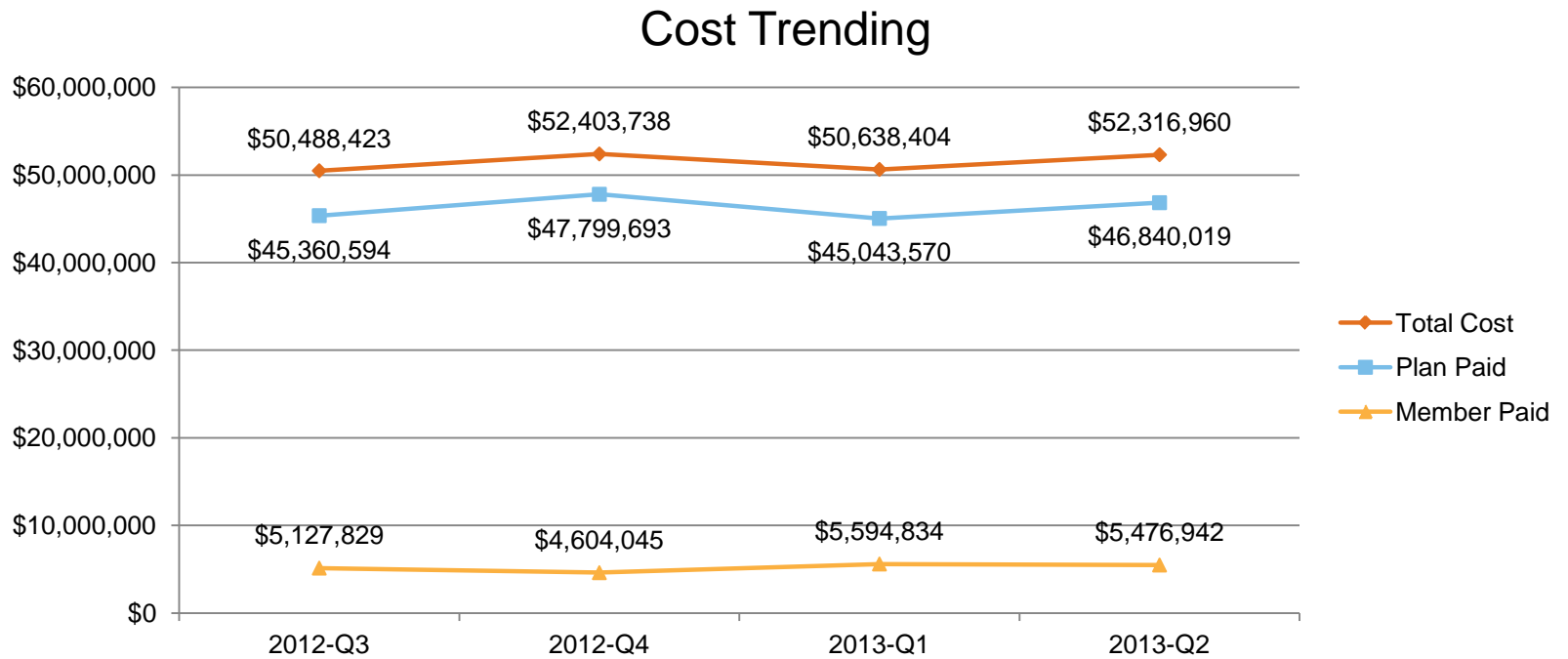


# Summary of Plan Statistics

# Summary of Plan Statistics

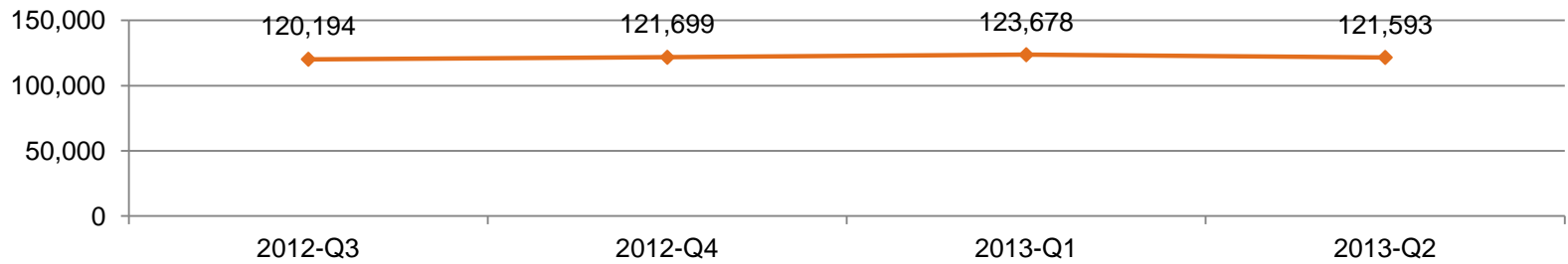
## Cost Trending



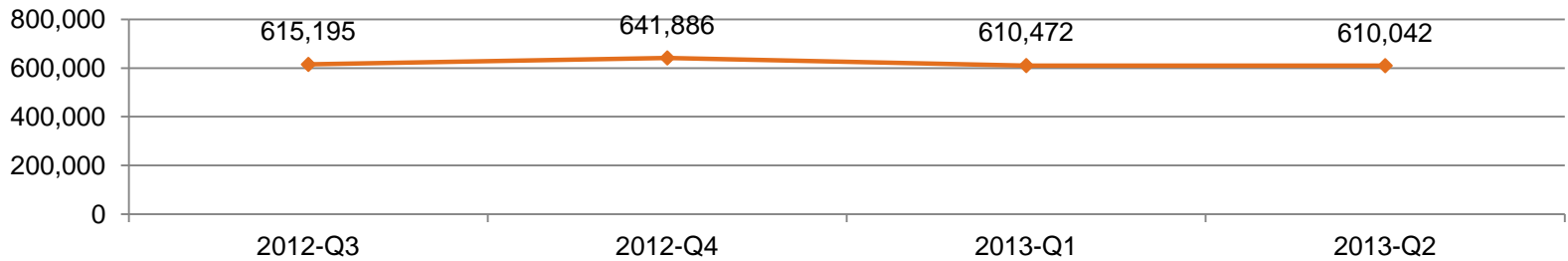
# Summary of Plan Statistics

## *Utilization Trend*

### Utilizing Members



### Scripts Dispensed



# Summary of Plan Statistics

## Member Demographics

Member Age	Member Gender	Eligible Members	Utilizing Members	% of Eligible Members Utilizing	Most Costly Drug Category	Most Utilized Drug Category
0-18	Female	26,614	15,587	58.6%	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	PENICILLINS
0-18	Male	27,881	16,585	59.5%	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS
18-29	Female	23,289	18,074	77.6%	CONTRACEPTIVES	CONTRACEPTIVES
18-29	Male	22,167	10,766	48.6%	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	ANTIDEPRESSANTS
30-49	Female	37,288	30,369	81.4%	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS - MISC.	ANTIDEPRESSANTS
30-49	Male	33,598	21,430	63.8%	ANALGESICS - ANTI-INFLAMMATORY	ANTIDEPRESSANTS
