

Resources for pharmacy program members

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Visit our pharmacy webpage for web-based resources and the latest updates

Log into My Dashboard on our website to access

Contact us at PharmacyQuestions@vizientinc.com

SCAN ME

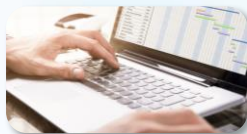


We are here to help



Pharmacy Solutions

Sourcing, clinical and ambulatory support



Analytics

Drug spend and clinical analytics platform



Consulting Services

Operations, ambulatory, 340B, clinical



Aggregation Groups

Pharmacy group purchasing and oncology network



Pharmacy Market Outlook Summer 2024

*Keeping you at the forefront
of drug price projections
and market developments*

Vizient Pharmacy Solutions
July 31, 2024

vizient.[®]

Housekeeping

- This call is being **recorded**
- Because of the large number of participants, all lines will be kept in **listen-only mode**
- **Questions** will be managed through the Q & A box



Access & download

Visit the Pharmacy Market Outlook webpage to access and download the report and other resources

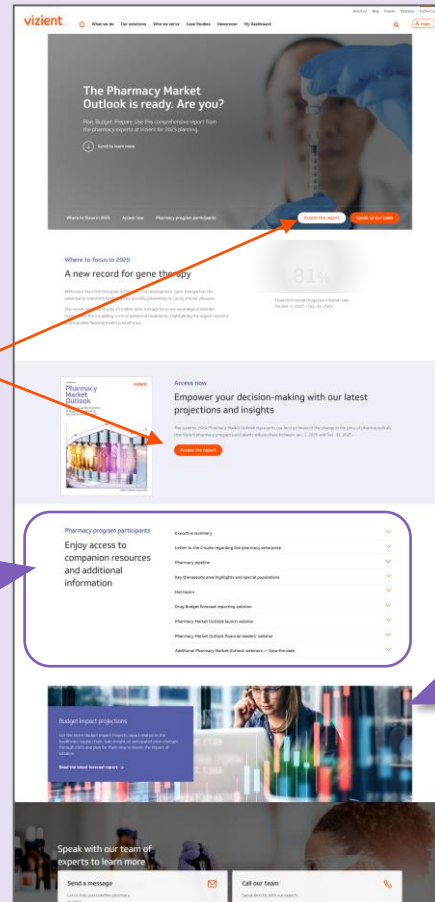


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Click on
the
'Access
the report'
button



Pharmacy program participants
Access additional
resources



Access the latest
**Budget Impact
Projections report**



Insights on anticipated
price changes through
2025 related to the
healthcare supply chain

Additional resources

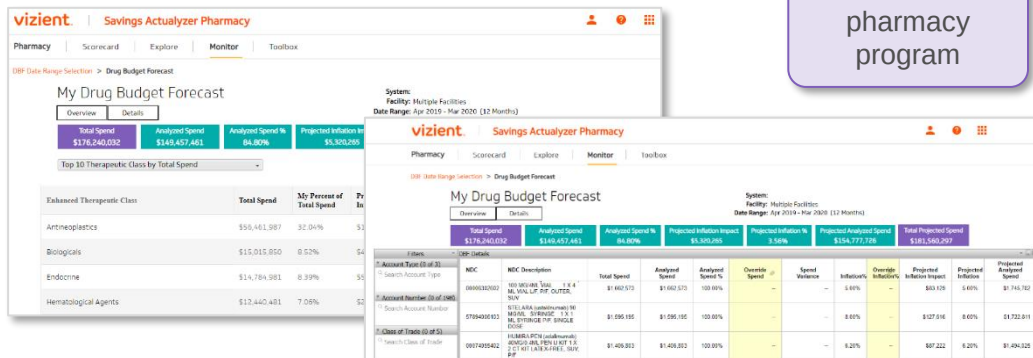
Drug Budget Forecast

Available through **Vizient Pharmacy Analytics**, accessible through the Pharmacy Portal from your Dashboard

