



# State Health Benefits Program

State of New Jersey  
Pharmacy Trend Update

June 25, 2025

## Agenda

1. Introductions
2. Trend Overview
3. Commercial Update
4. Obesity GLP-1 Utilizer Summary
5. Appendix

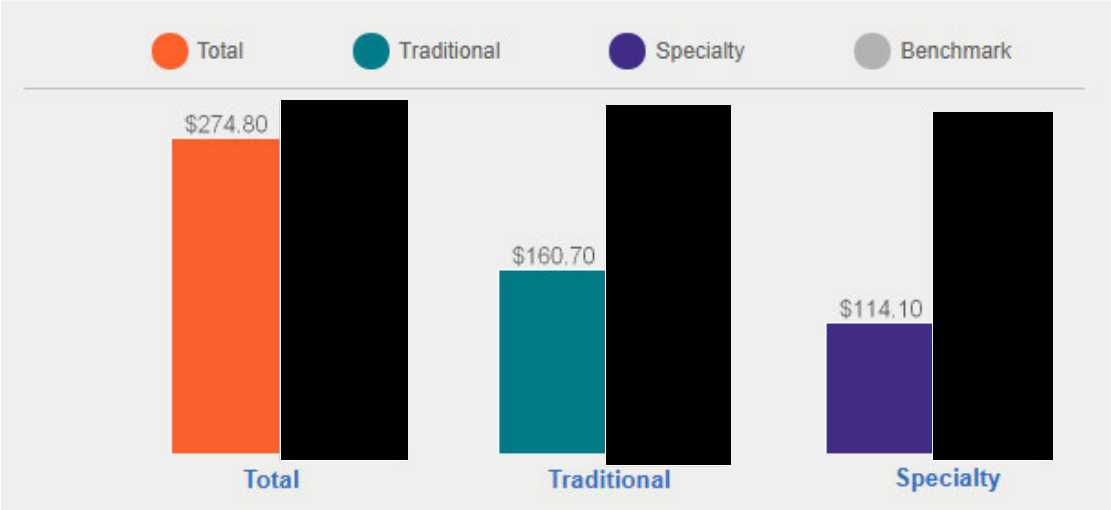
## Optum Rx Attendees

# 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

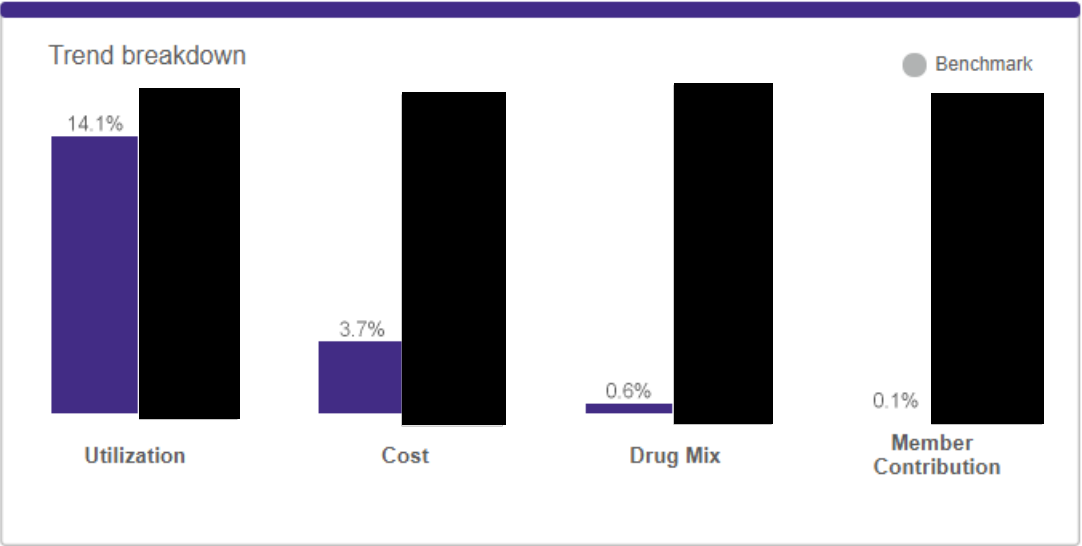
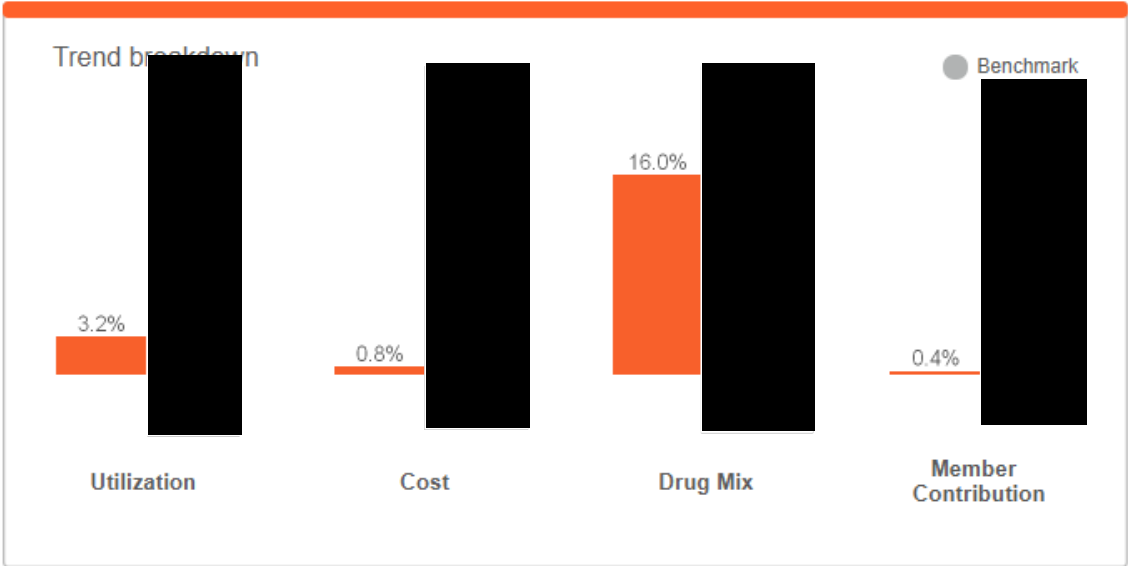
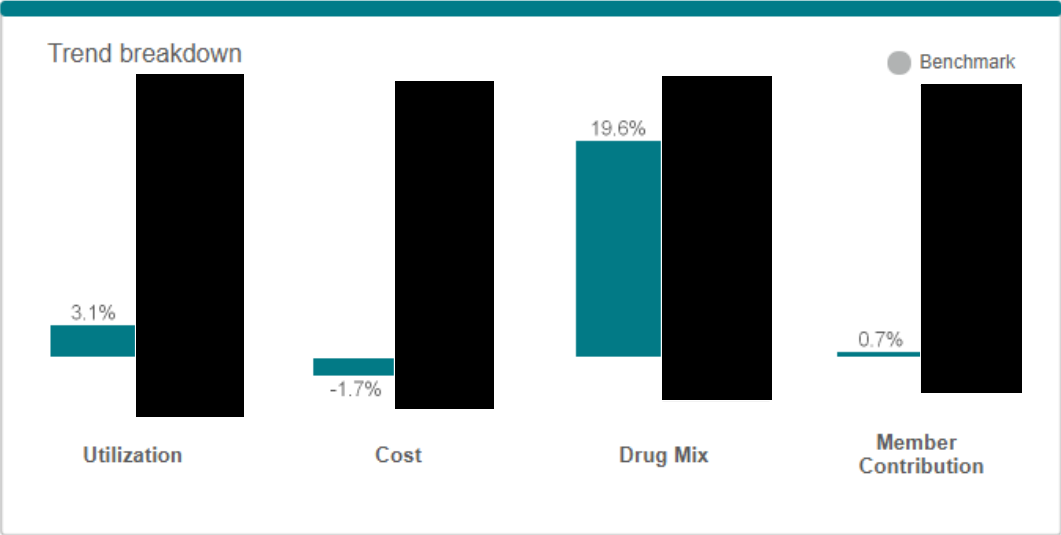
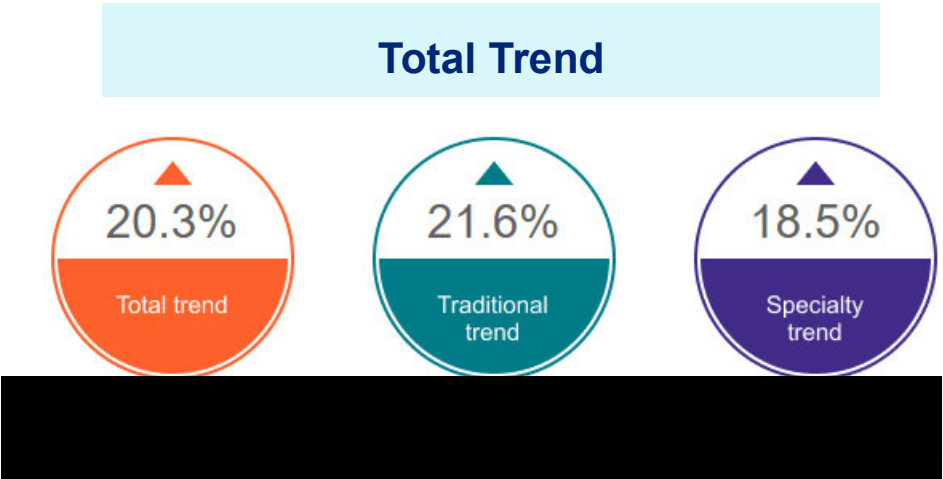
