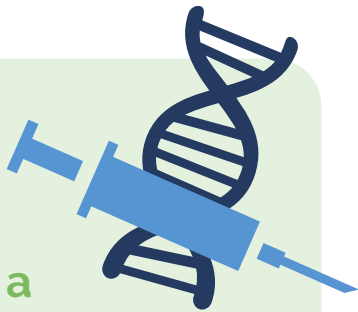


PBM Management of Specialty Drugs

What is a specialty drug?

A specialty drug possesses any number of these common attributes:¹

- ✓ Prescribed for a person with a complex or chronic medical condition
- ✓ Treats rare or orphan diseases
- ✓ Requires advanced patient education, adherence, and support
- ✓ Is oral, injectable, inhalable, or infusible
- ✓ Has a high monthly cost
- ✓ Has unique storage or shipment requirements
- ✓ Is not stocked at a majority of retail pharmacies



What are specialty pharmacies?

- ➔ Payer-aligned specialty pharmacies have the **technology and clinical expertise** to enhance the safety, quality, and affordability of care for patients receiving specialty medications
- ➔ Pharmacists and clinicians at specialty pharmacies offer support to patients with complex medical conditions, such as:
 - Blood disorders
 - Cancer
 - Crohn's disease
 - HIV/AIDS
 - Infertility
 - Multiple sclerosis
 - Rheumatoid arthritis
 - Among others

Specialty pharmacies play an important role in patient care. They provide:



24/7 access to specially trained pharmacists and clinicians



Physician consultations to address patient side effects, adverse reactions, and non-adherence



Patient care management services to ensure patient safety



Data analytics that drive better patient outcomes

¹ sPCMA, *The Management of Specialty Drugs*. (2016).

Specialty drug benefit design and management

PBMs have developed key strategies to maintain access to high-quality care while ensuring that money spent on specialty drugs is not wasted:

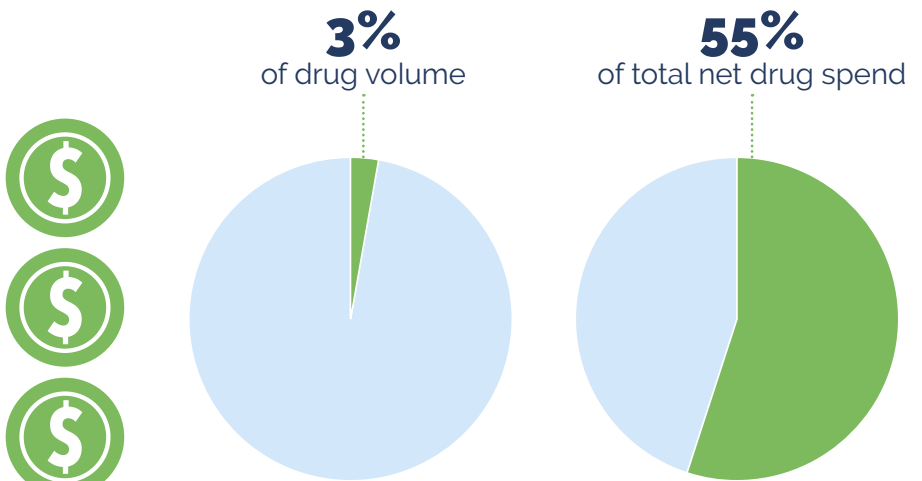
- ✔ Negotiating rebates from drug manufacturers
- ✔ Creating high-quality preferred networks
- ✔ Offering more affordable pharmacy channels, such as home delivery and specialty pharmacies
- ✔ Optimizing appropriate sites of care
- ✔ Encouraging use of the highest-value drug options
- ✔ Reducing waste and improving adherence

Effective management is needed

In 2021, **8 of 10** top selling drugs in America were specialty drugs.²



In 2021, specialty drugs accounted for only **3%** of drug volume, but **55%** of total net drug spending.³



Compared to traditional retail drugstores, specialty pharmacies offer deeper discounts and enhanced services to employers and consumers. Specialty pharmacies and PBMs will

save an estimated \$545 billion

over the 10-year period 2023–2032.⁴



² IMAK, *America's Top Selling Drugs*.

³ IQVIA, *The Use of Medicines in the U.S. 2022*. (April 2022).

⁴ Visanate, *Pharmacy Benefit Managers (PBMs): Generating Savings for Plan Sponsors and Consumers*. (January 2023).

ABOUT PCMA

PCMA is the national association representing America's pharmacy benefit managers (PBMs). PBMs administer prescription drug plans for more than 275 million Americans who have health insurance from a variety of sponsors including: commercial health plans, self-insured employer plans, union plans, Medicare Part D plans, the Federal Employees Health Benefits Program (FEHBP), state government employee plans, Medicaid plans, and others.