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EMPLOYERS' FORUM OF INDIANA



PERSPECTIVE ON HIGH DRUG COSTS

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EFI All-Stakeholder Meeting
Indianapolis, IN
Wednesday, September 25, 2019

SHADY

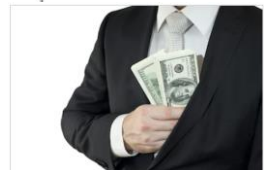
What is the best-selling drug in the world?

Humira

- launched in US in 2003; \$19,000 in 2012 and \$38,000 in 2018 (after rebates)
- TNF blocker for inflammatory conditions, called a biologic
- US has 4 FDA approved biosimilars:
 - a. Hadlima by Abbvie in 2019, co-market with Merck
 - b. Hyrimoz by Sandoz in 2018
 - c. Cyltezo by Boeringer Ingelheim in 2017
 - d. Amjevita by Amgen in 2016
- Not available in US because of a 20-year US patent protection for Humira which expires in 2023
- BUT BIOSIMILARS AVAILABLE IN EUROPE AS OF 2018
- NHS agency of England negotiated price decrease by 75% & now cost is \$4500 annually for high dose

How much money did Abbvie make on Humira in 2018?

\$20 billion



SUPER SHADY

3. What is the most expensive drug in the world?

Zolgensma for \$2 million

- Used to treat spinal muscular atrophy (SMA affects 1 in 10,000 live births)
- One-time gene therapy treatment

4. What is the recent DRAMA about this drug?

- FDA approved in May 2019 - BUT in March 2019 Novartis learned that chief scientists submitted FAKE data to FDA and Novartis didn't tell the FDA
- They eventually fired their chief scientists in August 2019
- FDA decided to keep this medication on the market for now



Results of Forum Employer Survey Regarding Prescription Medication

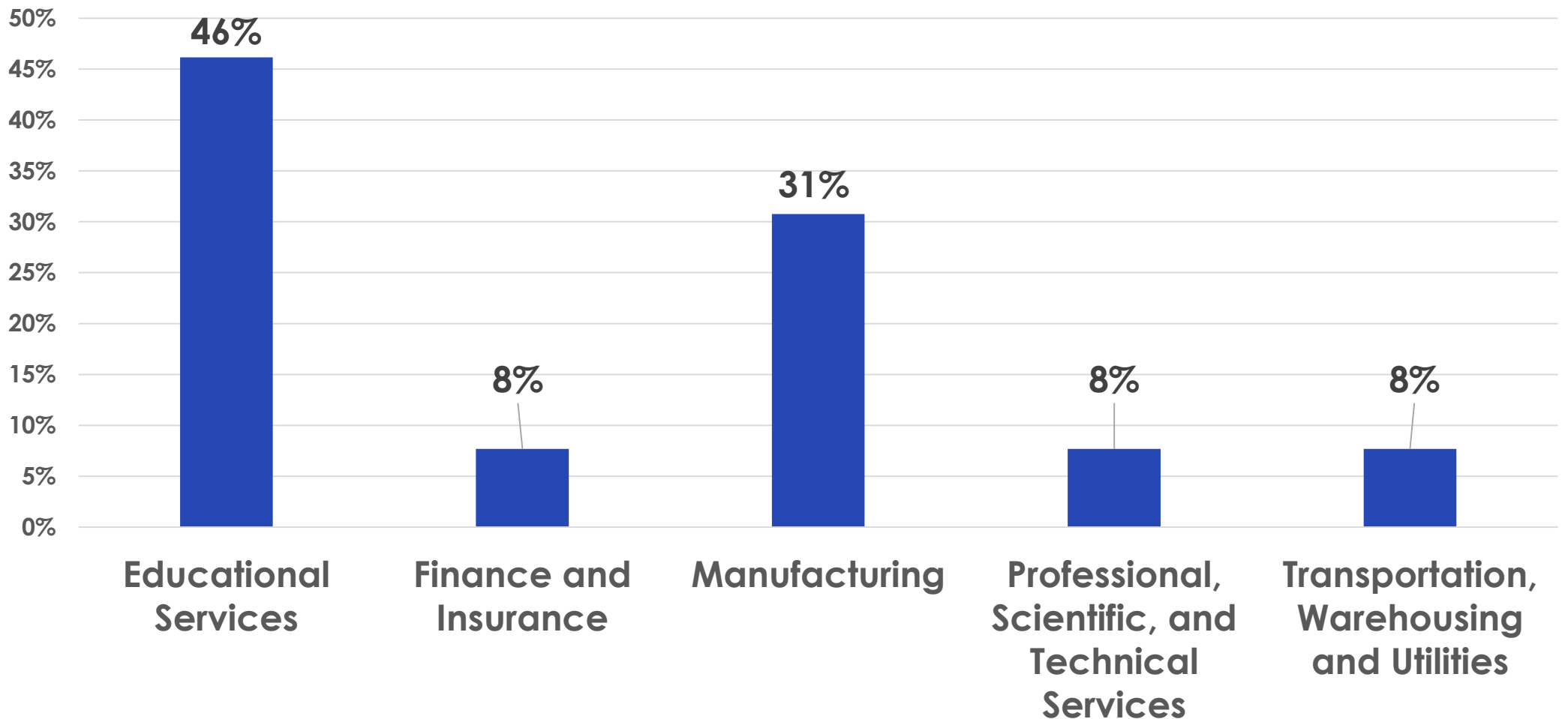
Conducted by the Employers' Forum of Indiana in Partnership
With the National Alliance of Healthcare Purchasers' Coalition

