



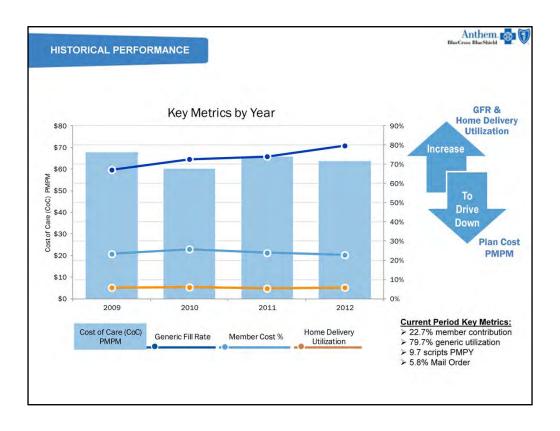
With Anthem, you can rest assured that the basics are covered. But our prescription drug plan goes far beyond that. By looking at the bigger picture, we're aggressively lowering costs. And all our pharmacy programs are included at no extra charge!

With our comprehensive approach to generics, we encourage members to transition from high-cost brand-name drugs to lower cost alternatives. But that's just the beginning. With our pharmacy program, you also get

- Our therapeutic equivalent program
- A Half Tablet program
- Enhanced edits like dose optimization, prior authorization, quantity limits AND step therapy.
- Programs for compliance and appropriate use.
- Medication safety.
- A home delivery program.
- And a specialty pharmacy.

And it's all included. There aren't any buy-ups. Period.

To reinforce success, our programs target gaps in care for members with diabetes, high cholesterol, hypertension, asthma, ADHD and depression – and for members with medication safety concerns. With all these programs, we send messages to our members and to their doctors to help coordinate care – and it's consolidated into one communication...not multiple letters focused on separate concerns.



- > This is a snapshot of key metrics over time
- ➤ Increases in GFR are driven by copay differentials, formularies, generic programs, step therapy programs and natural switching, and the higher the increase, the larger the impact to plan cost PMPM
- ➤ Take note of cost share changes over time, as that also impacts plan cost PMPM. If the plan changed copays in certain years, call those changes out if there was a notable impact on cost share.
- ➤ Be sure to note if Indemnity (Deductible, MOPS or PSL) is present, especially if using graph by quarter. Deductible plans have higher cost share in the 1st part of the plan year. Plans with Max Out of Pocket (MOP) have lower cost share towards the end of the plan year when members hit their MOP. Plans with Plan Stop Loss (PSL) will have higher member cost share towards the end of the plan year as the plan stops paying once members reach their PSL.
- ➤ Idea: Add a text box or 2 with arrows to highlight key dates that any trend management programs or other plan design changes were implemented, especially if those changes had a visible impact on plan cost PMPM, GFR, cost share or home delivery utilization.

TOP 10 INDICATIONS BY UTILIZATION



Attention Disorders will continue to increase due to changes in diagnosing guidelines

Represent 66.1% of your total Cost of Care

	01/12 - 12/12								01/11 - 12/11				% Change
Rank	BoB Rank	Indication	Rxs	Patients	CoG	Generic Fill Rate	CoC / PMPM	Rank	Rxs	Patients	Generic Fill Rato	CoC / PMPM	CoC/ PMPM
1	10	CANCER	50	10	\$117,185	92.0%	\$8.20	1	64	7	84%	\$9.94	-17.5%
2	1	DIABETES	580	42	\$83,435	44.3%	\$5.84	3	532	41	41%	\$5.17	12.9%
3	5	ASTHMA	458	129	\$72,745	15.5%	\$5.09	4	476	120	11%	\$4.83	5.3%
4	2	HIGH BLOOD CHOLESTEROL	984	124	\$61,447	83.3%	\$4.30	2	977	121	55%	\$5.80	-25.8%
5	6	DEPRESSION	1,042	139	\$58,377	86.9%	\$4.08	5	1,039	153	77%	\$4.31	-5.2%
6	4	INFLAMMATORY CONDITIONS	38	5	\$46,685		\$3.27	6	27	7	0%	\$3.93	-16.9%
7	18	HORMONAL SUPPLEMENTATION	352	52	\$45,605	41.8%	\$3.19	9	337	50	34%	\$2.15	48.1%
8	8	ATTENTION DISORDERS	230	29	\$44,483	46.5%	\$3.11	10	185	27	48%	\$2.14	45.1%
9	9	ULCER DISEASE	578	95	\$38,577	84.8%	\$2.70	7	535	95	84%	\$2.81	-3.9%
10	16	CONTRACEPTIVES	707	95	\$30,913	91.7%	\$2.16	11	675	102	87%	\$2.14	1.1%
		Totals:	5,019		\$599,453		\$41.93		4,847			\$43.22	-3.0%
		Difference Between Periods:	172		-\$16,382		-\$1.29						