Total Rx's	Total plan paid	Utilizers
CURRENT	CURRENT	CURRENT
3,855,873	\$1,157,953,536	307,720
PREVIOUS	PREVIOUS	PREVIOUS
3,853,659	\$986,870,728	318,304
PERCENT CHANGE	PERCENT CHANGE	PERCENT CHANGE
0.1%	17.3%	-3.3%



## Net financial PMPM performance

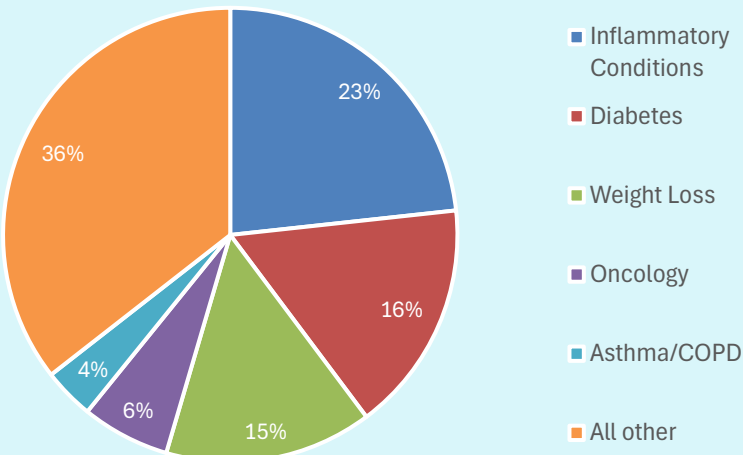
	Drug cost	Member Paid	Plan Paid	Rebates	Net plan paid
Traditional	\$167.85	\$7.14	\$160.70		
Specialty	\$116.34	\$2.24	\$114.10		
Total	\$284.19	\$9.38	\$274.80		