sent August 2019



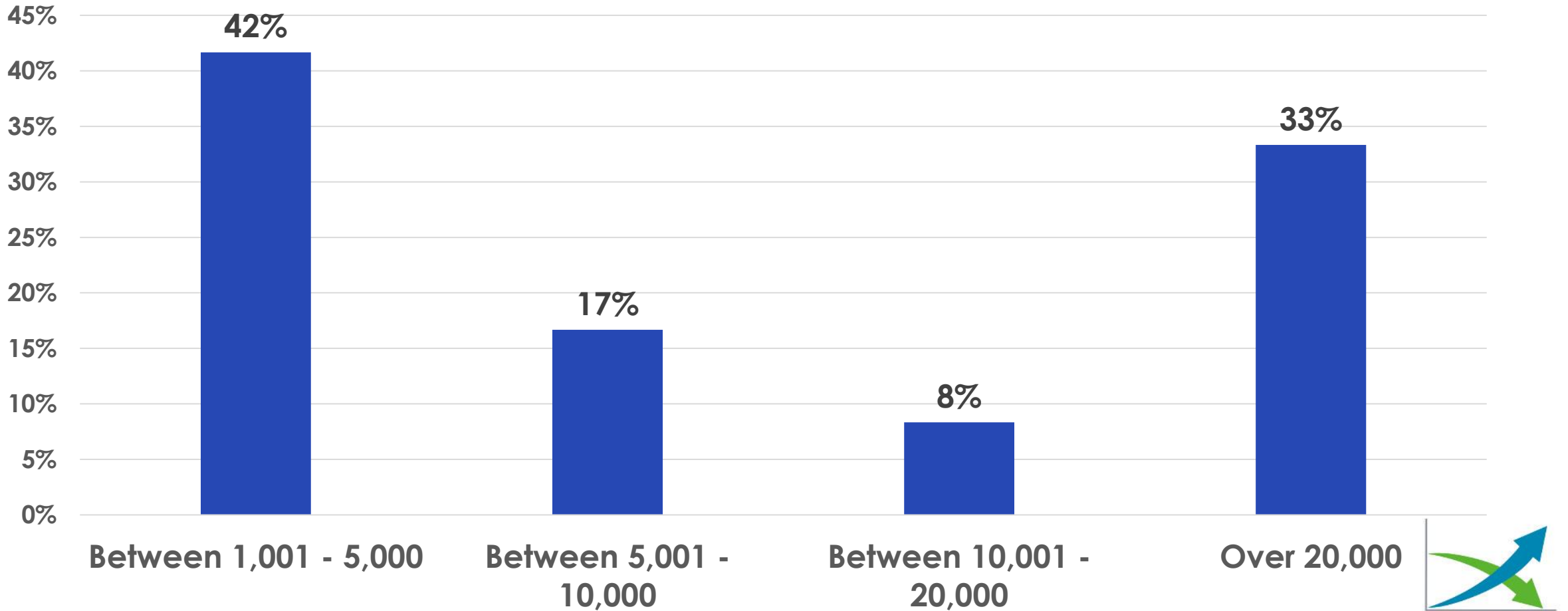
SELECT YOUR COMPANY'S INDUSTRY

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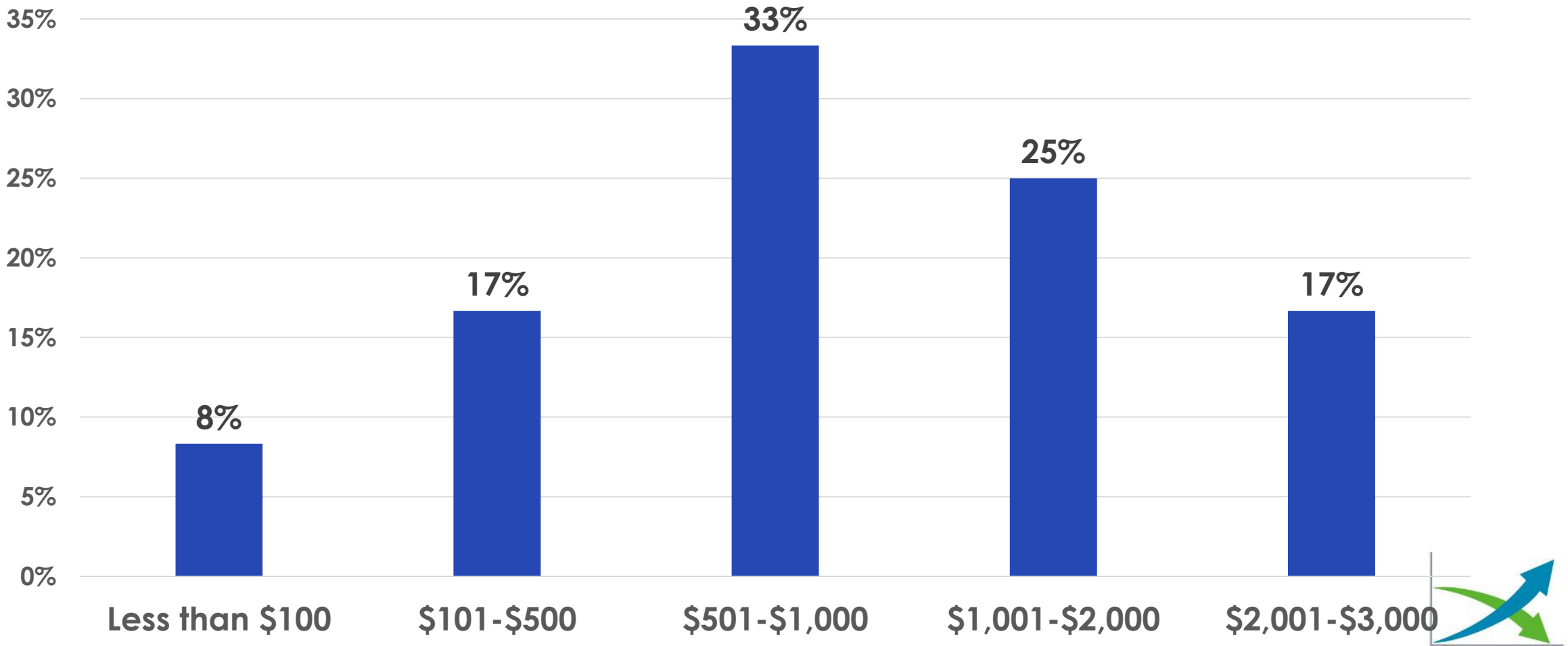
INDICATE THE SIZE OF YOUR ACTIVE EMPLOYEE POPULATION