50-64	Female	32,984	28,884	87.6%	ANALGESICS - ANTI-INFLAMMATORY	ANTIDEPRESSANTS
50-64	Male	29,335	24,059	82.0%	ANTHYPERLIPIDEMICS	ANTHYPERLIPIDEMICS
65+	Female	4,063	3,496	86.0%	ANTIDIABETICS	ANTHYPERLIPIDEMICS
65+	Male	4,920	4,296	87.3%	ANTHYPERLIPIDEMICS	ANTHYPERLIPIDEMICS

# Summary of Plan Statistics

## Plan Paid PMPM Trend

2012 PBM TREND COMPARISON - How does ETF compare?						
	ETF	Navitus Gov't BOB	Navitus Comm BOB	ESI**	CVS*	Catamaran***
<b>Total Cost Trend</b>	-3.0%	-0.8%	-1.5%	2.7%	0.1%	2.6%
<i>Without Specialty</i>	-6.3%	5.1%	-6.6%	-1.5%	-3.8%	-1.2%
<i>Specialty Alone*</i>	12.0%	15.7%	18.5%	18.4%	18.3%	21.0%
<b>Total Cost Trend Drivers</b>						
<i>Utilization</i>	-0.3%	-1.0%	-0.4%	0.6%	-0.5%	0.5%
<i>Cost</i>	-3.3%	-1.8%	-1.1%	2.1%	0.6%	2.1%
<i>Member Cost Share %</i>	11.1%	12.2%			23%*	

National average Member Share for 2012 reported by PBMI

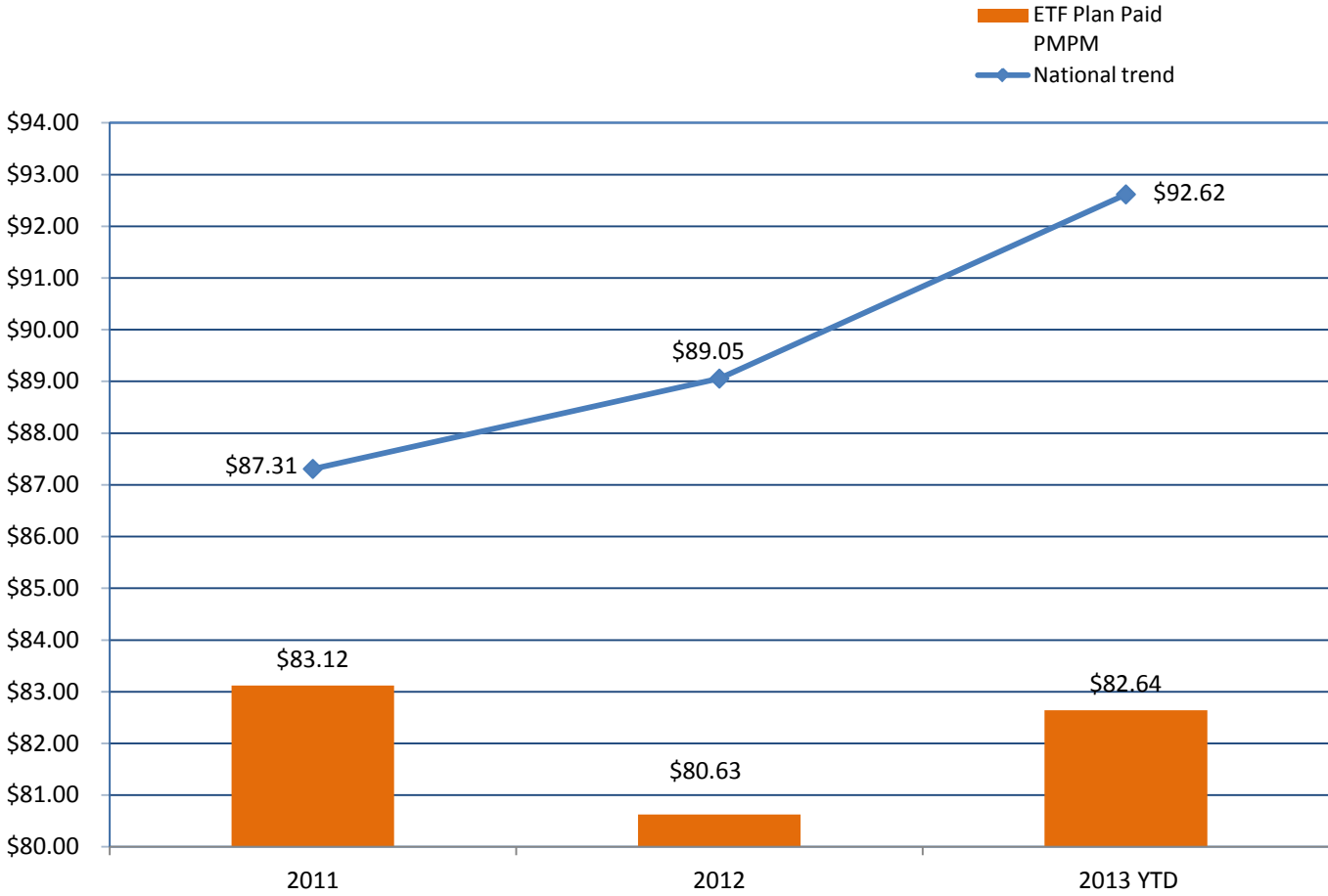
\*CVS Caremark Insights 2013, <http://viewer.zmags.com/publication/dde38afc#/dde38afc/1>