# Commercial Trend



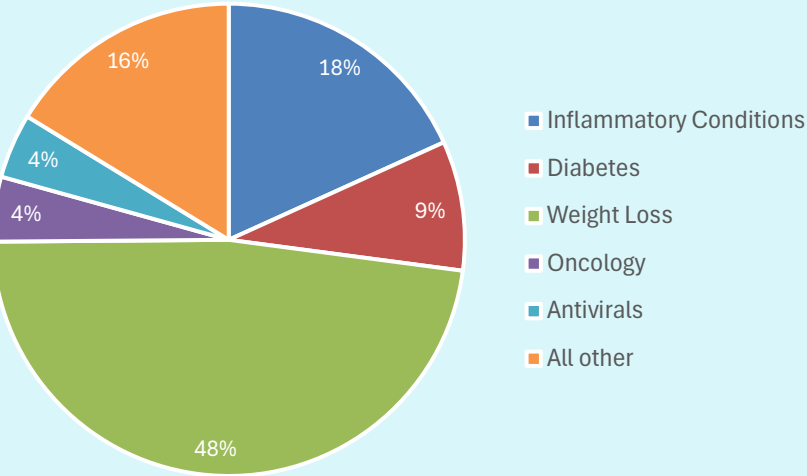
# Top Disease States – Commercial

Spend



% of overall gross spend

Trend



Portion of 20.3% overall trend

	Top by spend (PMPM, before rebates)		Top by impact to trend (20.3% overall)	Trend
Inflammatory Conditions	\$63.96		3.7%	15.4%
Diabetes	\$45.33		1.8%	10.0%
Weight Loss	\$40.61		9.7%	119.2%
Oncology	\$17.26		0.9%	14.3%
Asthma/COPD	\$9.97		0.07%	1.6%
HIV	\$7.24		0.3%	11.7%
Antivirals	\$2.50		0.9%	423%

Bolded represent top 5

# 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	\$31.95	\$134,647,936	\$50,649,185	16,338	9,440	90,873	34,887	99.5%	Utilization
2	HUMIRA PEN	Chronic Inflammatory Disease	\$13.13	\$55,324,332	\$44,926,311	778	813	4,980	4,204	-5.1%	Utilization
3	OZEMPIC	GLP-1 Diabetes	\$12.89	\$54,315,623	\$32,025,235	7,651	6,326	36,632	6,326	29.3%	Utilization
4	MOUNJARO	GLP-1 Diabetes	\$11.71	\$49,357,798	\$15,875,563	6,255	2,944	35,789	12,918	103.2%	Utilization
5	STELARA	Chronic Inflammatory Disease	\$10.61	\$44,723,886	\$29,569,384	341	335	1,805	1,284	15.4%	Cost
6	DUPIXENT	Chronic Inflammatory Disease	\$8.04	\$33,872,710	\$18,860,800	1,317	989	9,119	5,411	34.3%	Utilization
7	ZEPBOUND	GLP-1 Anti-Obesity	\$7.77	\$32,745,778	--	7,464	--	29,469	--	--	--
8	JARDIANCE	SGLT-2 Inhibitors Combos	\$5.58	\$23,529,630	\$16,000,154	5,047	4415	18,762	4,415	11.9%	Utilization
9	SKYRIZI PEN	Chronic Inflammatory Disease	\$4.72	\$19,894,741	\$9,903,095	321	222	1,004	532	47.9%	Utilization
10	TALTZ	Chronic Inflammatory Disease	\$3.42	\$14,393,935	\$9,899,112	249	230	1,747	1,253	11.1%	Utilization

# Obesity GLP-1 Utilizer Summary

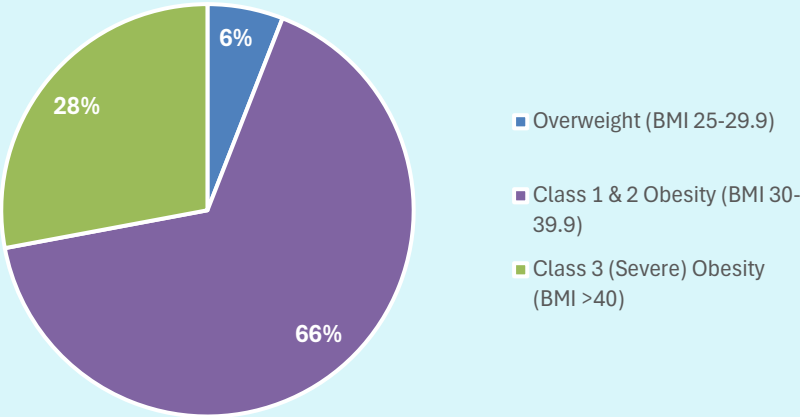
## Diagnosis summary:

- Appetite suppression or weight loss – **98.12%**
- Reduce the risk of major adverse cardiovascular events – **1.61%**
- Obstructive Sleep Apnea – **0.01%**

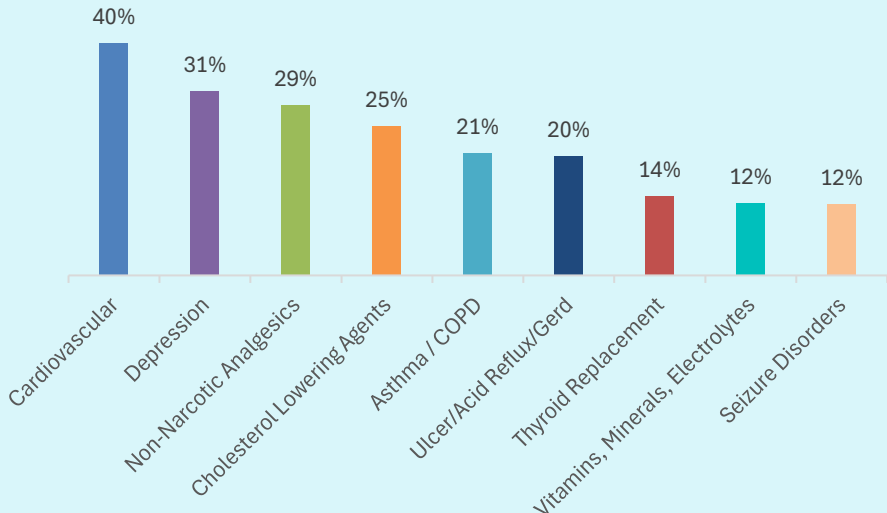
## Comorbid Conditions Insights:

- Average utilizer has **3 additional chronic conditions**
- Utilization in top categories has increased since 2023
- Increased utilization of Vitamin D and Folic Acid
- Insulin use decreased 10%

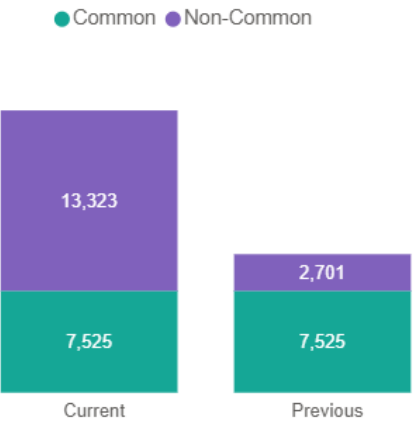
BMI Distribution for oGLP-1 Utilizers



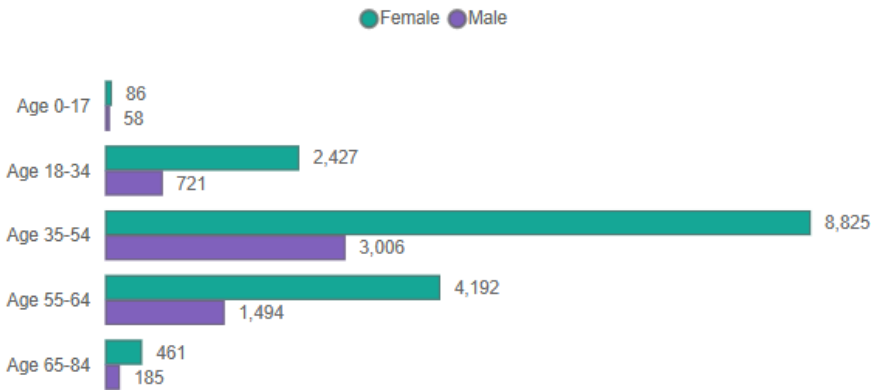
Common Comorbid Conditions for oGLP-1 Utilizers