Personalizes the projections with your own spend data

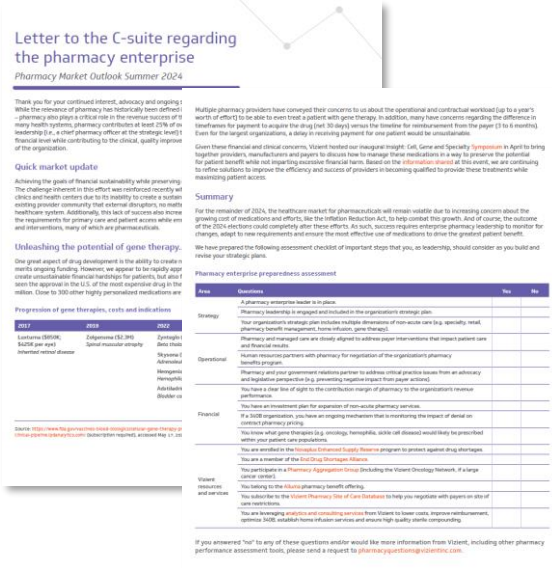
- High level projection analysis and overview
- Detailed report with data filters and dynamic fields
- Editable within portal and exportable

Available to all organizations that participate in the Vizient pharmacy program



Letter to the C-suite

Describes the most consequential issues confronting pharmacy



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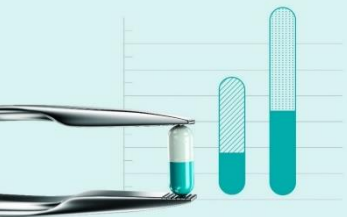
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Tune in!

Find more information on
vizientinc.com/PharmacySolutions

Webinar for financial leaders

An exclusive perspective
designed for financial leaders

Wednesday, Aug. 28 – 1:00 p.m. CT

Special guest presenter:

Jordan Dow, PharmD, MS, FACHE

Vice President and Chief Pharmacy Officer,
Froedtert & Medical College of Wisconsin

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now



Expert insights webinars

Discussion on hot topics from
the Outlook

Wednesdays, 1:00 p.m. CT

High-impact pipeline:
Products and prices

Sept. 25



SCAN ME

Taking a BiTE
out of CAR-T

Oct. 30



Today's presenters



Amanda Frick,
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Jeni Hayes,
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Methodology and overall numbers

Price projection methodology overview

Based on Vizient pharmacy program participant data

- Projections 6 to 18 months forward; for price only
- Overall summary, therapeutic class, generic
- Query purchase and price history of member facilities
 - Inclusions: All classes of trade
 - Exclusions: 340B, direct purchases, nondrug purchases
- Determine top 85% of products, based on aggregate spend
- Team makes projections at national drug code (NDC) level
 - Contract products and noncontract products from contract manufacturers: assigned to portfolio executives
 - Other noncontract products: outside data sources



Top

85%

of pharmaceutical
purchases

Overview by the numbers

	Jan. 2024	July 2024
# NDCs initial data pull	57,958	56,779
# NDCs without exclusions	32,821	35,946
# NDCs in top 85%	1,274	1,265
Highest projected Inflation	20% (iohexol & sodium phosphate)	30% (indocyanine green)
Greatest projected deflation	-69% (IV acetaminophen)	-40% (budesonide/formoterol fumarate)

NDCs for both editions

# NDCs in both editions	1,126 (89%)
# NDCs no longer in top 85%	148
# NDCs new to top 85%	139

Projected drug price inflation

January 1 through December 31, 2025

3.81%

Projected overall drug
price inflation rate

Projected rate is almost same as winter 2024 projection of 3.80%

Factors driving increasing inflation

- An increase in specialty and ultra-expensive medications
- Additional indications granted for previously approved medications
- Previously approved products with higher-than-customary price increases
- Payer restrictions influencing site of care and class of trade implications



New in this edition

- Updated and enhanced biosimilar chart
- Estimated launch WAC prices for upcoming high-impact drug approvals
- Expanded and revised therapeutic areas
 - Cardiopulmonary diseases
 - Endocrine and metabolic diseases
 - Hematological agents

