

The power of partnership.

CITY AND COUNTY OF SAN FRANCISCO and UnitedHealthcare
Building health ownership together.

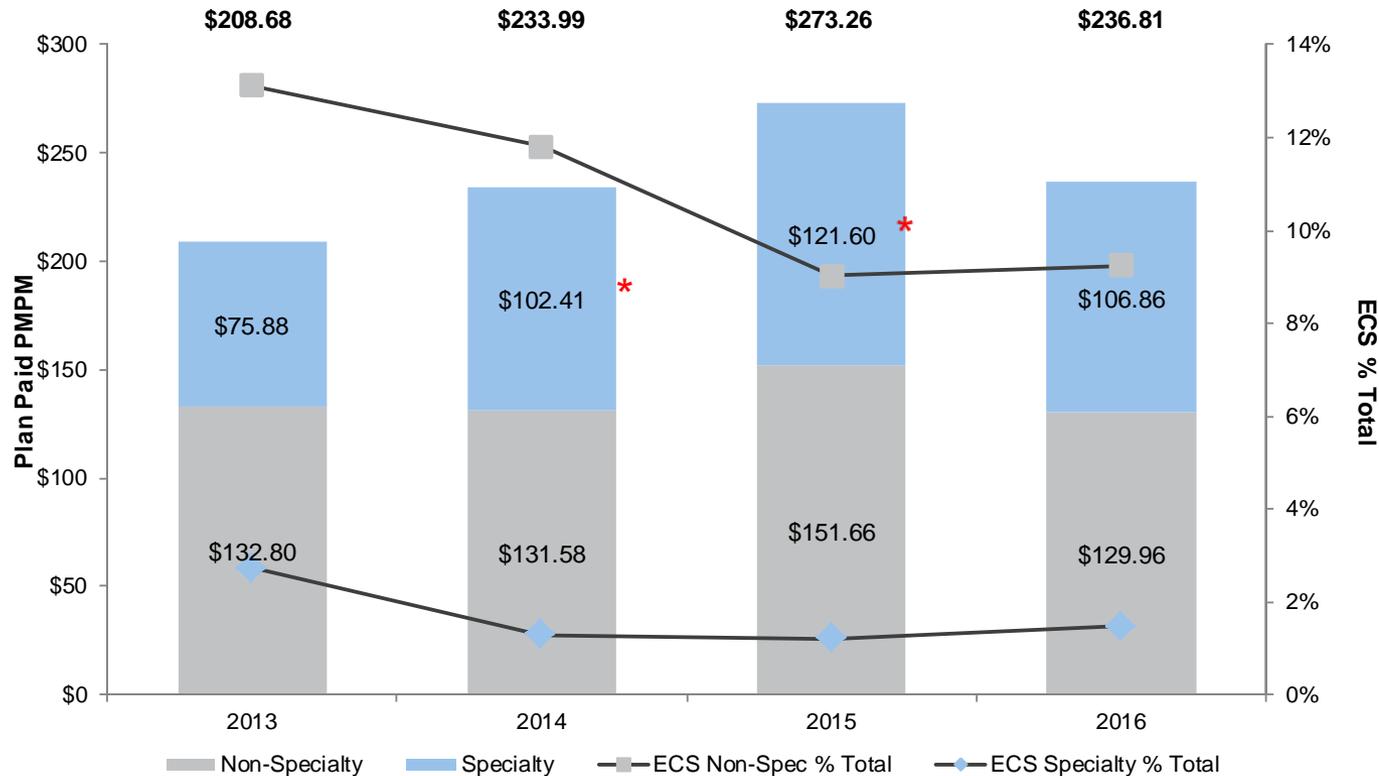
Pharmacy Performance Review
Review Period: Jan-16 thru Dec-16



Multi-Period Trend Analysis

The power of partnership.

