\$210.36 State Active PMPM	\$213.34 LG Active PMPM	19.2% State Active	19.4% LG Active
\$293.31 State ER PMPM	\$282.28 LG ER PMPM	18.9% State ER	19.2% LG ER
\$636.45 State EGWP PMPM	\$640.23 LG EGWP PMPM	12.4% State EGWP	14.4% LG EGWP

Specialty/Traditional

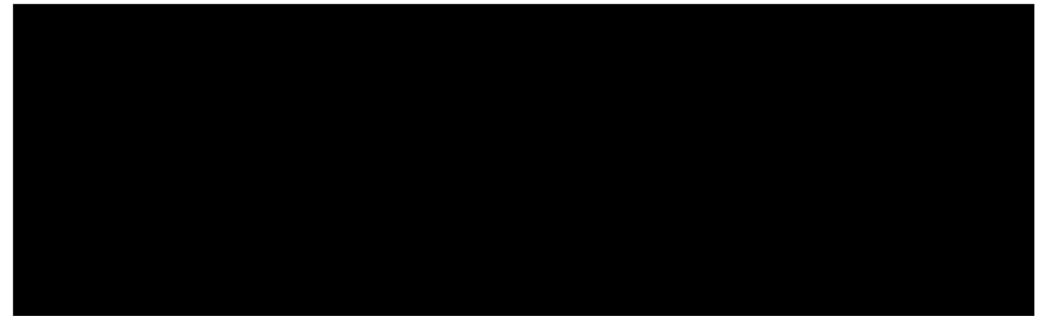
Claim Type	SHBP Actives	SHBP Early Retirees	SHBP EGWP Retirees
Traditional	\$146.27	\$199.60	\$415.25
Specialty	\$105.70	\$143.25	\$305.72
All Drugs	\$251.97	\$342.85	\$720.97