Overview for summer 2024

Pipeline, new and noteworthy approvals

Biosimilar update

High cost of advanced therapies

Top drug spend and projected inflation

Therapeutic area highlights



Projected timeline and approvals

Autoimmune and inflammatory diseases

Q4	Garadacimab Once-monthly SubQ factor X1a inhibitor for prophylactic treatment of HAE (self-admin.) Estimated WAC: \$550k to \$650k	2H	Lebrikizumab SubQ IL-13 antagonist for the treatment of moderate-to-severe AD Estimated WAC: \$30k to \$50k	08/14	Nemolizumab First in class SubQ IL-31 antagonist for the treatment of moderate-to-severe prurigo nodularis and AD Estimated WAC: \$50k to \$65k
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Cardiopulmonary diseases

12/28	Vicagrel Novel oral irreversible P2Y12 receptor antagonist, designed to overcome limitations of clopidogrel; treatment of ACS, ischemic stroke and PAD Estimated WAC: \$5k to \$7k
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Endocrine and metabolic diseases

12/20	Glepaglutide Once-weekly SubQ GLP-2 analog for the treatment of adults with SBS (self-admin.) Estimated WAC: \$550k to \$700k	10/21	Ocreotide (Oclaiz) Once-monthly SubQ inj. for the treatment of acromegaly (self-admin.) Estimated WAC: \$100k to \$150k	08/14
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Hematological diseases

Q4	Marstacimab Once-weekly SubQ anti-TFPI with flat-dosing for prophylactic treatment of hemophilia A or B (self-admin.) Estimated WAC: \$625k to \$1M
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Neurology

09/13	Ocrelizumab-hyaluronidase (Ocrevus SC) Anti-CD20 antibody used in relapsing or primary progressive MS; SubQ formulation of already approved IV Ocrevus Estimated WAC: \$75k to \$100k
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Oncology

