



**Greater Philadelphia
Business Coalition
On Health**
"Building Bridges to Better Healthcare"

2018



Greater Philadelphia Business Coalition on Health SPECIALTY PHARMACY REPORT™

Featuring Specialty Drug Data in Six Therapeutic Classes



INTRODUCTION

Sanofi U.S. (Sanofi), in conjunction with the Greater Philadelphia Business Coalition on Health (GPBCH), is pleased to present the inaugural edition of the **GPBCH Specialty Pharmacy Report™** for 2018, an overview of key specialty drug data for six therapeutic classes. Over the last two decades, specialty drugs have transformed the treatment of patients with chronic, rare, or difficult-to-treat diseases. To that end, this report provides data for Delaware, New Jersey, Pennsylvania, and the nation that can help providers and employers identify opportunities to better serve the needs of their patients. All data are drawn from the Sanofi **Managed Care Digest Series®**.

The data in this report (current as of midyear 2018) were gathered by IQVIA, Durham, NC, a leading provider of innovative health care data products and analytic services. A review process takes place, before and during production of this report, between IQVIA and Forte Information Resources, LLC.

Sanofi, as sponsor of this report, maintains an arm’s-length relationship with the organizations that prepare the report and carry out the research for its contents. The desire of Sanofi is that the information in this report be completely independent and objective.

METHODOLOGY

Pharmacy data provided in this report present a comprehensive overview of the performance of prescription drugs dispensed in the non-retail setting (specialty pharmacies and mail-order services). Pharmacy data are organized into six therapeutic drug classes indicated to treat complex diseases. Drug categories are determined by clinical indication, so specific products may appear in multiple categories. Specialty drugs are defined as those products with a retail cost per prescription of \$700 or more between midyear 2017 and midyear 2018 and commonly found on specialty formularies. Prescriptions billed through a medical benefit are excluded.

This report also features utilization metrics across these six drug classes for three payer types. Spending metrics represent the full price that the pharmacy charges for the product, regardless of copayment.

The national pharmacy prescription metrics derive from IQVIA’s National Prescription Audit (NPA). Through agreements with a variety of data providers, the IQVIA data warehouse receives billions of prescription claims per year. State-level data are compiled from the NPA with the addition of IQVIA’s custom claims analyses.

NPA is IQVIA’s projected prescription and patient-centric database. The only database of its kind, it provides projected retail pharmacy prescription and longitudinal metrics. IQVIA uses a unique and patented algorithm for de-identification of patients, ensuring compliance with HIPAA regulations.

IQVIA uses projection territories aligned to balance coverage proportional to prescribing activity. These territories are stratified by payment type and the sample is expanded to the universe by strata, census division, and class of trade. IQVIA reconciles the results to produce a single projection factor for each claim. This factor is used to project prescriptions and patients filling a prescription. National projections are created by rolling up from the prescriber to the geographic area of interest. These data are current as of midyear 2018.

IQVIA generated lipid disorder patient claims pharmacotherapy data out of health care professional (837p) and institutional (837i) insurance claims, representing over 21.5 million unique patients nationally in 2017 with a diagnosis of lipid disorders (E78.00, E78.01, E78.2, E78.4, and E78.5). Data from physicians of all specialties are included.

IQVIA also gathers data on prescription activity from the National Council for Prescription Drug Programs (NCPDP). These data account for some 2 billion prescription claims annually, or more than 86% of the prescription universe. These prescription data represent the sampling of prescription activity from a variety of sources, including retail chains, mass merchandisers, and pharmacy benefit managers. Cash, Medicaid, and third-party transactions are tracked. Data arriving into IQVIA are put through a rigorous process to ensure that data elements match to valid references, such as product codes, ICD-9/10 (diagnosis) and CPT- 4 (procedure) codes, and provider and facility data.

Claims undergo a careful de-duplication process to ensure that when multiple, voided, or adjusted claims are assigned to a patient encounter, they are applied to the database, but only for a single, unique patient. Through its patient encryption methods, IQVIA creates a unique, random numerical identifier for every patient, and then strips away all patient-specific health information that is protected under the Health Insurance Portability and Accountability Act (HIPAA). The identifier allows IQVIA to track disease-specific diagnosis and procedure activity across the various settings where patient care is provided (hospital inpatient, hospital outpatient, emergency rooms, clinics, doctors’ offices, and pharmacies), while protecting the privacy of each patient.

DEFINITIONS

Inflammatory Disorders comprise a wide range of chronic and often highly disabling conditions, including rheumatoid arthritis (RA), Crohn’s disease, irritable bowel syndrome, psoriasis, and psoriatic arthritis.

Lipid Disorders are characterized by a total cholesterol level of 240 mg/dL or higher.

Non-Retail Channel includes prescriptions covered by the pharmacy benefit and dispensed through specialty pharmacies or by mail order. The majority of the data in this report are for this channel.

Respiratory Disorders are noncommunicable diseases, including asthma and chronic obstructive pulmonary disease (COPD), that affect the airways and structures of the lungs.