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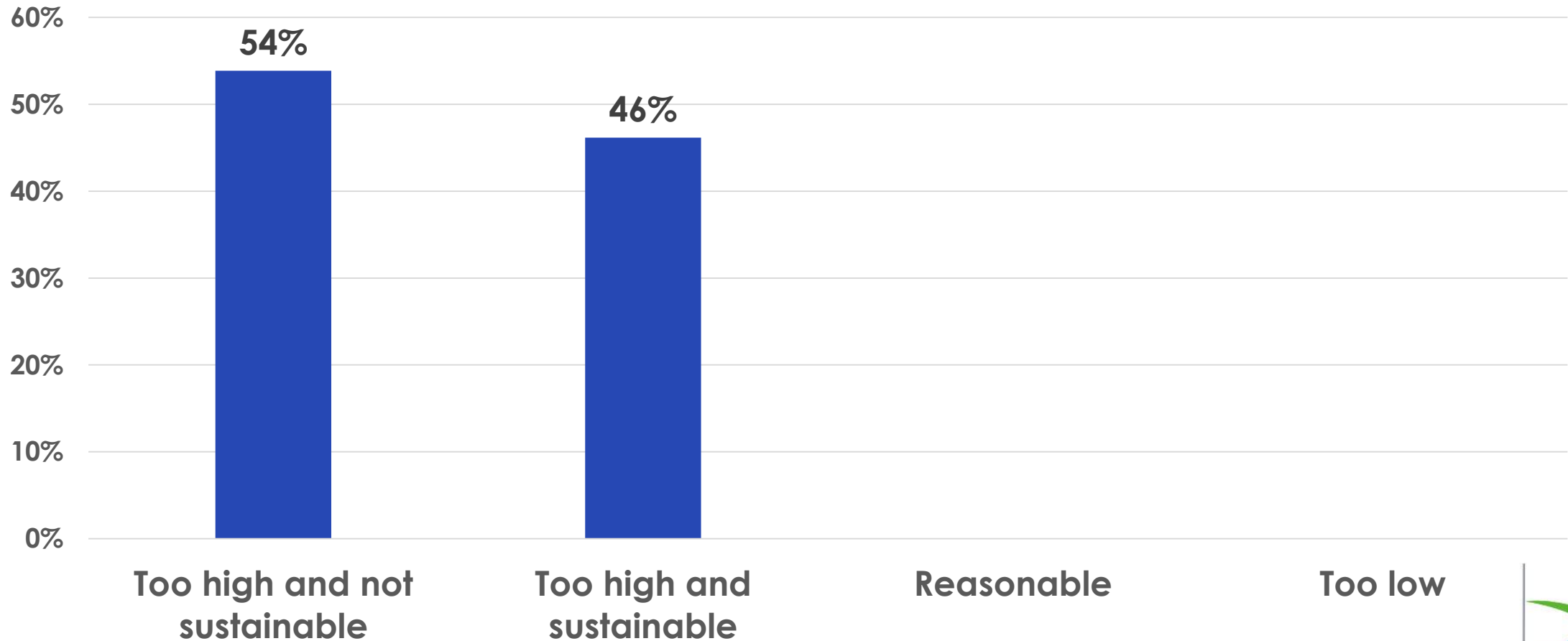
WHAT IS YOUR AVERAGE DRUG SPEND PER COVERED LIFE (PMPY)?