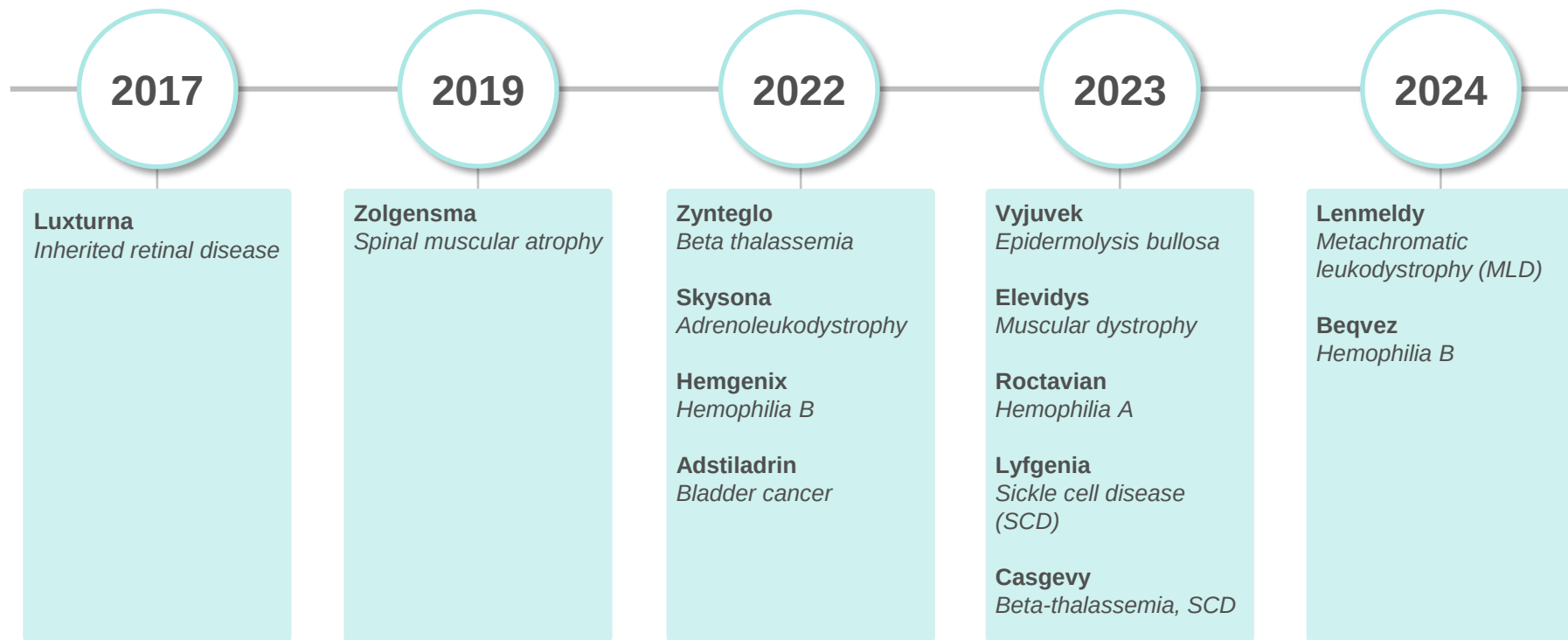
08/04	Afamitresgene autoleucel (Afami-cel) One-time IV TCR therapy for adults with advanced synovial sarcoma Estimated WAC: \$400k to \$600k (single dose)	12/28	Ensartinib Oral ALK inhibitor for first-line treatment of NSCLC Estimated WAC: \$250k to \$350k	09/26	Revumenib First-in-class oral menin inhibitor for the treatment of R/R KMT2A-rearranged ALL Estimated WAC: \$350k to \$500k
09/15	Atezolizumab-hyaluronidase (Tecentriq SC) PD-L1 inhibitor used in ASPS, HCC, melanoma, NSCLC and SCLC; SubQ formulation of already approved IV Tecentriq Estimated WAC: \$170k to \$230k	11/27	Inavolisib Oral PI3Ka inhibitor for first-line treatment of advanced PIK3CA-mutated, HR-positive, HER-2 negative breast cancer Estimated WAC: \$265k to \$390k	Q1	Tabelecleucel (Tab-cel) Off-the-shelf allogeneic T-cell immunotherapy for R/R EBV+ PTLD Estimated WAC: \$300k to \$500k
08/28	Axatilimab Oral anti-CD30 antibody for the treatment of R/R DLBCL	Q4	Lazertinib (Leclaza) Oral, third gen. EGFR TKI for the first-line treatment of patients with EGFR-mutated NSCLC Estimated WAC: \$100k to \$250k	08/20	Vorasidenib Once-daily oral monotherapy; dual IDH-1/2 inhibitor for the treatment of IDH-mutant diffuse glioma Estimated WAC: \$250k to \$350k

Estimated WAC prices denote annual prices unless otherwise specified (e.g., single dose). These predictions were made based on research into market baskets for similar therapeutic treatment options and disease states as well as historical pricing behavior. These are approximations only and not intended to be construed as confirmed launch prices.