Utilizer Summary

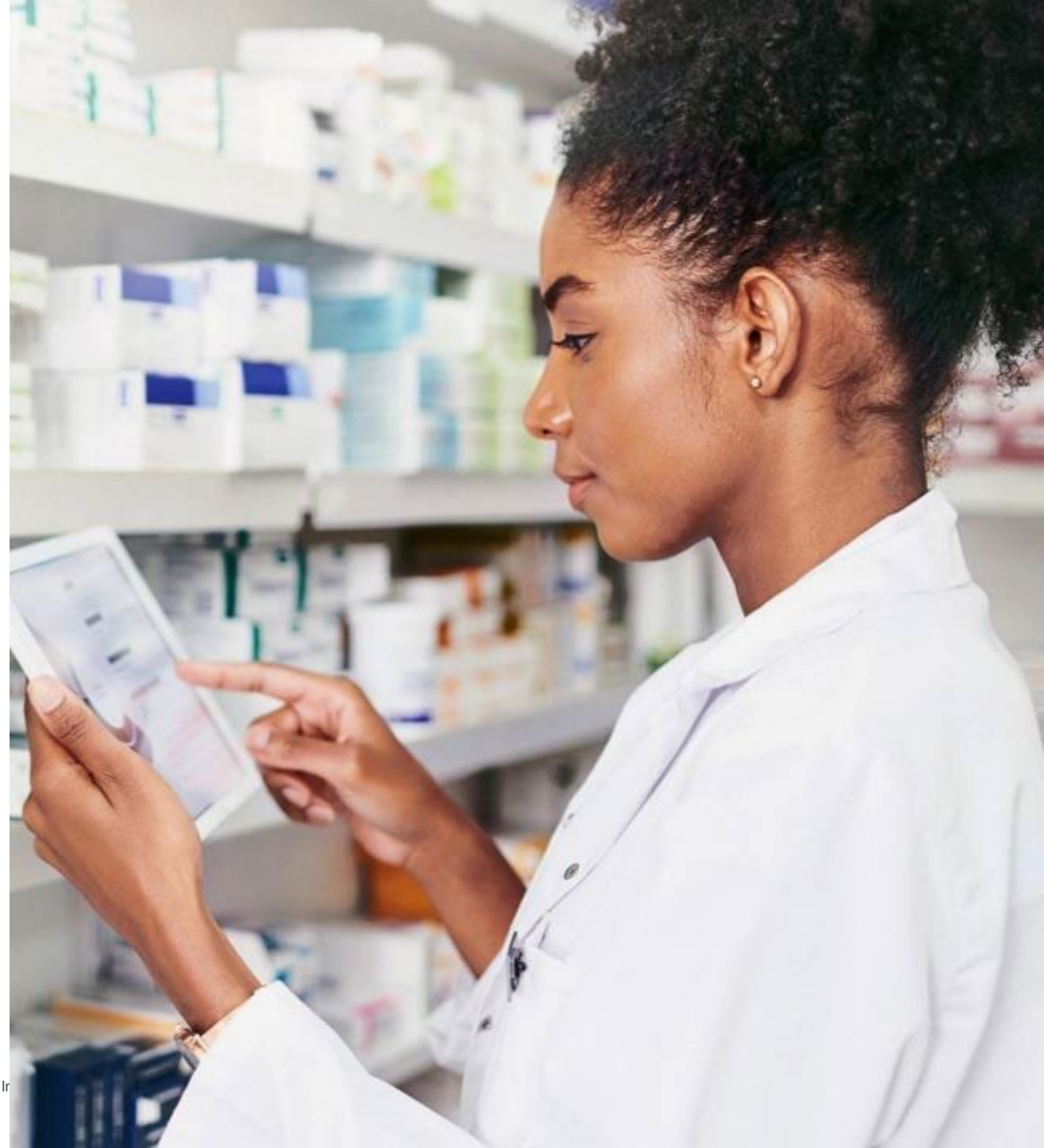


Utilizer Demographics

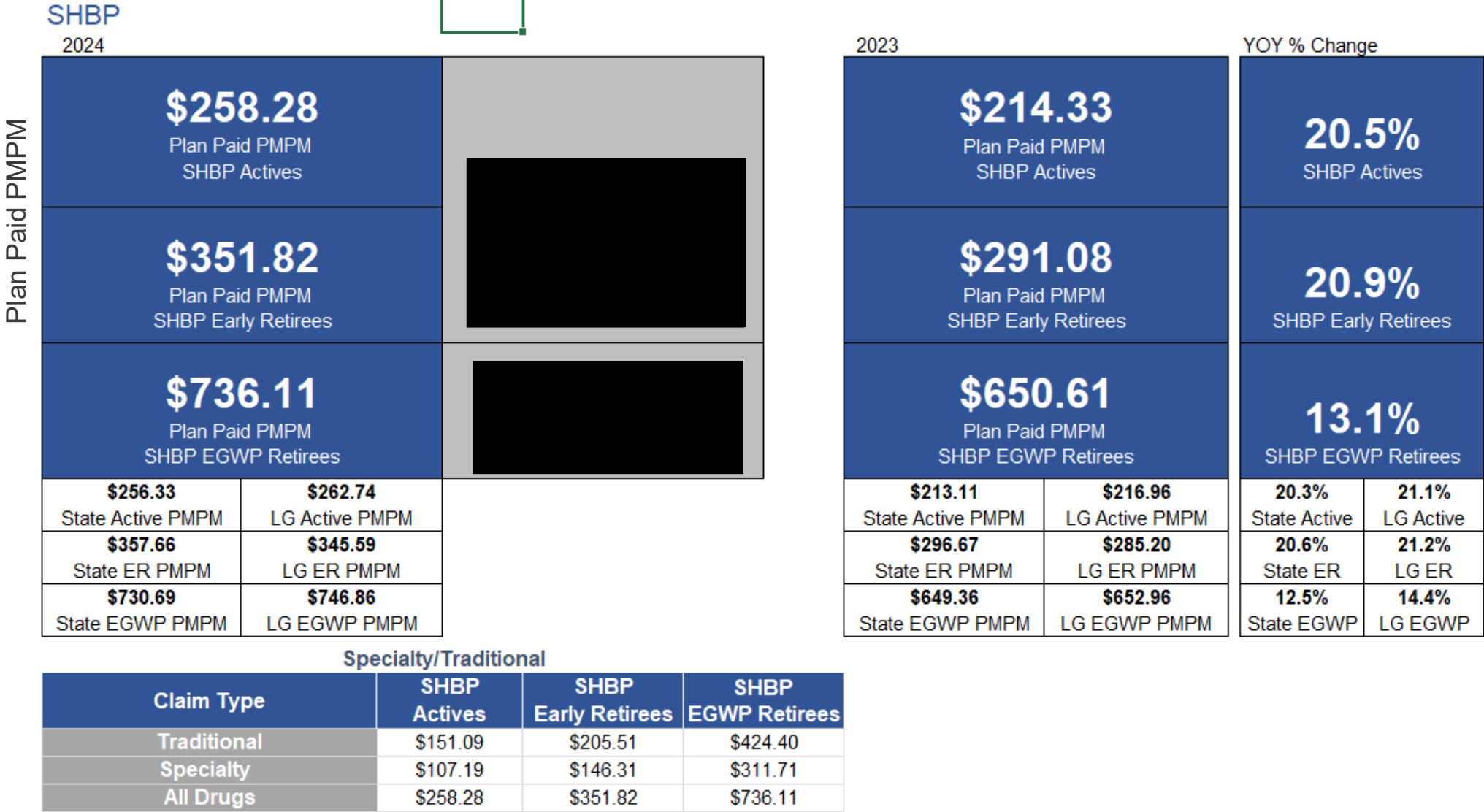