Specialty Drugs typically require clinical monitoring, special handling, and specialized administration; the specialty products tracked herein have a retail cost per prescription of \$700 or more and are commonly found on specialty formularies.

Third Party includes commercial HMOs, PPOs, point-of-service plans, and exclusive provider organizations, as well as Managed Medicaid plans.

CONTACTS

Neil Goldfarb
President and Chief Executive Officer
Greater Philadelphia Business
Coalition on Health
P. 215-731-2472
E. ngoldfarb@gpbch.org

Cortney Schaefer
Account Executive
Sanofi
P. 908-635-9960
E. cortney.schaefer@sanofi.com

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Data provided by: IQVIA, Durham, NC

Harvoni Accounts for One-Quarter of Third-Party Hep C Non-Retail Specialty Rx's Filled in PA

- Harvoni accounted for around one in every four (27.8%) third-party hepatitis C non-retail specialty prescriptions dispensed in Pennsylvania as of midyear 2018, and more than 40% of spending.
- During that same time, the total cost per third-party non-retail specialty Harvoni prescription was at least \$400 higher in the Delaware (\$32,593), New Jersey (\$32,101), and Pennsylvania (\$31,996) markets than the national benchmark (\$31,582).

PERCENTAGE OF HEPATITIS C NON-RETAIL RXs DISPENSED, SPECIALTY VS. NON-SPECIALTY, 2018

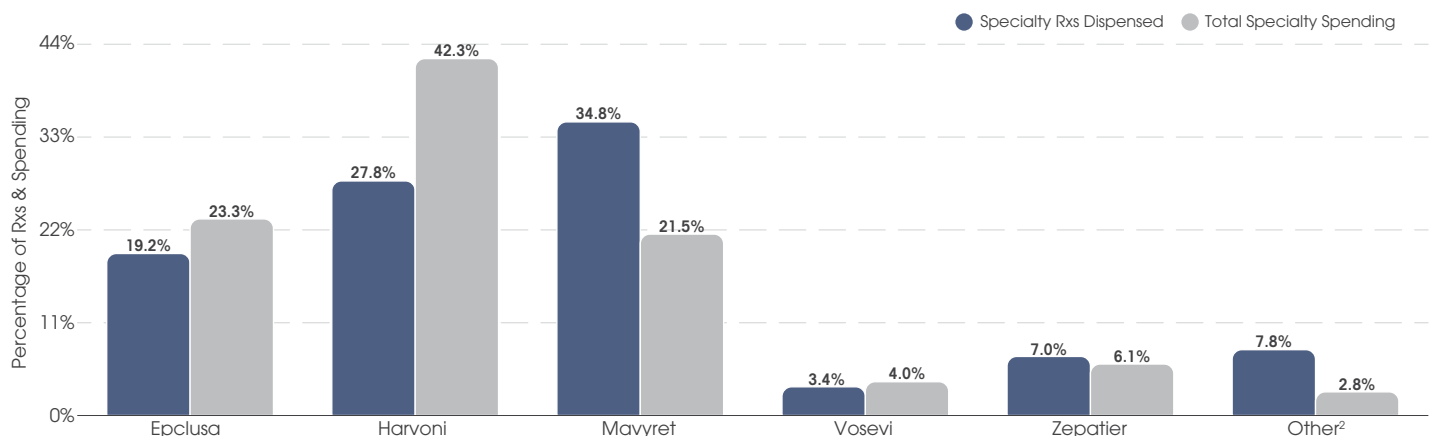
AGE	Specialty (96.2%)				Non-Specialty (3.8%)			
	Delaware	New Jersey	Pennsylvania	NATION	Delaware	New Jersey	Pennsylvania	NATION
0-24	3.7%	2.8%	1.8%	1.6%	0.0%	0.0%	0.0%	0.6%
25-44	17.0	19.9	20.7	18.0	0.0	9.8	7.8	7.8
45-64	67.1	55.4	59.2	60.3	88.6	72.6	72.9	74.7
65+	12.1	21.9	18.2	20.2	11.4	17.7	19.3	16.8
GENDER								
Male	54.0%	60.8%	62.0%	61.3%	77.1%	82.4%	72.2%	69.8%
Female	46.0	39.1	37.7	38.6	22.9	17.6	27.8	30.2
PAYER								
Third Party	78.7%	80.6%	72.2%	62.6%	77.1%	96.1%	67.1%	62.2%
Medicare Part D	21.3	19.2	25.8	27.7	22.9	3.9	30.1	27.0
Medicaid FFS	0.0	0.2	1.9	9.5	0.0	0.0	2.7	10.4

NOTE: Percentages in parentheses represent the specialty or non-specialty portion of the total number of non-retail prescriptions nationally for the indicated drug class.