New and noteworthy approvals

Autoimmune and inflammatory diseases		
Oral	Budesonide (Eohilla) First FDA-approved oral treatment option for EoE in patients 11 and older MOA: Corticosteroid Indications: Eosinophilic esophagitis (EoE)	
Cardiopulmonary diseases		
Oral	Aprocitentan (Tryvio) First oral antihypertensive with novel therapeutic pathway approved in decades MOA: Endothelin receptor antagonist Indications: Resistant hypertension	Sub Q
	Sotatercept-csrk (M) First-in-class treatment pathway responsible underlying PAH MOA: Activin signaling Indications: Pulmonary arterial hypertension (PAH)	
Endocrine and metabolic diseases		
Oral	Elafibranor (Iqirvo) Second-line treatment for PBC MOA: Dual PPAR α , δ agonist Indications: Primary biliary cholangitis (PBC)	Oral
	Resmetirom (Rezdiffa) First drug approved for treatment of non-alcoholic fatty liver disease (NAFLD) MOA: Thyroid hormone receptor agonist Indications: Non-alcoholic fatty liver disease (NAFLD)	
Genetic disorders		
IV	Atidarsagene autotemcel (Lenmeldy) First gene therapy and approved treatment option for MLD MOA: Gene therapy Indications: Metachromatic leukodystrophy (MLD)	Oral
	Givinostat hydrochloride (Duvyztat) First nonsteroidal drug approved to treat patients with all genetic variants of DMD MOA: Histone deacetylase (HDAC) inhibitor Indications: Duchenne muscular dystrophy (DMD)	Oral
Infectious diseases		
Topical	Berdazimer sodium (Zelsuvmi) First at-home treatment option MOA: Nitric-oxide releasing agent Indications: Molluscum contagiosum	IV
IV	Cefepime-enmetazobactam (Exblifep) Novel antibiotic effective against GNB, including AmpC and ESBLs MOA: Cephalosporin/BLI Indications: cUTIs	Oral
	Ceftobiprole medocartil sodium (Zevtera) Novel fifth-gen. cephalosporin effective against GNB and GPB, including MSSA and MRSA MOA: Cephalosporin Indications: ABSSSI, CABP, SAB	Oral
	Pivmecillinam (Pivya) Novel antibiotic effective against <i>E. coli</i> , <i>Proteus mirabilis</i> and <i>Staph. saprophyticus</i> MOA: Aminopenicillin Indications: Uncomplicated UTIs in adult females	
Oncology		
IV	Imetelstat (Rytelo) New treatment option for patients with lower-risk MDS who are R/R to ESAs MOA: Telomerase inhibitor Indications: Lower-risk MDS	IV
IV	Lifileucel (Amtagvi) First TIL therapy approved MOA: TIL therapy Indications: Advanced melanoma	IV
	Tarlatamab (Imdeltra) First BITE therapy for a major solid tumor MOA: DLL3-targeting BITE therapy Indications: Advanced SCLC	Oral
	Tisilelizumab-jsgr (Tevimbra) Third PD-1/PD-L1 inhibitor approved for use in this setting MOA: PD-1 inhibitor Indications: Advanced or metastatic ESCC	
Intravesical	Nogapendekin alfa inbakicept (Anktiva) New treatment option in patients with BCG-unresponsive disease MOA: IL-15 receptor agonist Indications: BCG-unresponsive NMIBC with CIS	
	Tovorafenib (Ojemda) First type II RAF inhibitor for patients with R/R pLGG harboring a BRAF fusion or rearrangement MOA: Brain-penetrant, highly selective type II RAF kinase inhibitor Indications: BRAF-altered relapsed or progressive pLGG	

Today's gene therapy landscape



Challenges related to gene therapy

Access

- Qualified Treatment Centers (QTCs)

Cost

- Most expensive therapy is now \$4.25 million
- Availability of patient assistance programs

Reimbursement

- Single-case agreements
- Outcomes-based agreements

Operations

- Cold chain storage
- Biohazard and safety precautions

Vizient resources

Access our cell and gene therapy solutions webpage



Save the date!