# Appendix

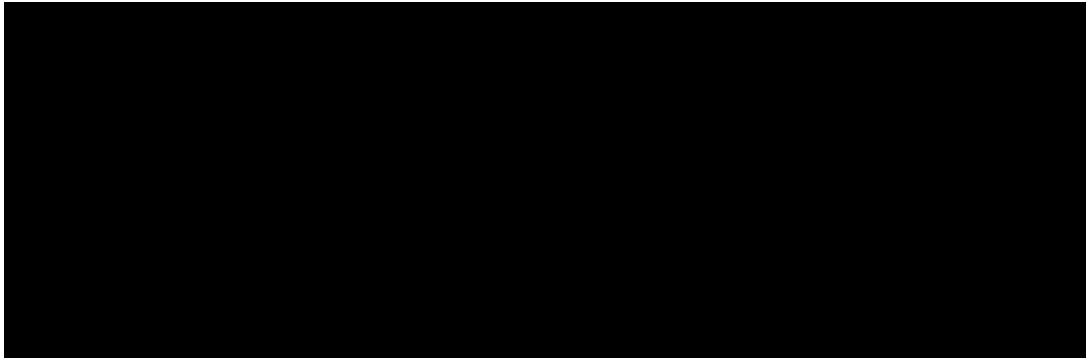
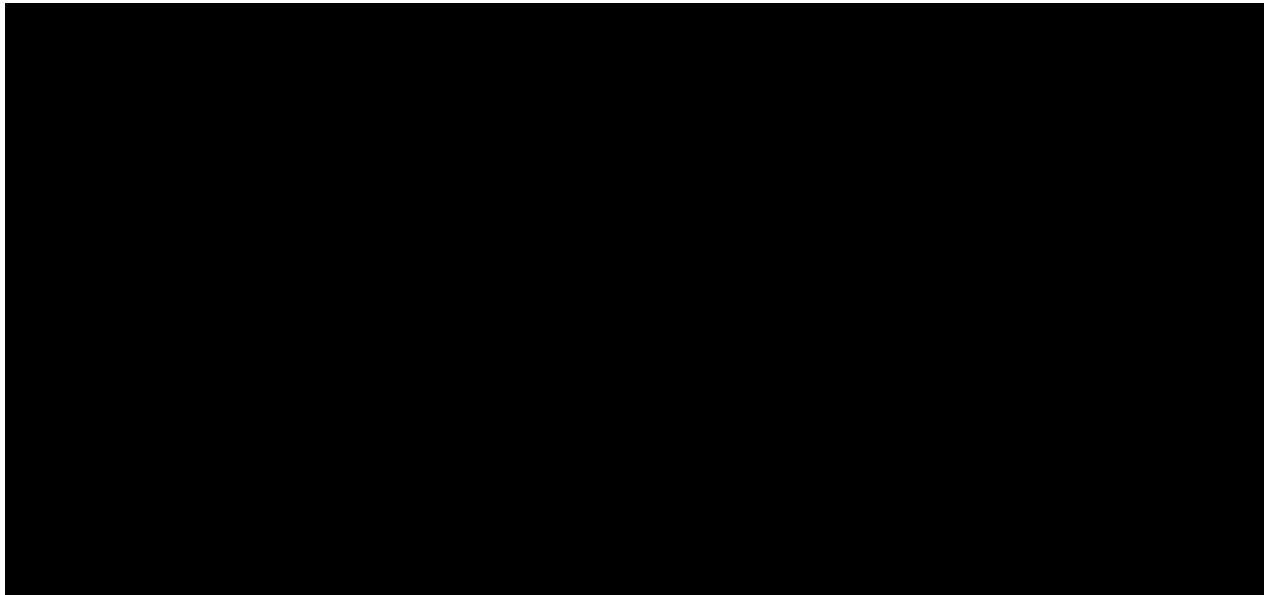