\*\*Express Scripts Drug Trend Report, <http://www.drugtrendreport.com/>

\*\*\*Catamaran Informed Trends 2013 Report, <https://trendreport.catamaranrx.com/>

# Summary of Plan Statistics

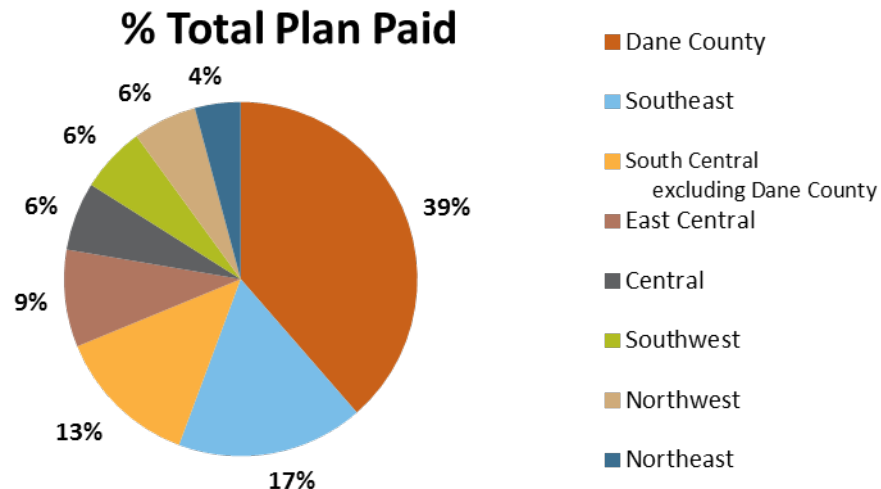
## *Plan Paid PMPM Trend*



# Summary of Plan Statistics

## Wisconsin Members Breakdown – by Region

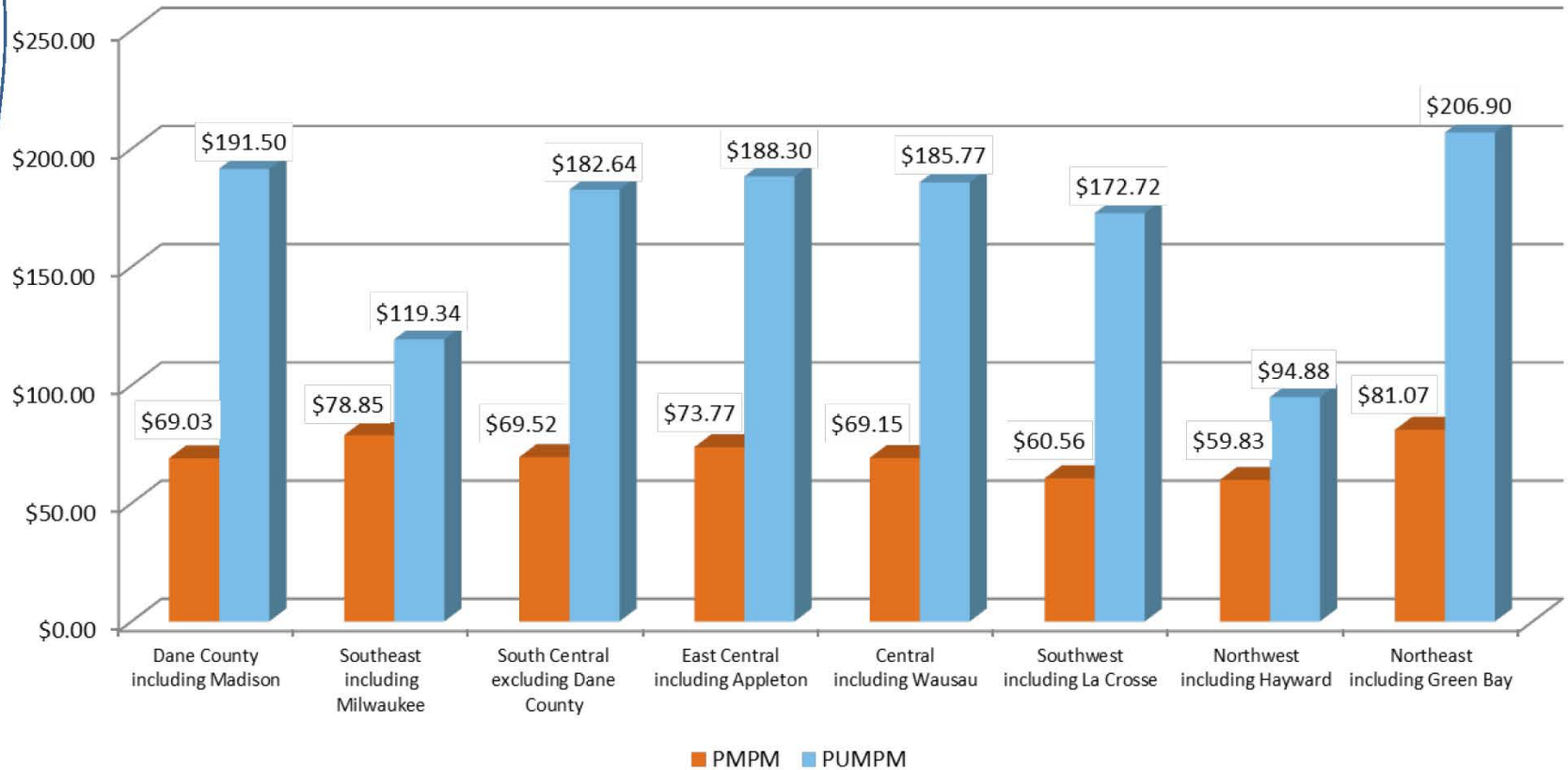
Region	Total Plan Paid	Total Member Paid	# of Scripts	Utilizing Members
Dane County <i>including Madison</i>	\$70,060,185	\$7,687,748	913,223	65,865
Southeast <i>including Milwaukee</i>	\$31,047,687	\$3,462,955	391,066	26,204
South Central <i>excluding Dane County &amp; Madison</i>	\$23,808,514	\$2,740,311	336,065	23,118
East Central <i>including Appleton</i>	\$16,121,532	\$1,791,803	218,979	14,677
Central <i>including Wausau</i>	\$11,374,584	\$1,326,492	158,020	10,864
Southwest <i>including La Crosse</i>	\$10,922,506	\$1,243,954	157,728	11,496
Northwest <i>including Hayward</i>	\$10,639,889	\$1,295,106	159,895	11,328
Northeast <i>including Green Bay</i>	\$7,599,817	\$810,156	96,493	6,205
<b>Total</b>	<b>\$181,574,713</b>	<b>\$20,358,525</b>	<b>2,431,469</b>	<b>169,757</b>