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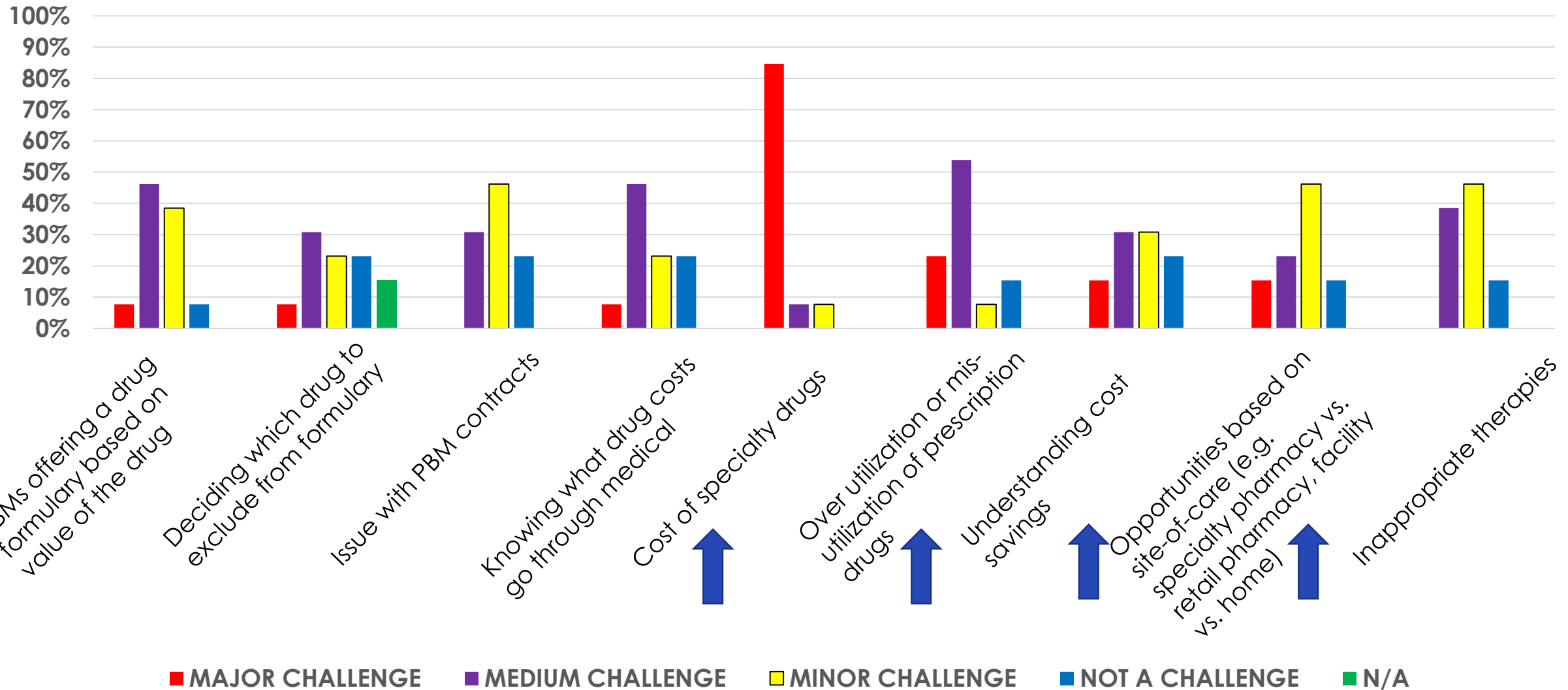
WHAT IS YOUR PERSPECTIVE REGARDING YOUR DRUG SPEND?