# Key Performance Indicators – State of New Jersey Quarterly Review

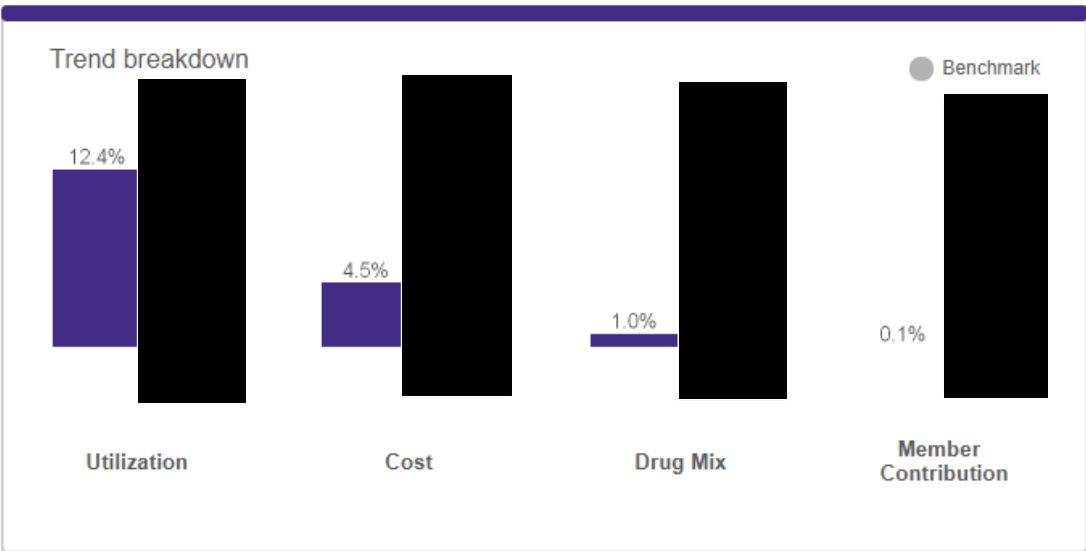
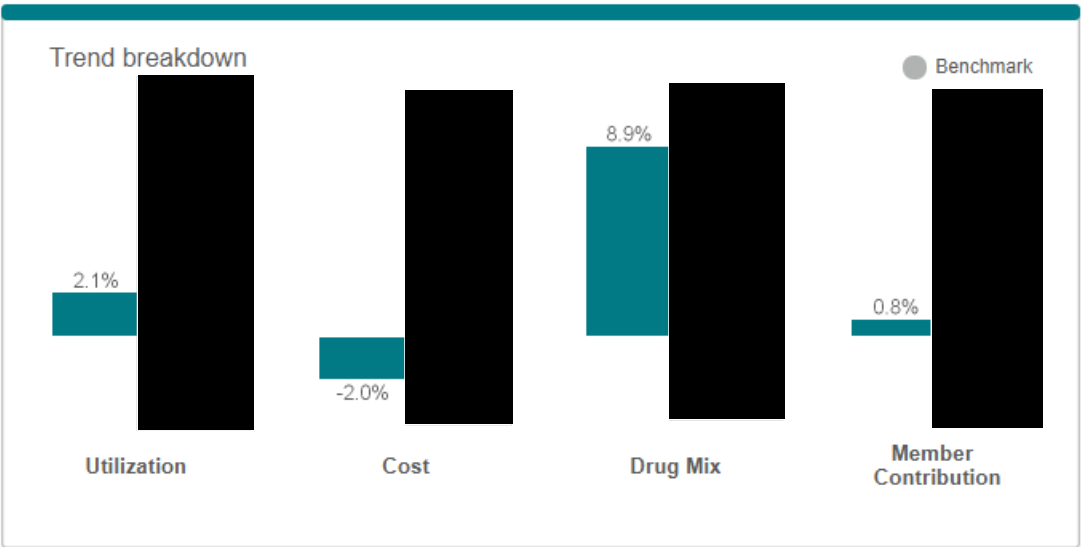
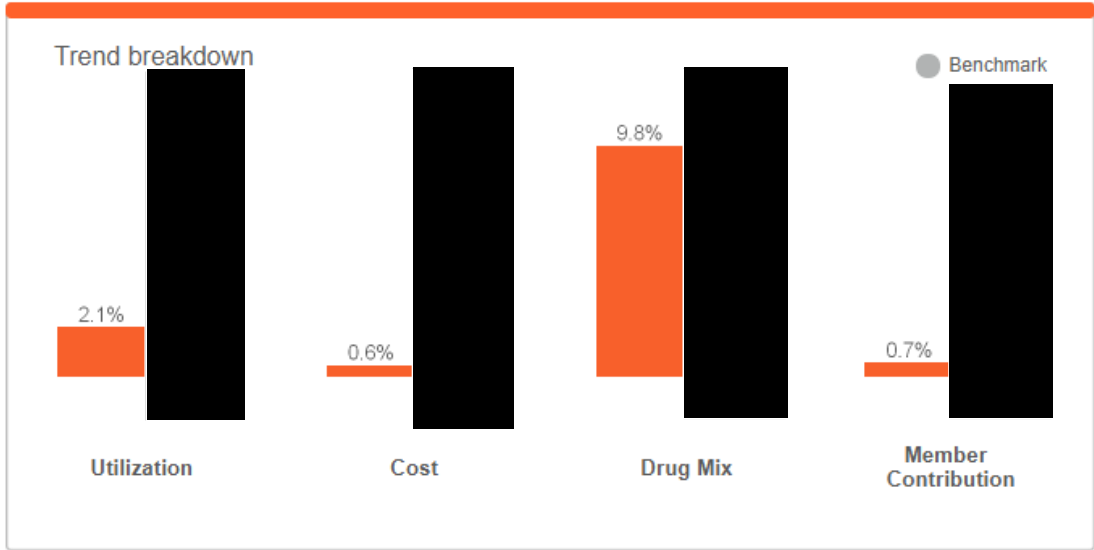
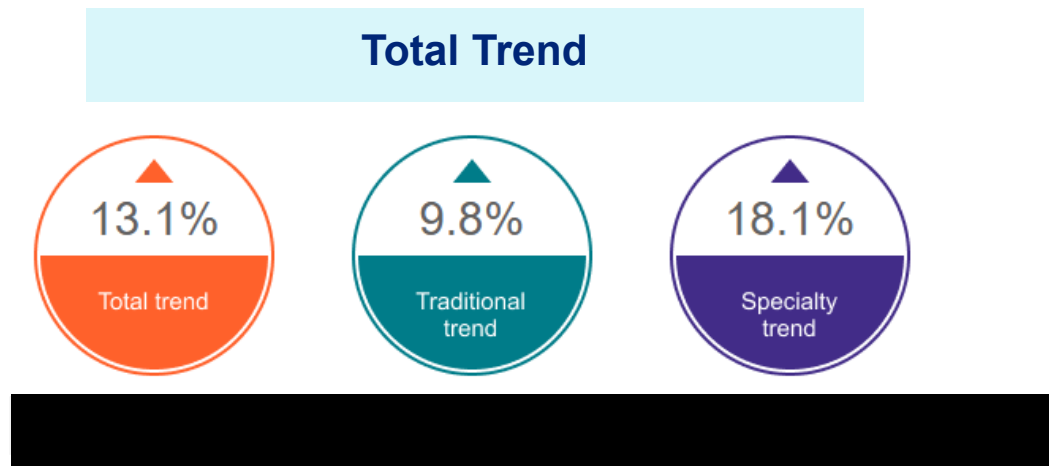


# EGWP Spend

Total Rx's	Total plan paid	Utilizers
CURRENT	CURRENT	CURRENT
2,706,742	\$785,716,465	90,412
PREVIOUS	PREVIOUS	PREVIOUS
2,647,665	\$689,396,039	91,790
PERCENT CHANGE	PERCENT CHANGE	PERCENT CHANGE
2.2%	14.0%	-1.5%