# Summary of Plan Statistics

## *Wisconsin Members Breakdown – by Region*

**PMPM & PUMPM per Region**





# Drug Utilization Review

# Summary of Plan Statistics

## Generic vs. Brand Costs

ETF vs. Commercial BOB (w/o ETF) vs. Gov't BOB (w/o ETF)

ETF Comm Generic	Avg Plan Paid	Avg Member Paid	% Member Paid
	\$19.16	\$5.87	23.45%
ETF Comm Brand	Avg Plan Paid	Avg Member Paid	% Member Paid
	\$279.56	\$17.72	5.95%

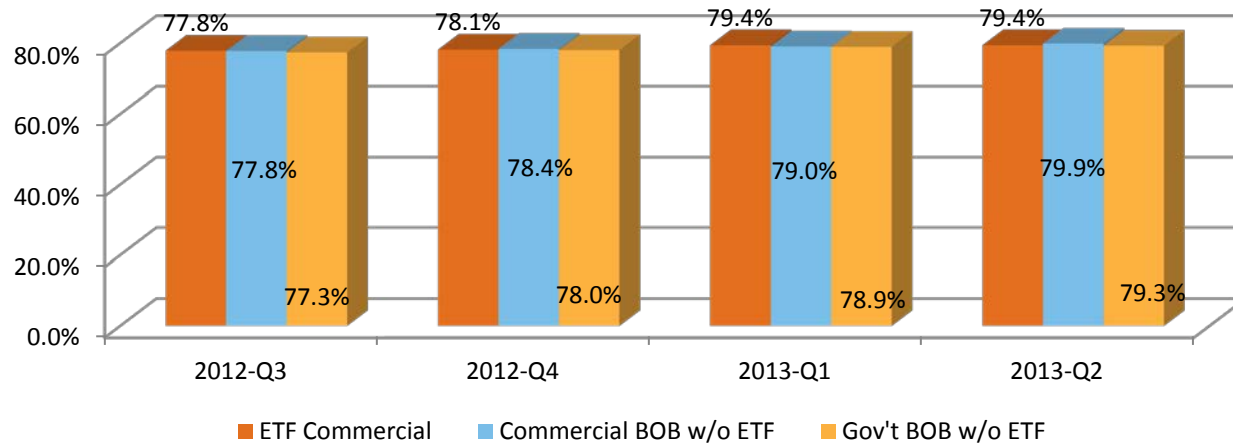
Comm BOB w/o ETF Generic	Avg Plan Paid	Avg Member Paid	% Member Paid
	\$18.13	\$7.08	28.04%
Comm BOB w/o ETF Brand	Avg Plan Paid	Avg Member Paid	% Member Paid
	\$276.66	\$25.30	8.35%

Gov't BOB w/o ETF Generic	Avg Plan Paid	Avg Member Paid	% Member Paid
	\$19.28	\$9.23	32.34%
Gov't BOB w/o ETF Brand	Avg Plan Paid	Avg Member Paid	% Member Paid
	\$342.97	\$24.49	6.66%