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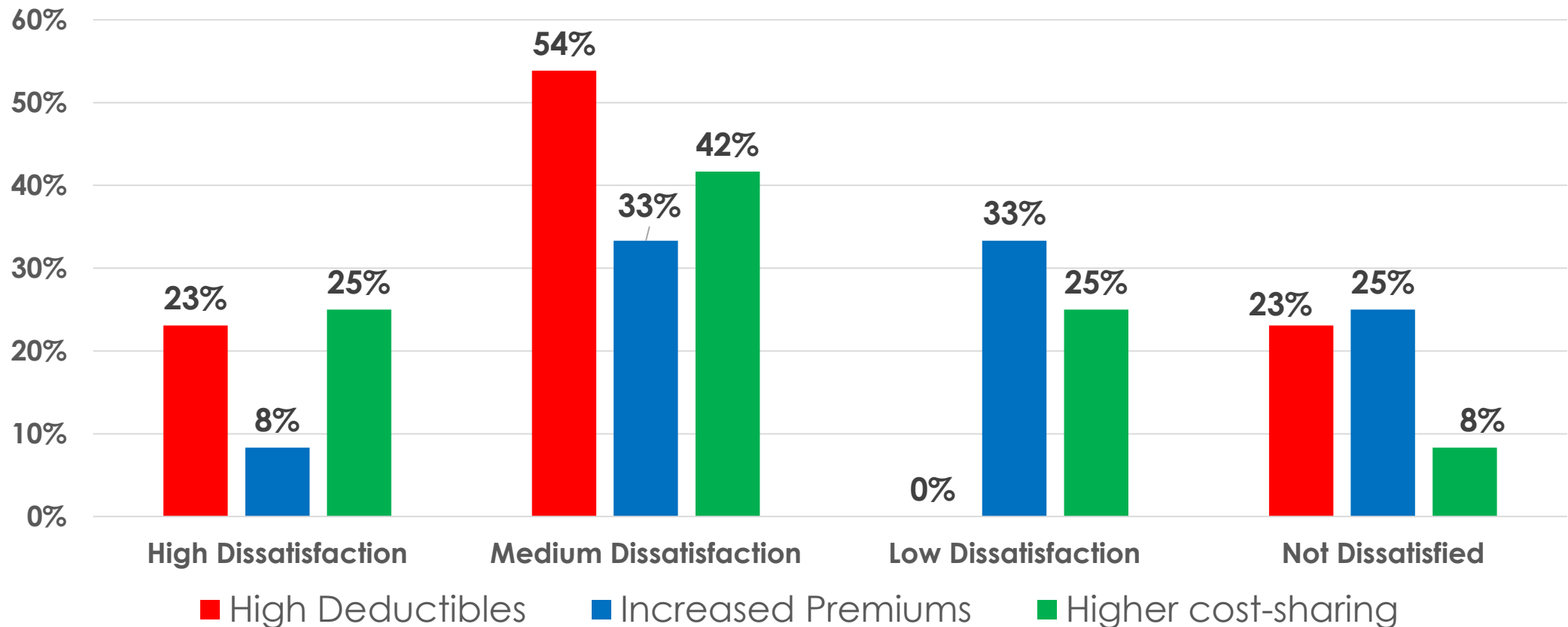
BESIDES COST, WHAT ARE YOUR KEY CHALLENGES WITH MANAGING YOUR DRUG TREND?