EGWP Spend

Total Rx's
CURRENT
2,011,404
PREVIOUS
1,965,620
PERCENT CHANGE
2.3%

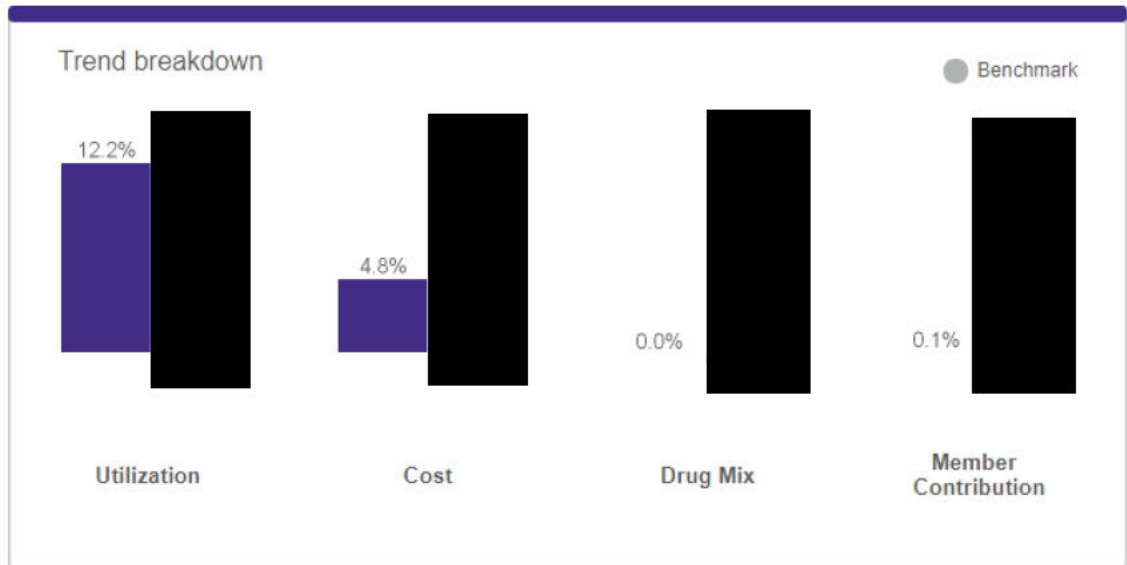
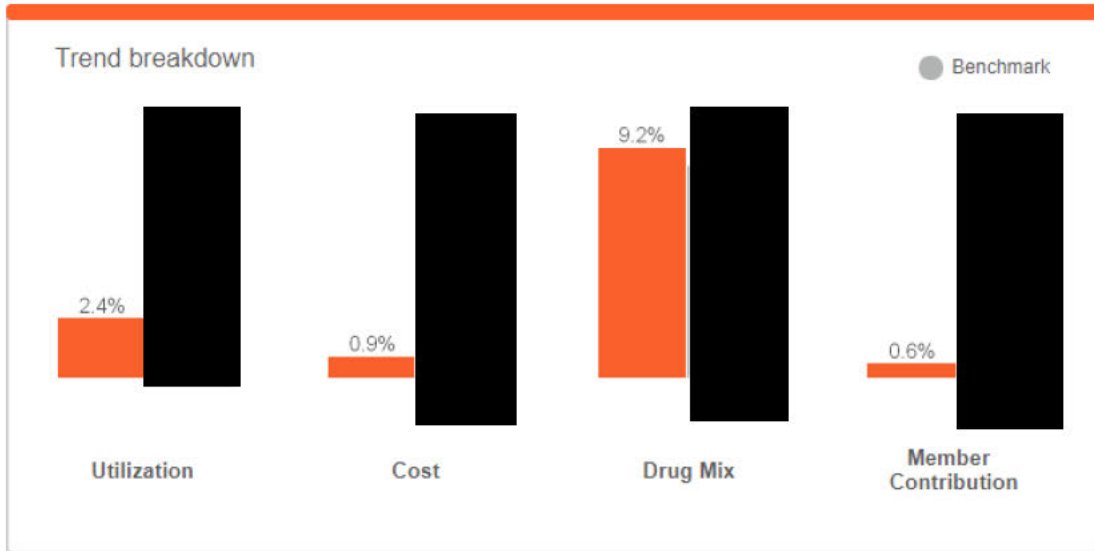
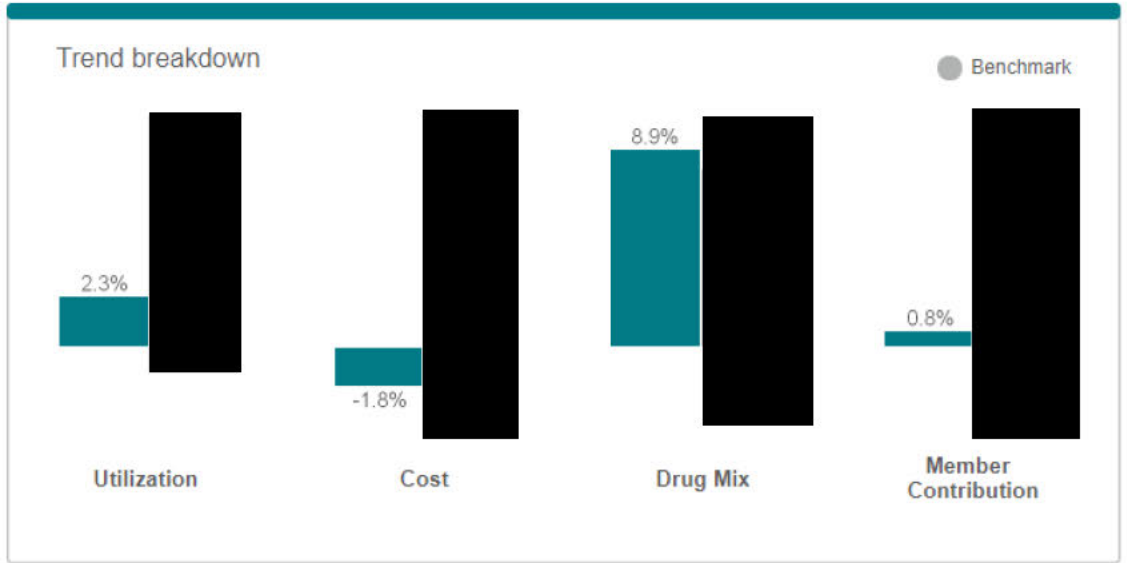
Total plan paid
CURRENT
\$575,282,103
PREVIOUS
\$507,171,816
PERCENT CHANGE
13.4%