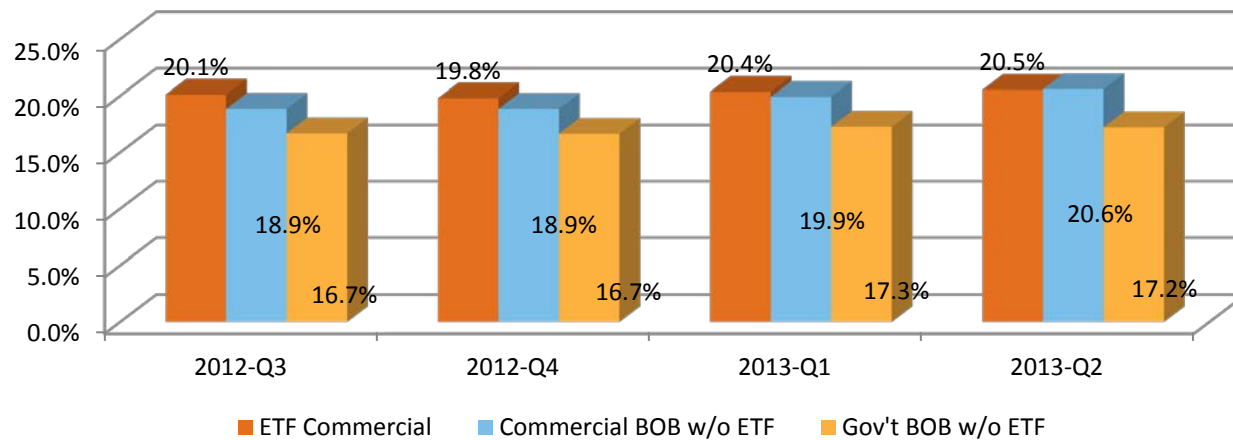
# Generic Utilization Rate

*ETF vs. Commercial BOB (w/o ETF) vs. Gov't BOB (w/o ETF)*

### Generic Utilization Rate



### Generic % of Spend

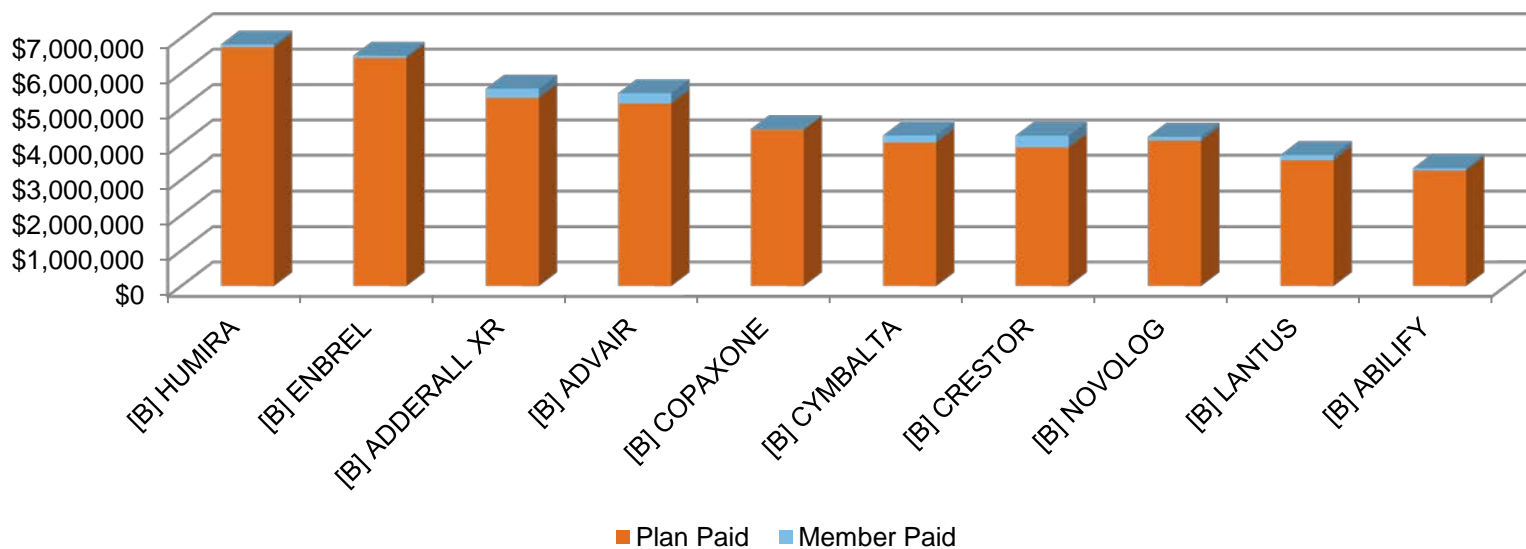


# Drug Utilization Review

## Top Ten Drugs by Total Cost

Drug Name	Therapeutic Category	Plan Paid	Member Paid	Member Paid	Total Cost
[B] HUMIRA	ANALGESICS - ANTI-INFLAMMATORY	\$6,734,487	\$78,250	1.2%	\$6,812,737
[B] ENBREL	ANALGESICS - ANTI-INFLAMMATORY	\$6,432,651	\$64,625	1.0%	\$6,497,276
[B] ADDERALL XR	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	\$5,306,779	\$256,997	4.8%	\$5,563,776
[B] ADVAIR	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	\$5,141,749	\$296,428	5.8%	\$5,438,177
[B] COPAXONE	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS - MISC.	\$4,400,280	\$16,974	0.4%	\$4,417,254
[B] CYMBALTA	ANTIDEPRESSANTS	\$4,038,364	\$201,550	5.0%	\$4,239,913
[B] CRESTOR	ANTIHYPERLIPIDEMICS	\$3,902,557	\$332,032	8.5%	\$4,234,589
[B] NOVOLOG	ANTIDIABETICS	\$4,092,740	\$108,375	2.6%	\$4,201,115
[B] LANTUS	ANTIDIABETICS	\$3,551,400	\$134,080	3.8%	\$3,685,480
[B] ABILIFY	ANTIPSYCHOTICS/ANTIMANIC AGENTS	\$3,264,282	\$62,955	1.9%	\$3,327,237