TOTAL COST PER THIRD-PARTY HEPATITIS C NON-RETAIL SPECIALTY RX, 2018¹

PRODUCT	Delaware	New Jersey	Pennsylvania	NATION
Epclusa	\$25,609	\$24,606	\$25,631	\$25,113
Harvoni	32,593	32,101	31,996	31,582
Mavyret	12,842	11,459	13,056	13,093
Vosevi	24,422	25,587	25,001	25,386
Zepatier	18,170	15,483	18,192	17,744

PERCENTAGE OF ALL THIRD-PARTY HEPATITIS C NON-RETAIL SPECIALTY RXs, BY NUMBER OF SPECIALTY RXs DISPENSED AND TOTAL SPECIALTY SPENDING, PENNSYLVANIA, 2018¹



Data source: IQVIA © 2018

¹ Prescription spending is calculated from the total price the pharmacy charges for the product, regardless of copayment.

² "Other" refers to all other hepatitis C specialty products.

NOTE: Data are as of midyear 2018, and represent the numbers/percentages of prescriptions dispensed, by drug class. All registered trademarks cited are property of their respective owners.



INFLAMMATORY DISORDERS

Inflammatory Disorder Non-Retail Specialty Rx's Are Most Likely Covered by Third Parties

- In Delaware, New Jersey, and Pennsylvania, at least 89% of inflammatory disorder specialty prescriptions dispensed through the non-retail channel were covered by third parties as of midyear 2018—modestly higher than the national benchmark (87.6%).
- Meanwhile, in Delaware, the total cost per third-party inflammatory disorder non-retail specialty prescription was higher for four of the five profiled products than for those of the New Jersey, Pennsylvania, and national comparators.

PERCENTAGE OF INFLAMMATORY DISORDER NON-RETAIL RXs DISPENSED, SPECIALTY VS. NON-SPECIALTY, 2018

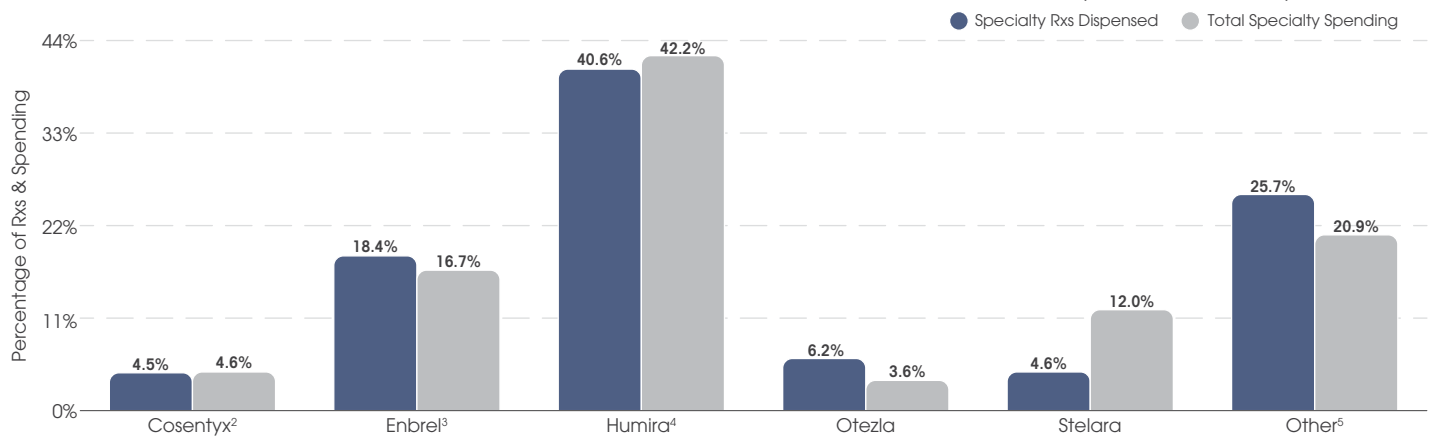
AGE	Specialty (50.2%)				Non-Specialty (49.8%)			
	Delaware	New Jersey	Pennsylvania	NATION	Delaware	New Jersey	Pennsylvania	NATION
0-24	10.5%	5.9%	6.6%	6.1%	2.2%	2.0%	1.8%	1.8%
25-44	20.1	21.2	24.7	25.3	4.8	6.1	6.9	6.4
45-64	53.4	54.1	54.6	53.5	41.5	44.2	47.6	41.8
65+	16.0	18.8	14.1	15.1	51.4	47.7	43.8	49.9
GENDER								
Male	42.1%	44.3%	42.9%	42.0%	37.5%	37.5%	36.8%	37.3%
Female	57.5	55.5	57.0	57.9	62.5	62.5	63.2	62.7
PAYER								
Third Party	92.2%	90.5%	89.3%	87.6%	57.1%	64.3%	64.6%	57.7%
Medicare Part D	7.7	9.1	10.5	11.6	42.8	35.7	35.2	42.0
Medicaid FFS	0.0	0.0	0.2	0.7	0.0	0.0	0.0	0.1

NOTE: Percentages in parentheses represent the specialty or non-specialty portion of the total number of non-retail prescriptions nationally for the indicated drug class.