Utilizers
CURRENT
88,518
PREVIOUS
89,734
PERCENT CHANGE
-1.4%



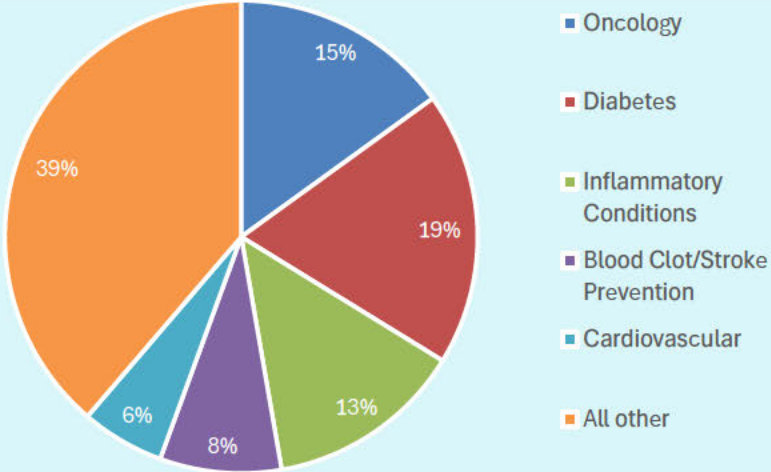
EGWP Trend

Total Trend



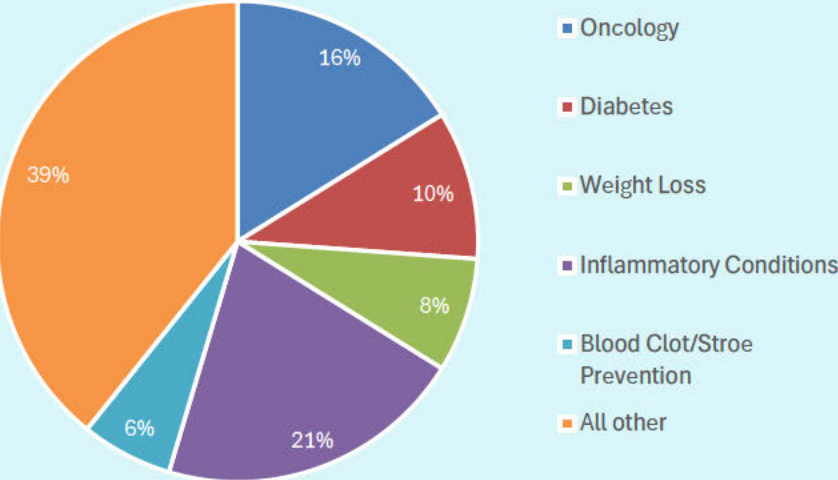
Top Disease States – EGWP

Spend



% of overall spend

Trend



Portion of 13.0% overall trend

	Top by spend (PMPM, before rebates)	Top by impact to trend (13.0% overall)	Trend
Diabetes	\$135.08	1.3%	8.6%
Oncology	\$108.42	2.1%	10.9%
Inflammatory Conditions	\$97.23	2.7%	19.3%
Blood Clot/ Stroke Prevention	\$59.96	0.8%	11.1%
Cardiovascular	\$41.09	0.8%	14.2%
Weight Loss	\$11.08	1.0%	113.5%
Immune Globulins	\$16.42	0.6%	24.6%

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	\$42.93	\$34,256,243	\$29,105,644	8,852	8,318	32,614	29,702	17.3%	Utilization
2	OZEMPIC	GLP-1 Diabetes	\$29.69	\$23,692,222	\$16,255,700	3,942	2,933	14,194	10,116	45.3%	Utilization
3	JARDIANCE	SGLT-2 Inhibitors Combos	\$16.94	\$13,517,241	\$8,869,884	3,529	2,519	10,865	7,481	51.9%	Utilization
4	HUMIRA PEN	Chronic Inflammatory Disease	\$16.50	\$13,169,678	\$12,503,007	239	245	1,654	1,590	5.0%	Utilization
5	FARXIGA	SGLT-2 Inhibitors Combos	\$16.31	\$13,016,880	\$10,027,389	3,541	3,012	11,394	3,012	29.4%	Utilization
6	MOUNJARO	GLP-1 Diabetes	\$16.18	\$12,912,115		2,015		8,496		243.5%	Utilization
7	XARELTO	Oral Anticoagulants	\$13.63	\$10,876,925	\$10,490,510	2,852	3,005	9,740	9,927	3.3%	Cost
8	VYNDAMAX	Transthyretin Stabilizers	\$11.48	\$9,160,421	\$7,148,187	57	45	414	347	27.7%	Utilization
9	TRELEGY ELLIPTA	Inhaled Asthma/COPD Combo	\$11.17	\$8,909,116	\$7,309,583	2,534	2,244	8,738	7,380	21.5%	Utilization
10	JANUVIA	DPP-4 Inhibitors & Combos	\$11.00	\$8,777,375	\$8,999,600	2,306	2,529	7,544	8,050	-2.8%	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