BoB = Express Scripts Book of Business Managed Care - Commercial market segment





Represent 20.6% of your total Cost of Care

	01/12 - 12/12							01	/11 - 12/1	1.		% Change
Overall Rank	BoB Overall Rank	Indisation	Ru	Patients		CoC / PMPM	Overall Rank	Rxs	Patients		CoC/ PMPM	CoC/ PMPM
1	10	CANCER	50	10	\$117,185	\$8.20	1	64	7	\$141,641	\$9.94	-17.5%
6	4	INFLAMMATORY CONDITIONS	18	2	\$36,998	\$2.59	6	7	3	\$46,004	\$3.23	-19.8%
20	43	PAIN/CRAMPS	8	2	\$8,917	\$0.62	28	3	1	\$2,120	\$0.15	319.2%
25	31	GROWTH DEFICIENCY	2	1	\$8,438	\$0.59	17	3	1	\$15,028	\$1.05	-44.0%
28	35	TRANSPLANT	31	5	\$4,805	\$0.34	25	30	4	\$6,661	\$0.47	-28.1%
7	18	HORMONAL SUPPLEMENTATION	57	10	\$4,414	\$0.31	9	49	8	\$3,854	\$0.27	14.2%
37	91	DIAGNOSTIC AIDS	1	1	\$2,031	\$0.14						
39	53	NAUSEA/VOMITING	53	44	\$1,498	\$0.10	50	28	22	\$681	\$0.05	119.3%
10	16	CONTRACEPTIVES	2	2	\$1,470	\$0.10	11	2	2	\$1,462	\$0.10	0.2%
38	39	BONE CONDITIONS	12	3	\$1,374	\$0.10	41	6	1	\$723	\$0.05	89.5%
_		Totals:	234		\$187,131	\$13.09		192		\$218,174	\$15.31	-14.5%
		Difference Between Periods:	42		-\$31,043	-\$2.22						

BoB = Express Scripts Book of Business Managed Care - Commercial market segment

TOP 10 SPECIALTY DRUGS



■Represent 19.8% of your total Cost of Care

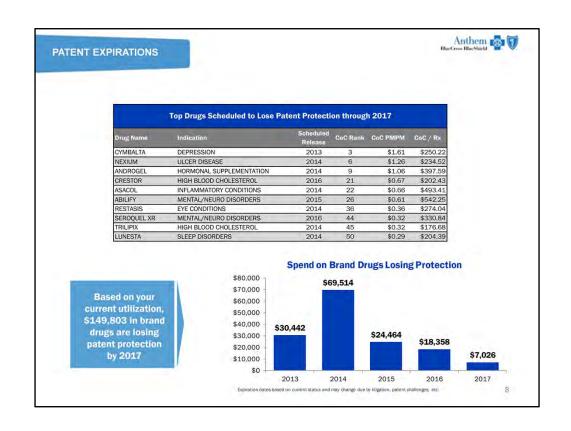
		01/12 - 12/12										01/11 - 12/11			
Overail Rank	BoB Overall Rank	Brand Name	Indication	Rixs	Patients	coc	CoC / Rx	CoC/ PMPM	Overáli Rank	Řts	Patients	CoC / Hts.	CaC/	GoC/ PMPM	
1	20	GLEEVEC	CANCER	- 1	3 1	\$106,686	\$35,562	\$7.46	1		5 1	\$27,772	\$9.75	-23.4%	
4	1	HUMIRA	INFLAMMATORY CONDITIONS	10	1	\$20,328	\$2,033	\$1.42	10	1	3 1	\$4,278	\$0.90	57.9%	
8	2	ENBREL	INFLAMMATORY CONDITIONS		3 1	\$16,670	\$2,084	\$1.17	3	- 4	4 2	\$8,293	\$2.33	-49.9%	
19	941	STIVARGA	CANCER		1 1	\$9,780	\$9,780	\$0.68							
25	333	LUPRON DEPOT	PAIN/CRAMPS		3 2	\$8,917	\$1,115	\$0.62	90		3 1	\$707	\$0.15	319.2%	
27	299	NUTROPIN AQ	GROWTH DEFICIENCY		2 1	\$8,438	\$4,219	\$0.59	8		3 1	\$5,009	\$1.05	-44.0%	
64	319	progesterone	HORMONAL SUPPLEMENTATION	3	9	\$3,075	\$81	\$0.22							
84	1079	THYROGEN	DIAGNOSTIC AIDS	3	1 1	\$2,031	\$2,031	\$0.14							
94	147	tacrolimus	TRANSPLANT		3 1	\$1,823	\$228	\$0.13	43		5 1	\$813	\$0.29	-55.3%	
118	288	mycophenolate mofetil	TRANSPLANT	1	5 2	\$1,494	\$299	\$0.10	117		5 2	\$337	\$0.12	-11.6%	
			Totals:	84	4	\$179,242		\$12.54		28	В		\$14.58	-14.0%	
			Difference Between Periods:	5	6	-\$28,520		-\$2.04							

