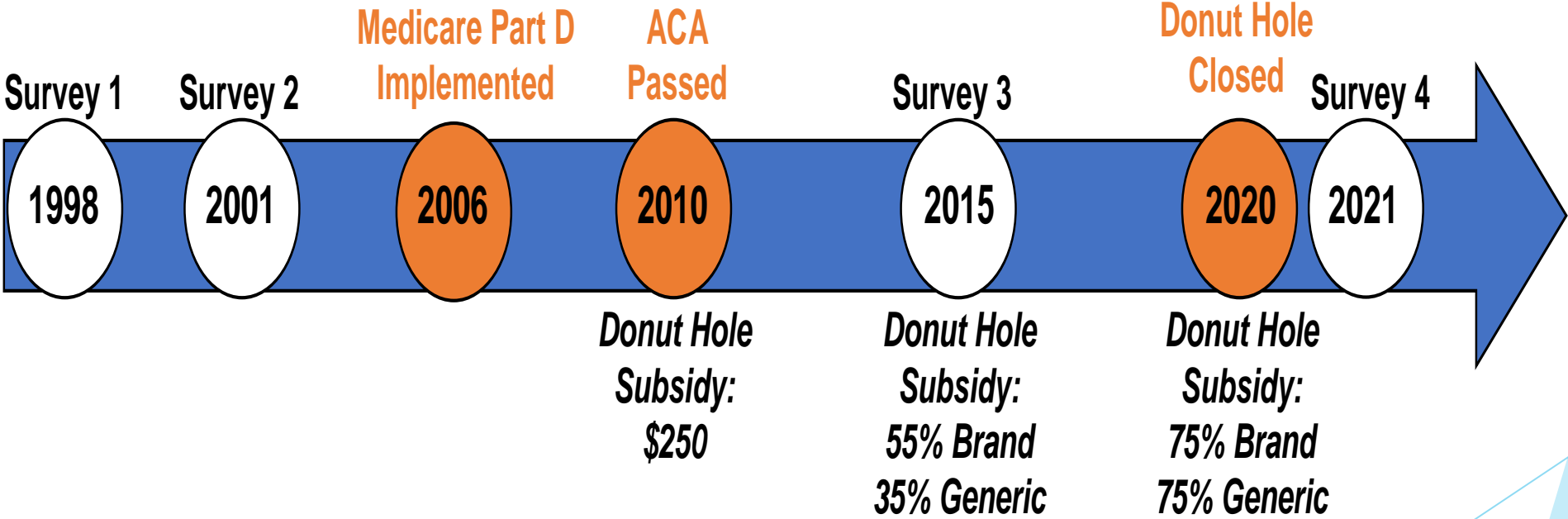


Deskside Briefing: Drug Prices Patients Rising Summer Learning Series

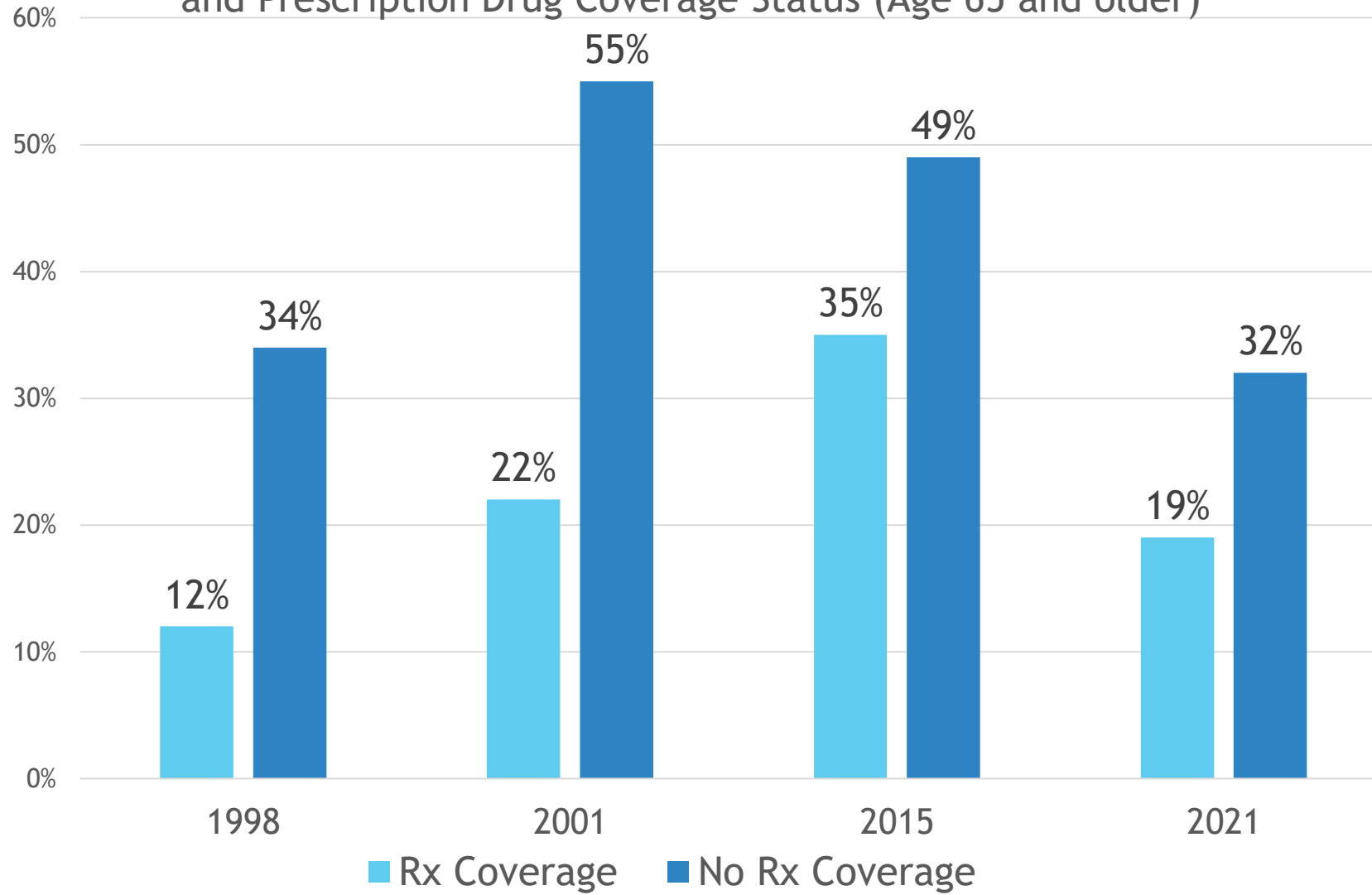
What is Happening at the Pharmacy Level for Patients
July 19, 2021

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Legislative and National Consumer Survey Timeline



Proportion (%) Reporting Financial Hardship by Year of Survey and Prescription Drug Coverage Status (Age 65 and older)



Risk for Financial Hardship from Purchasing Prescription Drugs (Logistic Regression Analysis, 2021 data)

- ▶ No Prescription Drug Insurance
- ▶ Household Income < \$20,000 per year
- ▶ Taking more than five (5) Rx medicines per day

Prescription Discount Card Businesses (e.g. GoodRx)

- ▶ 70% who used GoodRx already had Commercial or Medicare insurance.
- ▶ The business model leverages misaligned incentives baked into the U.S. pricing, reimbursement, and dispensing system.
- ▶ Discount cards are adjudicated by a PBM which shares a portion of its fee with the discount card vendor that directed the patient to the pharmacy.
- ▶ In 2020, Navitus (owned by SSM Health and Costco), MedImpact, and Express Scripts (owned by Cigna) accounted for 42% of GoodRx's revenues.
- ▶ In 2020, GoodRx collected \$488.3 million in fees, up by 34% from the previous year.
- ▶ GoodRx co-founder Doug Hirsch once said: "A company like ours should not have to exist."

Source: Drug Channels, Posted by Adam J. Fein, Ph.D. on Wednesday, June 23, 2021
<https://www.drugchannels.net/2021/06/how-goodrxs-rapid-growth-creates.html>

**2021 NATIONAL CONSUMER SURVEY ON
MEDICATION EXPERIENCES AND PHARMACISTS' ROLES**



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