TOTAL COST PER THIRD-PARTY INFLAMMATORY DISORDER NON-RETAIL SPECIALTY RX, 2018¹

PRODUCT	Delaware	New Jersey	Pennsylvania	NATION
Cosentyx Sensoready Pen	\$7,331	\$7,003	\$6,650	\$6,279
Enbrel Sureclick	7,475	7,099	5,917	5,989
Humira Pen	7,753	7,448	6,616	6,418
Otezla	4,434	4,094	3,750	3,709
Stelara	15,925	16,650	16,909	16,907

PERCENTAGE OF ALL THIRD-PARTY INFLAMMATORY DISORDER NON-RETAIL SPECIALTY RXs, BY NUMBER OF SPECIALTY RXs DISPENSED AND TOTAL SPECIALTY SPENDING, PENNSYLVANIA, 2018¹



Data source: IQVIA © 2018

¹ Prescription spending is calculated from the total price the pharmacy charges for the product, regardless of copayment.

² "Cosentyx" includes prescriptions for Cosentyx and Cosentyx Sensoready Pen.

³ "Enbrel" includes prescriptions for Enbrel, Enbrel Mini, and Enbrel Sureclick.

⁴ "Humira" includes prescriptions for Humira, Humira Pediatric Crohn's Disease, Humira Pen, Humira Pen-Crohn's Disease, and Humira Pen-Psoriasis Starter Pack.

⁵ "Other" refers to all other inflammatory disorder specialty products.

NOTE: Data are as of midyear 2018, and represent the numbers/percentages of prescriptions dispensed, by drug class. All registered trademarks cited are property of their respective owners.

Patients Aged 45–64 Receive Majority of Lipid Disorder Specialty Rx's in Non-Retail Channel

- As of midyear 2018, the majority of lipid disorder non-retail specialty prescriptions in New Jersey, Pennsylvania, and the nation were dispensed to patients aged 45 to 64; this share was slightly lower in Delaware, at 49.6%.
- PCSK9 inhibitors made up 99.2% of third-party lipid disorder non-retail specialty prescriptions dispensed in Pennsylvania as of midyear 2018. In 2017, just 0.1% of Pennsylvania lipid disorder patients with third-party coverage received such therapies.

PERCENTAGE OF LIPID DISORDER NON-RETAIL RX'S DISPENSED, SPECIALTY VS. NON-SPECIALTY, 2018

AGE	Specialty (98.5%)				Non-Specialty (1.5%)			
	Delaware	New Jersey	Pennsylvania	NATION	Delaware	New Jersey	Pennsylvania	NATION
0–24	0.0%	0.1%	0.3%	0.1%	0.0%	0.0%	0.1%	0.1%
25–44	2.4	2.4	3.5	3.5	1.9	2.1	2.4	2.3
45–64	49.6	51.0	56.2	51.6	37.8	38.6	40.5	35.8
65+	48.0	46.5	40.0	44.7	60.3	59.3	57.0	61.8
GENDER								
Male	53.8%	61.1%	57.6%	57.6%	56.3%	57.9%	56.5%	55.8%
Female	44.0	38.3	42.1	42.2	43.7	42.1	43.5	44.2
PAYER								
Third Party	81.3%	83.5%	75.2%	71.3%	50.6%	56.3%	55.4%	50.2%
Medicare Part D	18.7	16.5	24.7	28.5	49.3	43.6	44.6	49.7
Medicaid FFS	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0

NOTE: Percentages in parentheses represent the specialty or non-specialty portion of the total number of non-retail prescriptions nationally for the indicated drug class.

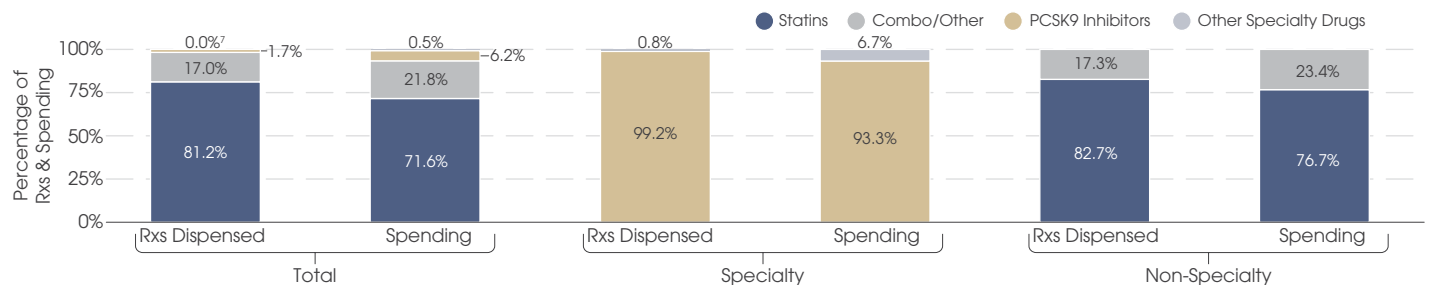
PERCENTAGES OF THIRD-PARTY LIPID DISORDER PATIENTS, BY THERAPY, 2017

MARKET	Low-Intensity Statin ¹	Moderate-Intensity Statin ²	High-Intensity Statin ³	Combination Therapy ⁴	PCSK9 Inhibitor ⁵ + Statin
Delaware	8.9%	63.5%	30.2%	4.7%	n/a
New Jersey	9.1	69.7	23.3	5.3	0.0%
Pennsylvania	10.6	66.0	25.8	4.9	0.1
NATION	10.8%	64.2%	28.1%	4.3%	0.0%