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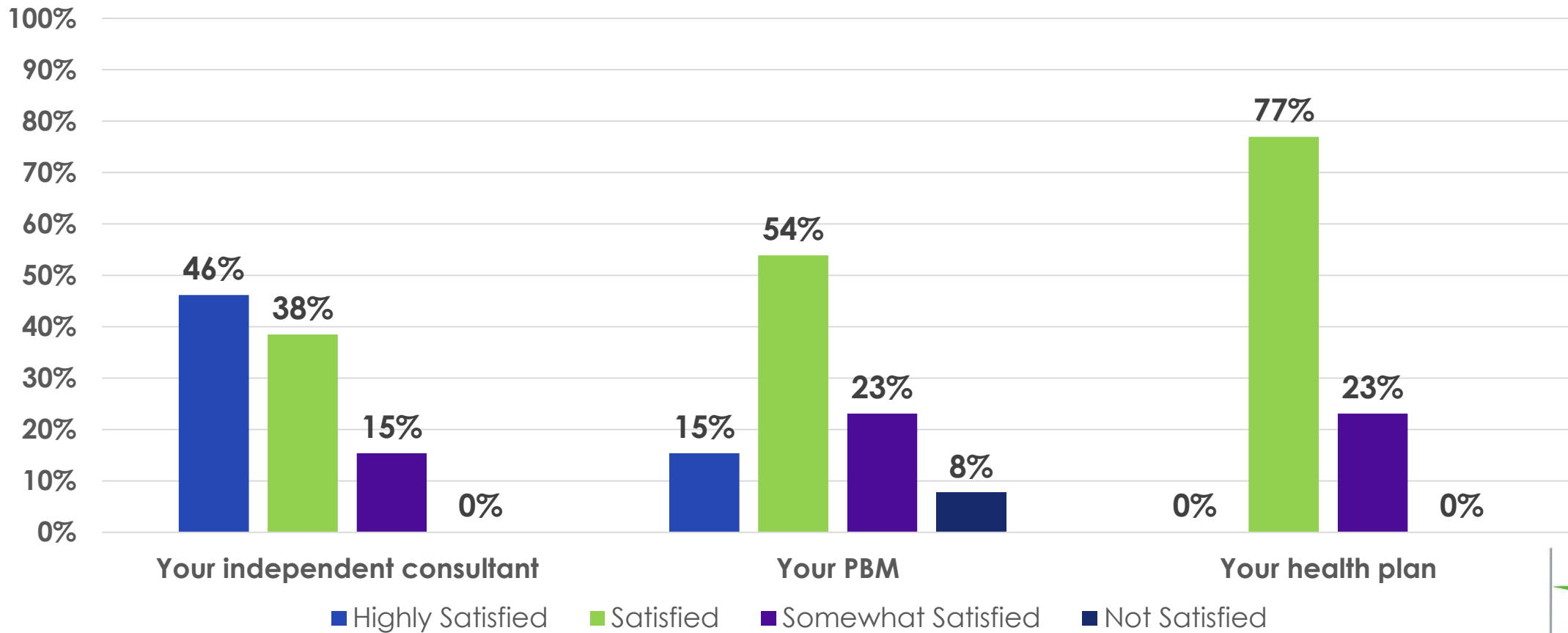
WHICH ELEMENTS OF THE PHARMACY BENEFIT ARE CAUSING THE MOST DISSATISFACTION AMONG EMPLOYEES?