Top 10 Drugs by Total Cost

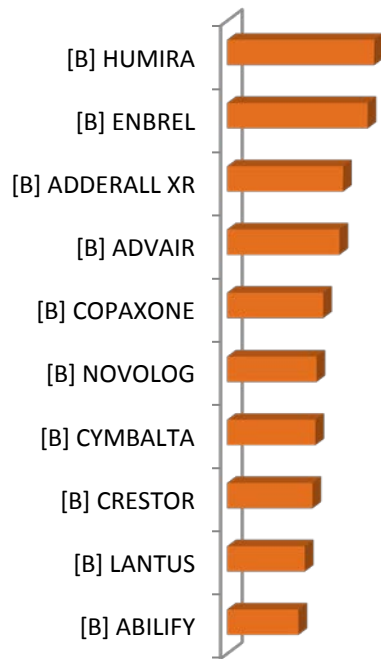


# Drug Utilization Review

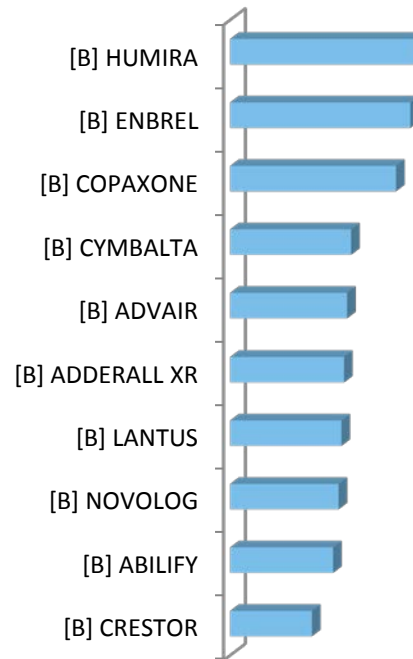
## Top Ten Drugs by Plan Paid

ETF vs. Commercial BOB (w/o ETF) vs. Gov't BOB (w/o ETF)

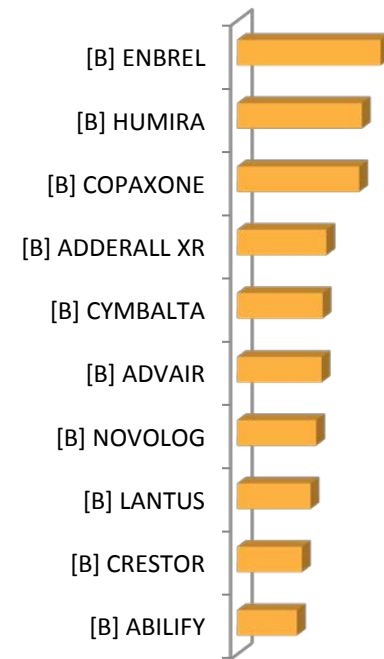
ETF Commercial  
Top 10 Drugs by  
Plan Paid



Commercial BOB  
w/o ETF Top 10  
Drugs by Plan Paid



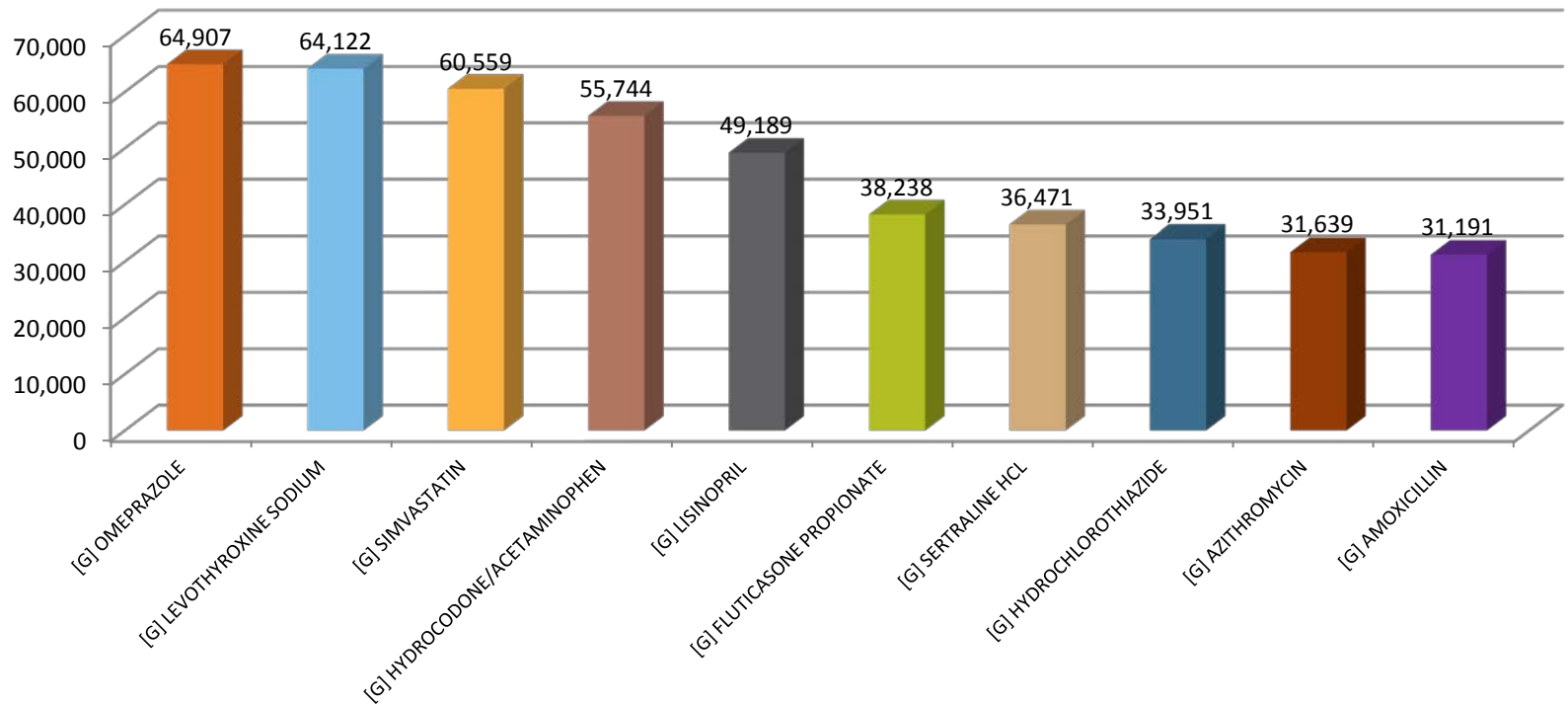
Gov't BOB w/o ETF  
Top 10 Drugs by  
Plan Paid