AVERAGE COST PER THIRD-PARTY LIPID DISORDER NON-RETAIL SPECIALTY RX, 2018⁶

PRODUCT	Delaware	New Jersey	Pennsylvania	NATION
PCSK9 Inhibitors	\$1,729	\$1,804	\$1,484	\$1,514
Other Specialty Drugs	1,829	11,257	17,161	14,033

PERCENTAGE OF ALL THIRD-PARTY LIPID DISORDER NON-RETAIL RX'S DISPENSED AND SPENDING, TOTAL, SPECIALTY, AND NON-SPECIALTY MARKETS, PENNSYLVANIA, 2018⁶



Data source: IQVIA © 2018

¹ Daily dose lowers LDL-C, on average, by <30%.

² Daily dose lowers LDL-C, on average, by approximately 30% to <50%.

³ Daily dose lowers LDL-C, on average, by approximately ≥50%.

⁴ "Combination therapy" includes statin combination products and other non-statin, cholesterol-lowering medications.

⁵ Proprotein convertase subtilisin/kexin type 9 (PCSK9) inhibitor

⁶ Prescription spending is calculated from the total price the pharmacy charges for the product, regardless of copayment.

⁷ As of midyear 2018, "Other Specialty Drugs" accounted for less than 0.1% of prescriptions in the overall lipid disorder market.

NOTE: Data are as of midyear 2018, and represent the numbers/percentages of prescriptions dispensed, by drug class. The "Statins" category contains low-, medium-, and high-intensity statins; the "Combo/Other" category contains statin combination products and other non-specialty, non-statin, cholesterol-lowering medications; the "PCSK9 Inhibitors" category contains proprotein convertase subtilisin/kexin type 9 inhibitor drugs; the "Other Specialty Drugs" category contains other non-PCSK9 inhibitor specialty drugs that treat lipid disorders. An n/a indicates that data were not available.



MULTIPLE SCLEROSIS

Delaware Records Highest Total Costs for Multiple Sclerosis Non-Retail Specialty Rx

- The average total cost for each of the profiled third-party multiple sclerosis non-retail specialty prescriptions in Delaware exceeded those of the New Jersey, Pennsylvania, and national benchmarks as of midyear 2018.
- Meanwhile, Copaxone constituted the largest share of third-party multiple sclerosis non-retail specialty prescriptions in Pennsylvania, by both number dispensed (28.0%) and spending (27.9%).

PERCENTAGE OF MULTIPLE SCLEROSIS NON-RETAIL RXs DISPENSED, SPECIALTY VS. NON-SPECIALTY, 2018

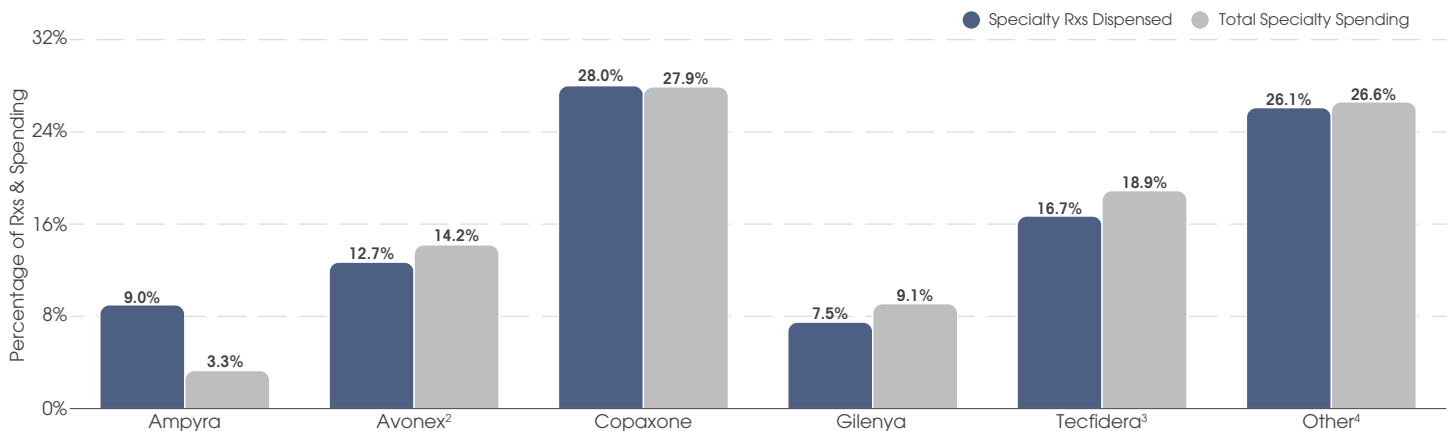
AGE	Specialty (83.6%)				Non-Specialty (16.4%)			
	Delaware	New Jersey	Pennsylvania	NATION	Delaware	New Jersey	Pennsylvania	NATION
0-24	1.5%	0.7%	0.9%	1.2%	3.0%	1.1%	0.9%	1.5%
25-44	20.1	20.6	23.2	25.5	4.7	8.8	8.3	8.6
45-64	62.1	61.6	61.7	59.2	46.8	50.2	54.5	49.4
65+	16.2	17.0	14.3	14.2	45.5	39.9	36.3	40.5
GENDER								
Male	20.9%	25.0%	25.4%	25.0%	41.2%	39.4%	36.7%	36.4%
Female	78.9	74.8	74.5	74.9	58.8	60.6	63.3	63.6
PAYER								
Third Party	81.8%	80.7%	80.5%	77.8%	42.7%	55.5%	51.2%	50.6%
Medicare Part D	18.2	19.0	19.1	20.9	57.3	44.5	48.8	49.0
Medicaid FFS	0.0	0.2	0.4	1.3	0.0	0.0	0.0	0.3