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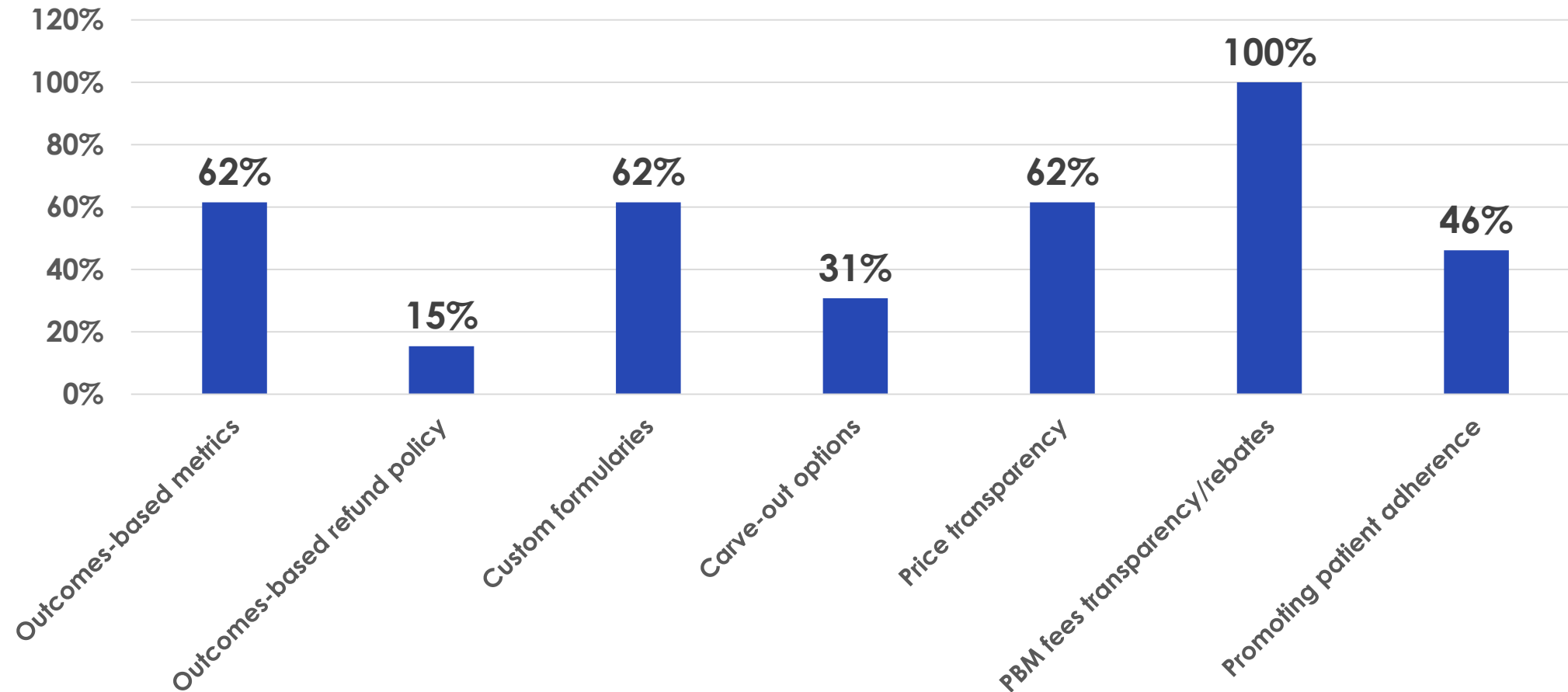
HOW SATISFIED ARE YOU WITH.....