Plan Paid Breakdown vs. ECS %

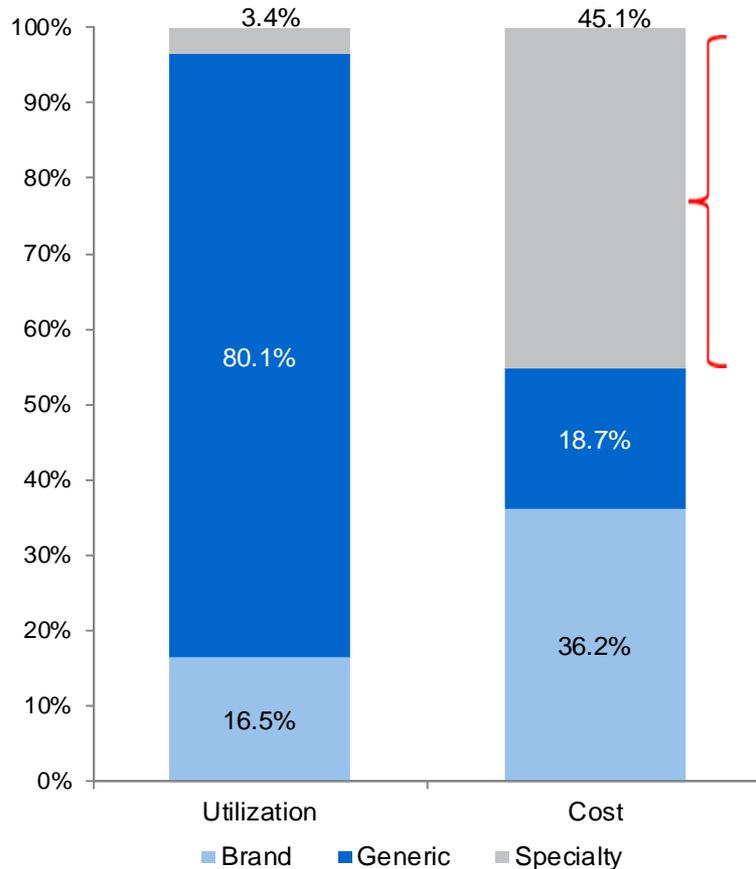


Period	PMPM Trend			ECS % Point Change		
	Non Specialty	Specialty	Total	Non Specialty	Specialty	Total
2016 vs. 2015	-14.3%	-12.1%	-13.3%	0.2	0.3	0.2
2015 vs. 2014	15.3%	18.7%	16.8%	-2.8	-0.1	-1.8
2014 vs. 2013	-0.9%	35.0%	12.1%	-1.3	-1.4	-2.1
4-Period Growth	-0.7%	12.1%	4.3%	-0.1	-0.2	-0.1

* Specialty trend driven by New Hep C drugs-avg. cost ~\$30K Rx, with Cure Rate of 90-96%

Drug Cost vs. Utilization

Specialty represents 5.7% of Utilizing Members and 45.1% of Plan Paid



119 members

The dynamics of drug spend have changed:

- Rapidly growing specialty market
- Blockbuster patents have expired, generic use is peaking

Plan Paid per Rx	Client	Norm
Brand	\$338	\$281
Generic	\$36	\$22
Specialty	\$2,051	\$3,888



Better Experience

Building the Future today



Delivering value to clients and members through enhanced services and cost trend management

Briova Community™



BriovaLive™



Briova® Bundles



BriovaLive™

Video Consult Checklist

- Review medications & supplies
- Injection training
- Storing procedures
 - Side effects
- Assemble device (if needed)
- Drug interactions
- Questions
- Support & reassurance



Determining Pharmacy or Medical Benefit Coverage



How is the drug administered?
Which benefit supports better patient care and lowest cost?

PHARMACY BENEFIT

- Oral, injected or other drugs that are self-administered by member at home
- Distributed by retail, mail or specialty pharmacy

MEDICAL BENEFIT

- Administration / handling by physician or nurse
- Administered in physician office, ambulatory infusion or home infusion



UnitedHealthcare is at risk for **8.5 million lives** for both pharmacy and medical, which motivates better care and cost management

Rebates

CLIENT TOTAL

-13.3%

Trend Pre-Rebates



-14.9%

Trend Net-Rebates



-\$0.11

PMPM Plan Savings

Top Disease States Rebate Dollars	2016 Plan Paid	2016 Net Paid	PMPM Savings
DIABETES	\$17.33	\$11.08	\$6.25
INFLAMMATORY CONDITIONS	\$16.78	\$13.59	\$3.19
ASTHMA / COPD	\$7.94	\$5.53	\$2.41
MALE AND FEMALE HORMONE REPLACEMENT	\$6.31	\$4.42	\$1.89
HEPATITIS	\$4.66	\$3.32	\$1.34
CHOLESTEROL LOWERING AGENTS	\$6.63	\$5.33	\$1.30
ADHD	\$4.57	\$3.48	\$1.09
INFERTILITY	\$2.09	\$1.02	\$1.07
ONCOLOGY	\$5.05	\$4.00	\$1.05
BLOOD GLUCOSE MONITORING	\$2.01	\$1.00	\$1.01
CARDIOVASCULAR	\$6.99	\$6.05	\$0.95
BLOOD CLOT PREVENTION/STROKE PREVENTION	\$4.58	\$3.74	\$0.84
ULCER/ACID REFLUX/GERD	\$2.44	\$1.63	\$0.81
SKIN CONDITION MISC	\$5.37	\$4.65	\$0.72
MULTIPLE SCLEROSIS	\$2.64	\$1.95	\$0.69
TOP-15 TOTAL	\$95.40	\$70.79	\$24.61

Dollars shown are PMPM

Historical Rebate	Year		Total
	2013	2014	
			\$466,835.00
			\$484,631.38
			\$657,042.64
	2016	2016 Estimated rebates	\$89,300.00