NOTE: Percentages in parentheses represent the specialty or non-specialty portion of the total number of non-retail prescriptions nationally for the indicated drug class.

TOTAL COST PER THIRD-PARTY MULTIPLE SCLEROSIS NON-RETAIL SPECIALTY RX, 2018¹

PRODUCT	Delaware	New Jersey	Pennsylvania	NATION
Ampyra	\$4,219	\$3,738	\$2,998	\$3,045
Avonex	12,313	11,201	9,231	9,374
Copaxone	10,260	9,834	8,220	8,262
Gilenya	12,923	11,897	9,936	9,840
Tecfidera	11,234	10,375	9,317	9,206

PERCENTAGE OF ALL THIRD-PARTY MULTIPLE SCLEROSIS NON-RETAIL SPECIALTY RXs, BY NUMBER OF SPECIALTY RXs DISPENSED AND TOTAL SPECIALTY SPENDING, PENNSYLVANIA, 2018¹



Data source: IQVIA © 2018

¹ Prescription spending is calculated from the total price the pharmacy charges for the product, regardless of copayment.

² "Avonex" includes prescriptions for Avonex and Avonex Pen.

³ "Tecfidera" includes prescriptions for Tecfidera and Tecfidera Starter Pack.

⁴ "Other" refers to all other multiple sclerosis specialty products.

NOTE: Data are as of midyear 2018, and represent the numbers/percentages of prescriptions dispensed, by drug class. All registered trademarks cited are property of their respective owners.

Half of PA's Third-Party Non-Retail Specialty Breast Cancer Rx's Were for a Generic

- As of midyear 2018, 50.9% of breast cancer specialty prescriptions dispensed through the non-retail channel in Pennsylvania were for capecitabine—the only generic drug profiled—constituting 16.6% of total specialty spending.
- Meanwhile, Zytiga accounted for 37.3% of third-party prostate cancer non-retail specialty prescriptions dispensed in Pennsylvania and 48.7% of spending—both highest among the prostate cancer drugs shown.

Breast and prostate cancer are examined because these are two of the most prevalent cancers, affecting an estimated 3.4 million women and 3.1 million men.*

* National Cancer Institute. (2018). Cancer Stat Facts: Female Breast Cancer. Retrieved from <https://seer.cancer.gov/statfacts/html/breast.html>. Accessed September 2018. National Cancer Institute. (2018). Cancer Stat Facts: Prostate Cancer. Retrieved from <https://seer.cancer.gov/statfacts/html/prost.html>. Accessed September 2018.