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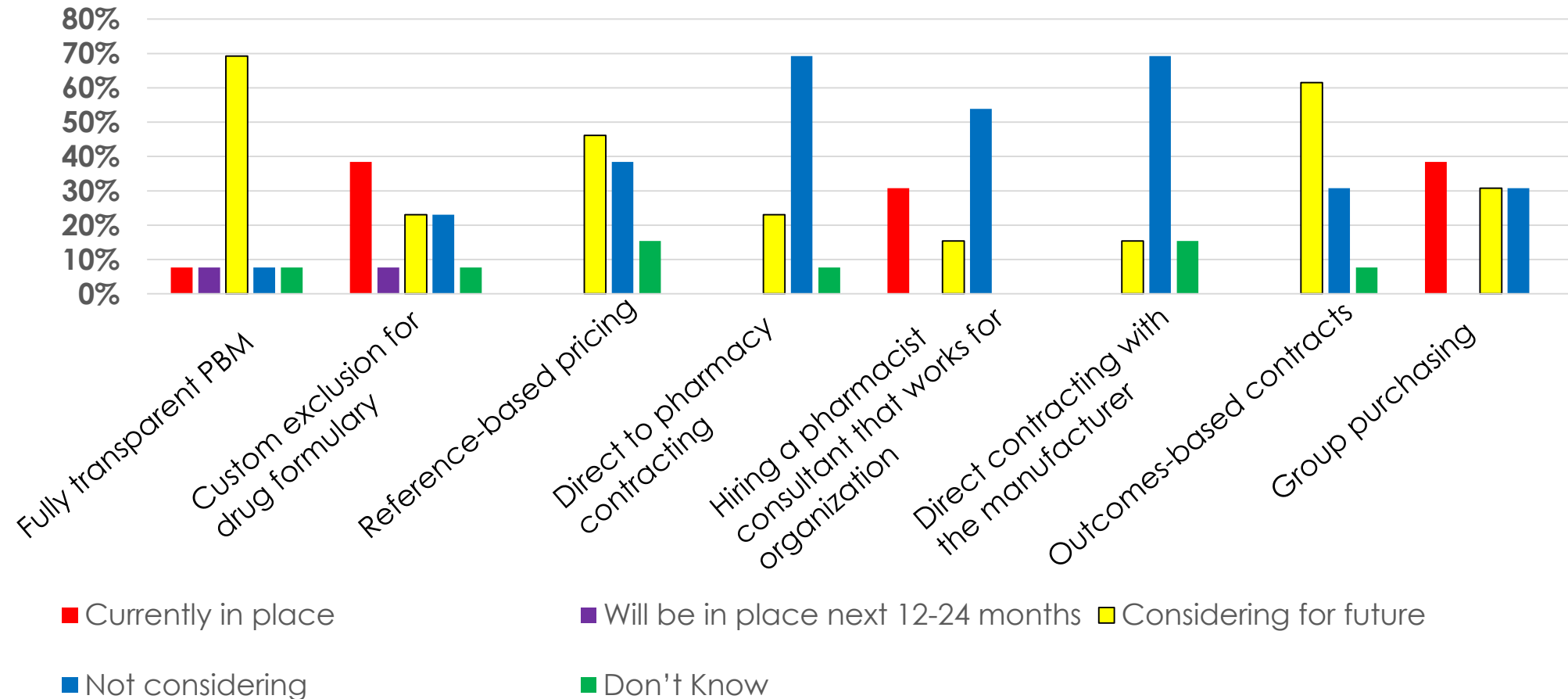
WHAT ARE KEY AREAS YOU INCLUDE WHEN DEVELOPING YOUR CONTRACTS? (MARK ALL THAT APPLY)

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INDICATE WHICH OF THE FOLLOWING STRATEGIES YOU ARE USING TO ADDRESS HIGH COST DRUGS

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OPEN DISCUSSION