# Drug Utilization Review

## Top Ten Drugs by Script Count

Top 10 Drugs by Script Count

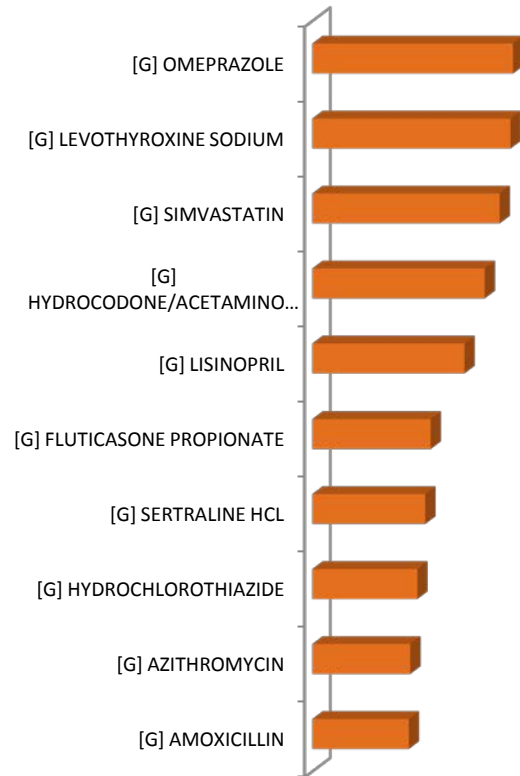


# Drug Utilization Review

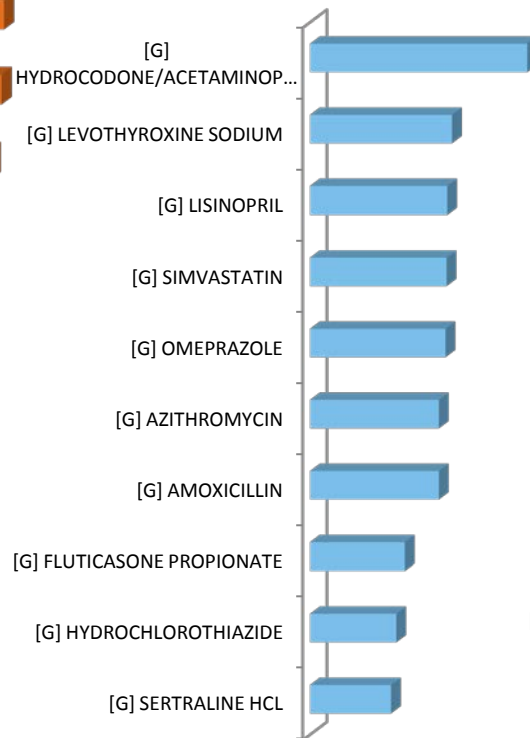
## Top Ten Drugs by Script Count

ETF vs. Commercial BOB (w/o ETF) vs. Gov't BOB (w/o ETF)

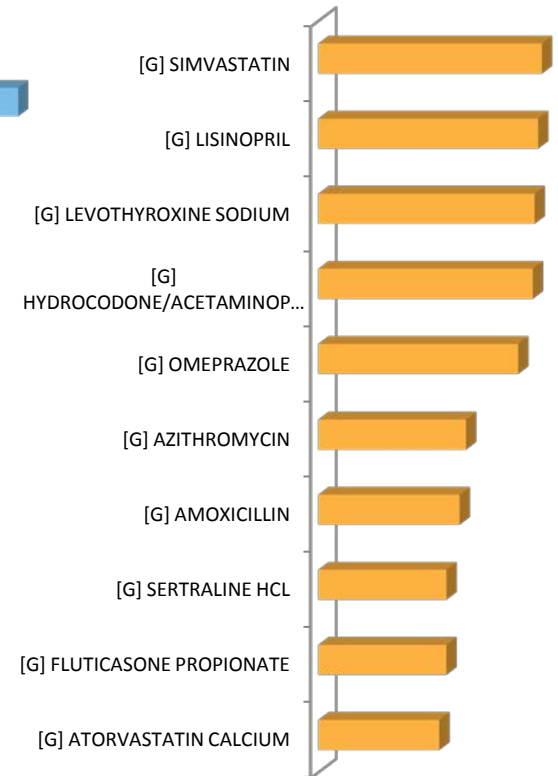
ETF Commercial Top 10  
Drugs by Script Count