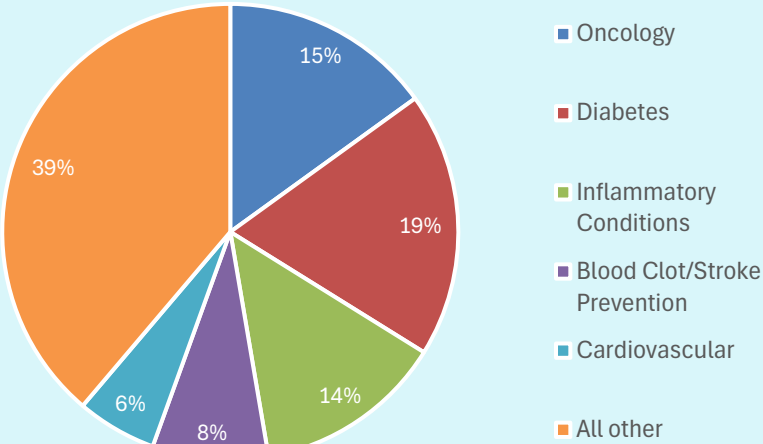


# EGWP Trend



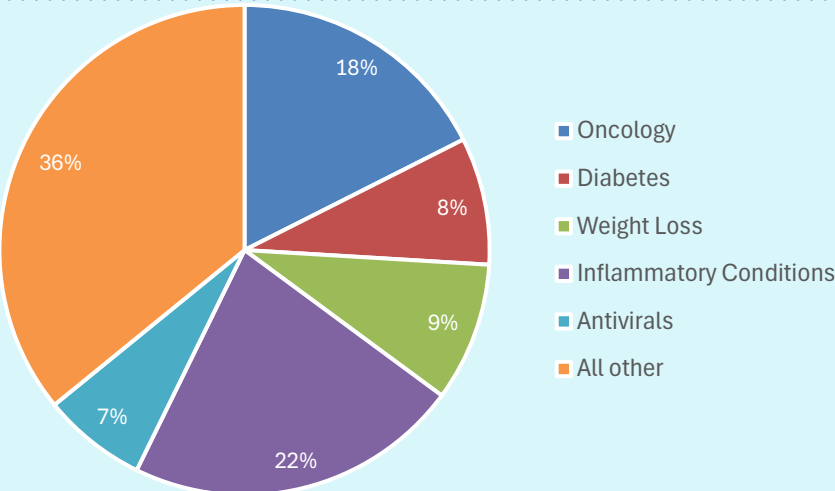
Top Disease States – EGWP

Spend



% of overall spend

Trend



Portion of 13.1% overall trend



	Top by spend (PMPM, before rebates)		Top by impact to trend (13.1% overall)	Trend
Diabetes	\$138.45		1.1%	8.6%
Oncology	\$110.73		2.3%	12.6%
Inflammatory Conditions	\$99.10		2.9%	20.2%
Blood Clot/ Stroke Prevention	\$60.46		0.8%	10.8%
Cardiovascular	\$41.79		0.8%	13.5%
Immune Globulins	\$16.56		0.6%	24.6%
Asthma/COPD	\$36.95		0.2%	3.4%
Weight Loss	\$12.49		1.2%	113.5%
Antivirals	\$6.17		0.9%	563.3%

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	\$43.44	\$46,367,239	\$39,413,513	9,531	8,960	43,956	40,075	16.8%	Utilization
2	OZEMPIC	GLP-1 Diabetes	\$30.47	\$32,527,828	\$22,314,398	4,306	3,243	19,569	13,870	44.7%	Utilization
3	MOUNJARO	GLP-1 Diabetes	\$17.95	\$19,160,366	\$6,513,119	2,409	1,153	12,552	4,981	192%	Utilization
4	JARDIANCE	SGLT-2 Inhibitors Combos	\$16.76	\$18,922,354	\$12,446,430	3,958	2,881	15,167	10,509	50.9%	Utilization
5	FARXIGA	SGLT-2 Inhibitors Combos	\$16.76	\$17,894,771	\$14,010,507	3,856	3,362	15,558	12,716	26.8%	Utilization
6	HUMIRA PEN	Chronic Inflammatory Disease	\$16.31	\$17,412,861	\$16,691,499	253	265	2,188	2,120	3.6%	Utilization
7	XARELTO	Oral Anticoagulants	\$13.63	\$14,546,136	\$14,101,954	2,982	3,177	13,006	3,177	2.4%	Cost
8	WEGOVY	GLP-1 Anti-Obesity	\$11.87	\$12,666,112	\$4,510,411	1,674	821	8,079	2,776	178.8%	Utilization
9	VYNDAMAX	Transthyretin Stabilizers	\$11.73	\$12,213,710	\$9,356,887	60	47	566	454	32.8%	Utilization
10	TRELEGY ELLIPTA	Inhaled Asthma/COPD Combo	\$11.44	\$12,213,710	\$9,975,628	2,807	2,483	11,964	10,018	21.5%	Utilization

# Optum Rx Weight Engage offers a range of solutions for clients seeking more affordable obesity drug coverage

Drives **appropriate** GLP-1 utilization while guiding members toward improved health outcomes



## Strategic benefit planning

### Delivers insights and flexible client strategies

Consultative approach offers insights and supports clients in designing optimal program coverage (e.g., max. allowable benefit, tiered coverage)

Formulary and rebate strategies



## Utilization management (UM) strategies

### Preserves integrity of plan benefit design and coverage intentions

Standard UM (FDA Label)

Risk-stratified UM (BMI  $\geq$  35+, etc.)

PA for GLP-1s not indicated for chronic weight management

Adjustment to the refill-too-soon threshold avoids waste and harm from overutilization

Provider Taxonomy Code edit ensures appropriate prescribing (2/1/25)

New UM options in this medication class are under continuous evaluation



## Behavior change programs

### Behavior modification, nutrition and exercise planning and medication focus

- ▶ Nutrition-first program powered by Virta
- ▶ Medication-focused program powered by Calibrate
- ▶ Member support program powered by Real Appeal Rx

# 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**.



A doctor in a white coat is shown from the chest up, holding a stethoscope in their right hand and a tablet in their left hand. The doctor is looking at the tablet. The background is a blurred clinical setting.

**Optum** Rx<sup>®</sup>

**Thank you**