BoB = Express Scripts Book of Business Managed Care - Commercial market segment



TOP DRUGS BY UTILIZATION

Drug NDC	Drug Name	Rx Count	Plan Cost	Plan Cost/Rx
503830700	FLUTICASONE PROP 50 MCG SPRAY	124	\$5,842.51	\$47.12
004060357	HYDROCODON-ACETAMINOPHEN 5-500	107	\$40.49	\$0.38
003786689	PANTOPRAZOLE SOD DR 40 MG TAB	100	\$1,267.97	\$12.68
000937146	AZITHROMYCIN 250 MG TABLET	97	\$326.96	\$3.37
633040829	ATORVASTATIN 40 MG TABLET	88	\$5,260.46	\$59.78
593100579	PROAIR HFA 90 MCG INHALER	86	\$880.54	\$10.24
006036469	ZOLPIDEM TARTRATE 10 MG TABLET	76	\$95.50	\$1.26
004060512	OXYCODONE-ACETAMINOPHEN 5-325	74	\$132.05	\$1.78
633040828	ATORVASTATIN 20 MG TABLET	73	\$6,013.94	\$82.38
001865040	NEXIUM DR 40 MG CAPSULE	71	\$13,343.01	\$187.93
681800514	LISINOPRIL 10 MG TABLET	71	\$1.20	\$0.02
681800352	SERTRALINE HCL 50 MG TABLET	65	\$105.32	\$1.62
681800517	LISINOPRIL 40 MG TABLET	64	\$408.34	\$6.38
651620627	TRAMADOL HCL 50 MG TABLET	63	\$127.01	\$2.02
167140622	ZOLPIDEM TARTRATE 10 MG TABLET	62	\$184.55	\$2.98
005559016	SPRINTEC 28 DAY TABLET	61	\$9.00	\$0.15
005271343	LEVOTHYROXINE 75 MCG TABLET	59	\$0.00	\$0.00
005559050	KARIVA 28 DAY TABLET	59	\$2,189.44	\$37.11
136680010	CITALOPRAM HBR 20 MG TABLET	56	\$19.20	\$0.34
686450262	SIMVASTATIN 40 MG TABLET	54	\$303.67	\$5.62
681800519	LISINOPRIL-HCTZ 20-12.5 MG TAB	53	\$1.60	\$0.03
551110158	OMEPRAZOLE DR 20 MG CAPSULE	52	\$152.70	\$2.94
658620017	AMOXICILLIN 500 MG CAPSULE	51	\$0.00	\$0.00
658620193	FLUOXETINE HCL 20 MG CAPSULE	51	\$39.18	\$0.77
681800751	AMLODIPINE BESYLATE 5 MG TAB	50	\$96.84	\$1.94



COMPLIANCE RATES



Medication Possession Ratio (MPR) MPR is a measurement of the amount of time within a period (2012) that the member was in possession of medication.