PERCENTAGE OF BREAST CANCER AND PROSTATE CANCER NON-RETAIL RXs DISPENSED, SPECIALTY VS. NON-SPECIALTY, 2018

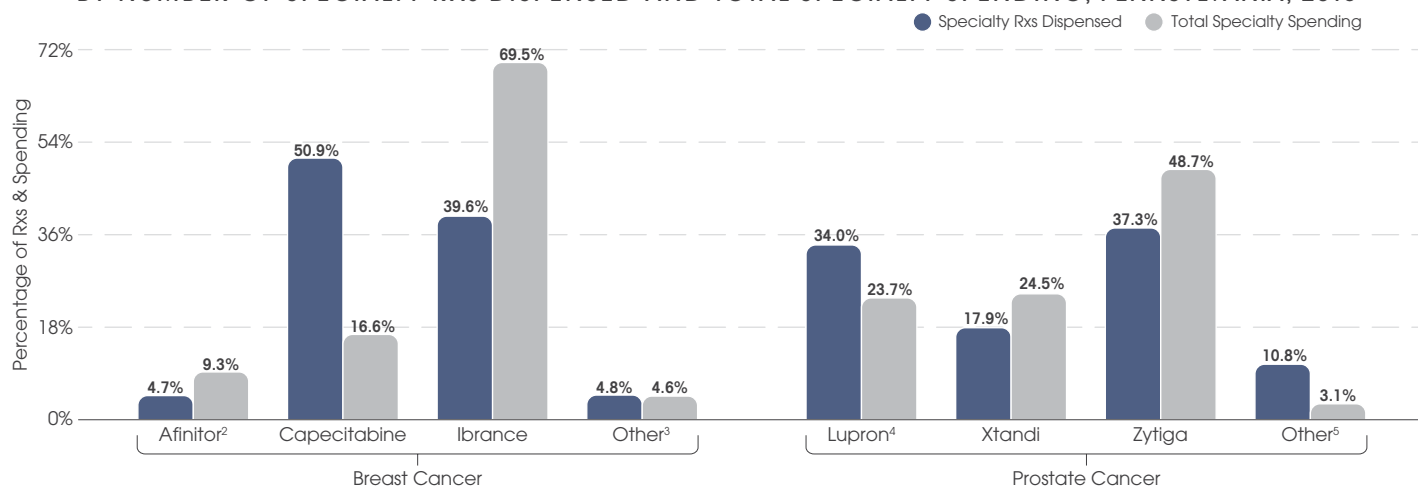
	Breast Cancer								Prostate Cancer							
	Specialty (23.5%)				Non-Specialty (76.5%)				Specialty (23.4%)				Non-Specialty (76.6%)			
AGE	DE	NJ	PA	NATION	DE	NJ	PA	NATION	DE	NJ	PA	NATION	DE	NJ	PA	NATION
0-24	0.4%	0.3%	0.8%	1.7%	3.9%	1.2%	1.7%	1.2%	11.7%	0.9%	0.6%	0.5%	0.9%	0.8%	0.6%	0.5%
25-44	7.0	6.0	6.5	7.4	12.4	10.8	6.9	7.5	16.5	2.4	0.4	1.3	25.0	26.4	11.4	9.3
45-64	40.4	49.7	49.3	48.5	43.0	44.3	47.4	47.2	15.6	15.0	22.5	22.4	42.0	37.3	54.7	51.8
65+	52.2	44.0	43.3	42.5	40.7	43.7	44.0	44.1	56.3	81.8	76.5	75.7	32.1	35.4	33.3	38.4
PAYER																
Third Party	79.6%	85.4%	80.4%	77.1%	66.9%	67.1%	65.1%	63.4%	60.5%	66.7%	66.6%	54.8%	72.7%	74.3%	75.0%	69.8%
Medicare Part D	20.4	14.5	18.1	20.3	32.7	32.5	34.6	36.1	39.5	32.9	31.2	44.2	26.5	24.4	24.4	29.3
Medicaid FFS	0.1	0.2	1.4	2.5	0.0	0.0	0.1	0.1	0.0	0.1	2.2	1.0	0.0	0.0	0.1	0.0

NOTE: Percentages in parentheses represent the specialty or non-specialty portion of the total number of non-retail prescriptions nationally for the indicated drug class.

TOTAL COST PER THIRD-PARTY BREAST CANCER AND PROSTATE CANCER NON-RETAIL SPECIALTY RX, 2018¹

PRODUCT	Delaware	New Jersey	Pennsylvania	NATION
BREAST CANCER				
Afinitor	\$14,099	\$15,896	\$14,634	\$14,291
Capecitabine	2,750	2,623	2,428	2,189
Ibrance	12,800	13,753	13,065	12,726
PROSTATE CANCER				
Lupron Depot (6-Month)	\$9,455	\$8,546	\$8,786	\$8,714
Xtandi	13,964	12,441	11,680	11,971
Zytiga	12,208	11,561	11,158	10,867

PERCENTAGE OF ALL THIRD-PARTY BREAST CANCER AND PROSTATE CANCER NON-RETAIL SPECIALTY RXs, BY NUMBER OF SPECIALTY RXs DISPENSED AND TOTAL SPECIALTY SPENDING, PENNSYLVANIA, 2018¹



Data source: IQVIA © 2018

¹ Prescription spending is calculated from the total price the pharmacy charges for the product, regardless of copayment.

² "Afinitor" includes prescriptions for Afinitor and Afinitor Disperz.

³ "Other" breast cancer drugs refer to all other oncology specialty products.

⁴ "Lupron" includes prescriptions for Lupron Depot (1-month), Lupron Depot (3-month), Lupron Depot (4-month), and Lupron Depot (6-month).

⁵ "Other" prostate cancer drugs refer to all other oncology specialty products.

NOTE: Data are as of midyear 2018, and represent the numbers/percentages of prescriptions dispensed, by drug class. All registered trademarks cited are property of their respective owners.