Commercial BOB w/o ETF  
Top 10 Drugs by Script  
Count



Gov't BOB w/o ETF Top 10  
Drugs by Script Count



# Specialty Drug Program





# Drug Utilization Review

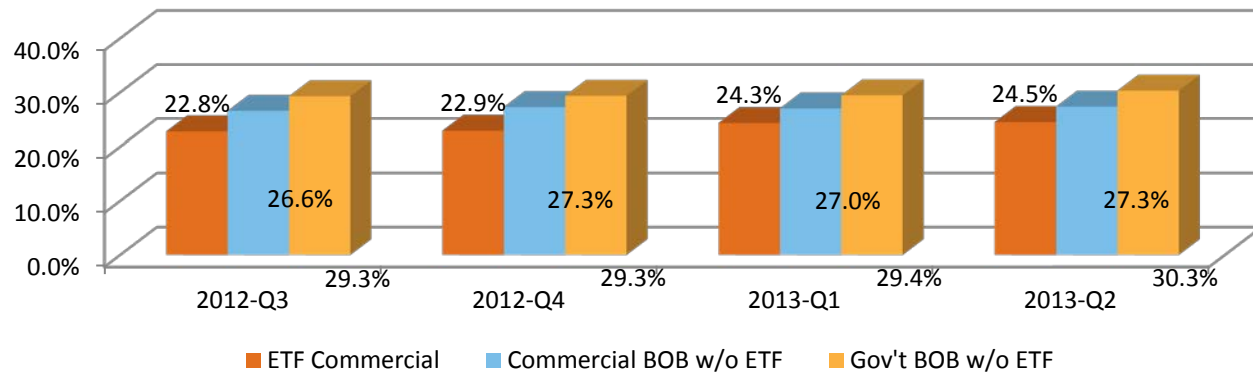
## *Navitus Specialty Rx*

	# of Members Utilizing Specialty Drugs	# of Specialty Scripts	Plan Paid for Specialty	% Total of Specialty Plan Paid	% of Total Specialty Scripts
2012-Q3	1,653	4,702	\$10,326,183	22.76%	0.76%
2012-Q4	1,669	4,981	\$10,936,297	22.88%	0.78%
2013-Q1	1,740	4,737	\$10,949,281	24.31%	0.78%
2013-Q2	1,759	4,902	\$11,466,611	24.48%	0.80%
<b>Totals</b>	<b>2,647</b>	<b>19,322</b>	<b>\$43,678,372</b>	<b>23.60%</b>	<b>0.78%</b>

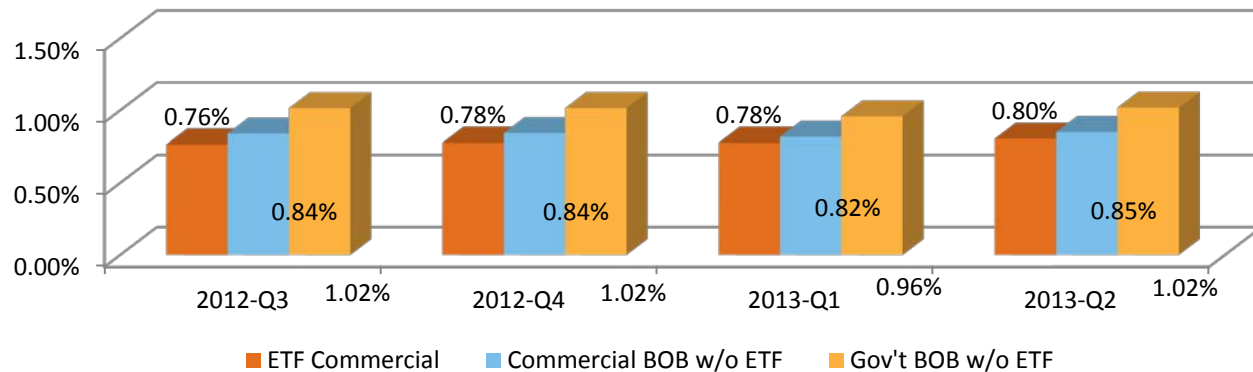
# Specialty Plan Paid Compare

*ETF vs. Commercial BOB (w/o ETF) vs. Gov't BOB (w/o ETF)*

### Specialty % of Total Plan Paid



### Specialty % of Total Scripts

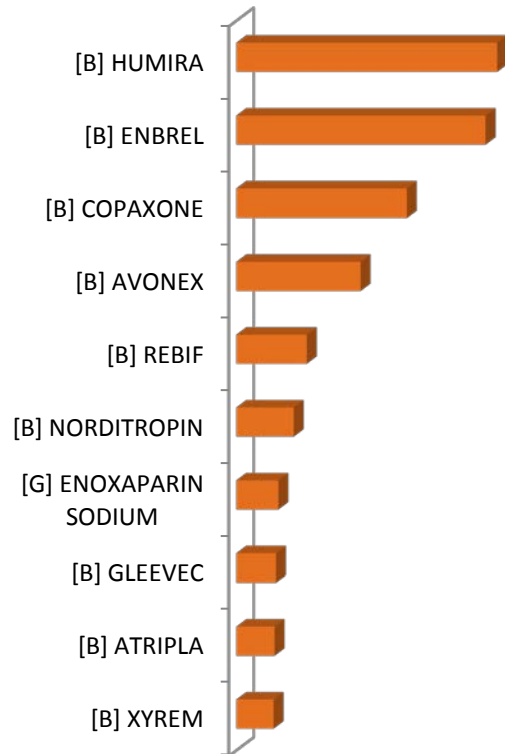


# Drug Utilization Review

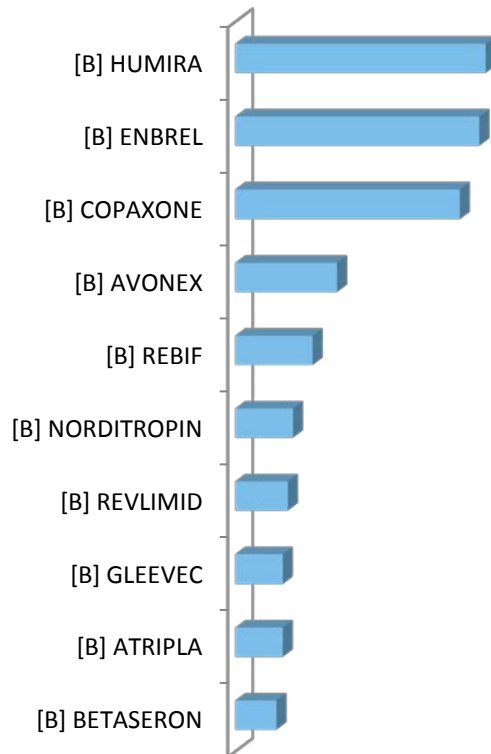
## Top Ten Specialty Drugs by Plan Paid

ETF vs. Commercial BOB (w/o ETF) vs. Gov't BOB (w/o ETF)

ETF Commercial Top 10 Specialty Drugs by Plan Paid



Commercial BOB w/o ETF Top 10 Specialty Drugs by Plan Paid



Gov't BOB w/o ETF Top 10 Specialty Drugs by Plan Paid