Therapy Class	Members	Broomfield MPR	BOB MPR	% Members < 80%	# of Members < 80%	% Members ≥ 80%	BOB <u>></u> 80%
ANTIDEPRESSANTS	92	78.0%	76.2%	46.7%	43	53.3%	56.1%
ANTIPSYCHOTIC	5	54.6%	76.5%	80.0%	4	20.0%	59.3%
ASTHMA/COPD	22	55.9%	66.6%	68.2%	15	31.8%	41.2%
DIABETES	26	72.3%	78.2%	50.0%	13	50.0%	57.6%
HYPERTENSION	93	78.9%	83.0%	38.7%	36	61.3%	67.5%
LIPIDS	91	83.6%	82.9%	27.5%	25	72.5%	68.5%
OSTEOPOROSIS	4	81.2%	75.3%	50.0%	2	50.0%	56.0%

Pharmacy Therapy Management Programs



Compliance	December of Intelliging	Target P	opulation	Mallian Campanaire	Monthly Monthly Monthly Monthly Monthly Monthly Monthly	# of Targete
Compliance	Description of Initiative	Member	Physician	Mailing Components		Members
Cardiac	ACE inhibitor/ARB Compliance	X	Х	Consolidated member Personal Care Note and Consolidated physician Patient Highlights	Monthly	2
Cardiac	HMG CoA Reductase Inhibitor Compliance	x	х	Consolidated member Personal Care Note and Consolidated physician Patient Highlights	Monthly	0
Cardiac	Identifies Post MI members not on a Beta Blocker	×	Х	Consolidated member Personal Care Note and Consolidated physician Patient Highlights	Monthly	0
Cardiac	Identified Post MI members on a Beta Blocker	X		Consolidated member Personal Care Note	Monthly	0
Cardiac	Identifies Post MI members not on a Statin		×	Consolidated physician Patient Highlights	Monthly	0
Diabetes	Oral Diabetic Compliance	X	Х	Consolidated member Personal Care Note and Consolidated physician Patient Highlights	Monthly	1
<u>Diabetes</u>	Diabetics not on a Statin		Х	Consolidated physician Patient Highlights	Monthly	0
Diabetes	Underutilization of ACE-I/ARB in Diabetics		Х	Consolidated physician Patient Highlights	Monthly	1
Diabetes	Diabetes Meter Mailing	Х		Offers members on non-formulary meters or members on diabetes medications without claims for test strips a complimentary blood glucose meter from either Roche Diagnostics Corporation or LifeScan, Inc., a Johnson & Johnson Company.	Quarterly	30

Pharmacy Therapy Management Programs



0	Description of the Walliam	Target P	opulation	Mallian Campana	Monthly Monthly Monthly Monthly Monthly Weekly letters and IVR calls Monthly Monthly Monthly	# of Targete
Compliance	Description of Initiative	Member	Physician	Mailing Components		Members
Asthma	Inhaled short acting beta-agonist overutilization	×	х	Consolidated member Personal Care Note and Consolidated physician Patient Highlights	Monthly	.0
Warfarin	Education on warfarin safety for members newly started on therapy	X	Ū	Standalone Personal Care Note with a series of 6 educational messages on warfarin safety.	Monthly	0
Polypharmacy	Targets customers who have filled prescriptions in 10 or more therapeutic medication classes (excluding antibiotics, HIV drugs, chemotherapeutics and anti-neoplastics) from three or more prescribers within a three-month period.	x	x	Consolidated member Personal Care Note and Standalone Polypharmacy Physician Patient Highlights	Monthly	0
Controlled Substance Utilization Management (Pain Management)	Identifies members potentially overusing controlled substances (10 or more prescriptions for narcotics, benzos , hypnotics or stimulants* in 3 months) *added in May 2011			Standalone CSUM Physician Patient Highlights with list of controlled substance prescriptions	Monthly	0
ADHD	Encourages follow-up care for children on ADHD medication.	x		Standalone Personal Care Note to Parents or Guardians.	Weekly	ò
Depression	Encourages members to continue taking medication as prescribed and to see their doctor.	×		New starts - Standalone Personal Care Note and call. Late refill reminder IVR calls.		NS: 1 LR: 1
DAW1	Encourages use of generic alternatives when appropriate.	×	х	Consolidated member Personal Care Note and Physician Patient Highlights	Monthly	0
Therapeutic Equivalent	Encourages the use of preferred formulary alternatives.	×		Consolidated member Personal Care Note	Monthly	0
Fixed Dose	Encourages the use of fixed dose combination products.	×		Consolidated member Personal Care Note	Monthly	i