RESPIRATORY DISORDERS

Total Costs Per Third-Party Respiratory Disorder Non-Retail Specialty Rx in NJ Exceed Benchmarks

- In New Jersey as of midyear 2018, the total cost per third-party respiratory disorder non-retail prescription, regardless of profiled product, was more expensive than such prescriptions in Delaware, Pennsylvania, and the nation.
- Xolair constituted the vast majority of third-party respiratory disorder non-retail specialty prescriptions in Pennsylvania as of midyear 2018—83.1% of the number dispensed and 82.0% of spending.

PERCENTAGE OF RESPIRATORY DISORDER NON-RETAIL RXs DISPENSED, SPECIALTY VS. NON-SPECIALTY, 2018

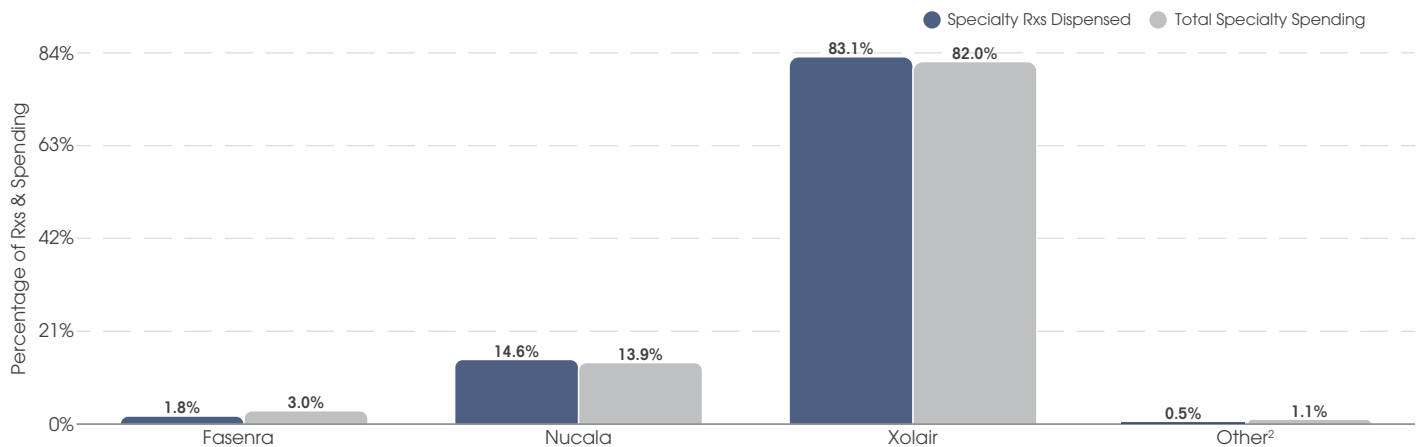
AGE	Specialty (93.2%)				Non-Specialty (6.8%)			
	Delaware	New Jersey	Pennsylvania	NATION	Delaware	New Jersey	Pennsylvania	NATION
0-24	7.0%	10.9%	11.8%	13.2%	8.3%	11.3%	8.9%	8.3%
25-44	20.6	20.9	22.9	24.0	8.2	9.0	10.5	9.3
45-64	58.9	56.0	50.4	51.4	38.1	39.0	42.3	37.9
65+	13.5	12.2	14.9	11.4	45.4	40.7	38.2	44.4
GENDER								
Male	30.2%	35.2%	33.9%	34.1%	39.7%	41.9%	40.2%	40.9%
Female	69.8	64.6	66.0	65.8	60.3	58.1	59.8	59.1
PAYER								
Third Party	93.3%	95.2%	91.5%	91.8%	63.0%	70.3%	70.4%	63.7%
Medicare Part D	6.7	4.5	8.4	7.4	36.9	29.6	29.5	35.7
Medicaid FFS	0.0	0.0	0.1	0.8	0.0	0.0	0.0	0.4

NOTE: Percentages in parentheses represent the specialty or non-specialty portion of the total number of non-retail prescriptions nationally for the indicated drug class.

TOTAL COST PER THIRD-PARTY RESPIRATORY DISORDER NON-RETAIL SPECIALTY RX, 2018¹

PRODUCT	Delaware	New Jersey	Pennsylvania	NATION
Fasenra	\$5,790	\$6,135	\$5,783	\$5,843
Nucala	3,304	3,989	3,364	3,508
Xolair	3,601	4,376	3,481	3,608

PERCENTAGE OF ALL THIRD-PARTY RESPIRATORY DISORDER NON-RETAIL SPECIALTY RXs, BY NUMBER OF SPECIALTY RXs DISPENSED AND TOTAL SPECIALTY SPENDING, PENNSYLVANIA, 2018¹



Data source: IQVIA © 2018

¹ Prescription spending is calculated from the total price the pharmacy charges for the product, regardless of copayment.

² "Other" refers to all other respiratory disorder specialty products.

NOTE: Data are as of midyear 2018, and represent the numbers/percentages of prescriptions dispensed, by drug class. All registered trademarks cited are property of their respective owners.