Cell, Gene and Specialty Symposium

April 22-24, 2025

Frisco, TX



Biosimilar approvals and launches

Therapeutic Area	Endocrinology			Hematology	Immunology						
Molecule	Insulin aspart	Insulin lispro	Insulin glargine	Ecuzumab	Adalimumab	Etanercept	Golimumab	Infliximab	Omalizumab	Tocilizumab	Ustekinumab
Reference Product name Supplier Launch date	Novolog Novo Nordisk 2000	Humalog Eli Lilly 1996	Lantus Sanofi 2000	Soliris Alexion 2007	Humira [*] AbbVie 2002	Enbrel Amgen 2003	Simponi Janssen 2009	Remicade Janssen 1998	Xolair Genentech 2003	Actemra Genentech 2010	Stelara Janssen 2009
Biosimilar Product name Supplier Phase / launch date	AMP-004 Amphastar Pend. 1Q 2025 ⑤	Prandilin Gan & Lee / Sandoz Pending	Rezvoglar Eli Lilly Mar. 2023 ①	Bkemv Amen Mar 2025 ①	Abrilada Pfizer Nov. 2023 ①	Erelzi Sandoz 2029	BAT2506 Bio-Thera Phase III	Avsola Amgen July 2020	CT-P39 Celltrion Pend. 1Q 2025 ⑤	Tofidence Roche May 2024	Wezlana Amgen Jan. 2025 ①
	Rapilin Gan & Lee / Sandoz Pending		Semglee Viatris Nov. 2021 ①	SB12 Samsung Bioepis Pend. 3Q 2024	Amjevita Amgen Jan. 2023 ⑤	Eticovo Samsung Bioepis 2029	AVT05 Teva Phase III	Inflectra Pfizer Nov. 2016	TEV-45779 Teva Phase III	Tyenne Fresenius Kabi April 2024	Pyzchiva Samsung Bioepis Feb. 2025
	SAR341402 Sanofi Phase III ⑤		Basalin Gan & Lee / Sandoz Pending		Cyltezo Boehringer Ingelheim July 2023 ①			Renflexis Merck July 2017	BP11 Curateq Phase III	CT-P47 Celltrion Pend. 01/2025	Selarsdi Teva Feb. 2025
					Hadlima Samsung Bioepis July 2023 ⑤			NI-071 Sagent Phase III		DRL_TC Dr. Reddy's Phase III	CT-P43 Celltrion Mar. 2025
					Hulio Biocon July 2023 ⑤						FYB202 Fresenius Kabi Pend. 09/2024
					Hyrimoz Sandoz July 2023 ①						DMB-3115 Accord Pend. 11/2024
					Idacio Fresenius Kabi July 2023						Bmab1200 Biocon Pend. 4Q 2024
					Yuflyma Celltrion July 2023 ⑤						BAT2206 Hikma Phase III
					Yusimry Coherus July 2023						
					Simlandi Teva May 2024 ①						

^{*}Please refer to ViiV's adalimumab side-by-side comparison for the most up to date information on approvals and interchangeability status

- Launched
- Not launched
- Pipeline agent
- ① Interchangeable
- ⑤ Seeking interchangeable status

Biosimilar approvals and launches

Therapeutic Area	Neurology		Oncology			Ophthalmology		Supportive Care			
Molecule	Natalizumab	Ocrelizumab	Bevacizumab	Rituximab	Trastuzumab	Aflibercept	Ranibizumab	Denosumab	Epoetin	Filgrastim	Pegfilgrastim
Reference Product name Supplier Launch date	Tysabri Biogen 2004	Ocrevus Genentech 2017	Avastin Genentech 2004	Rituxan Genentech 1997	Herceptin Genentech 1998	Eylea Regeneron 2011	Lucentis Genentech 2006	Prolia / Xgeva Amgen 2010	Epogen / Procrit Amgen / Janssen 1989	Neupogen Amgen 1991	Neulasta * Amgen 2002
Biosimilar Product name Supplier Phase / launch date	Tyruko Sandoz 2024	CT-P53 Celltrion Phase III ①	Alymsys Amneal Oct. 2022	Riabni Amgen Jan. 2021	Herzuma Celltrion/Teva Mar. 2020	Yesafili ① Janssen 2024-2032	Byooviz ① Biogen July 2022	Jubbonti ① Sandoz May 2025	Retacrit Pfizer Nov. 2018	Nivestym Pfizer Oct. 2018	Fulphila Viatris June 2018
			Mvasi Amgen July 2019	Ruxience Pfizer Feb. 2020	Kanjinti Amgen July 2019	Opuviz ① Samsung/Biogen 2024-2032	Cimerli ① Coherus Oct. 2022	Wyost ① Sandoz May 2025		Releuko Amneal Dec. 2022	Fynetra Amneal May 2023
			Vegzelma Celltrion Mar. 2023	Truxima Celltrion/Teva Nov. 2019	Ogivri Viatris Dec. 2019	CT-P42 Celltrion 2024-2032	LUBT010 Lupin Phase III	CT-P41 ⑤ Celltrion Pend. 12/2024		Zarxio Sandoz Sept. 2015	Nyvepria Pfizer Dec. 2020
			Zirabev Pfizer Dec. 2019		Ontruzant Merck Apr. 2020	Ahzantive Formycon 2024-2032		Several Phase III agents: AVT03 (Alvotech)		Nypozi Tanvex BioPharma 2024	Stimufend Fresenius Kabi Feb. 2023
			Avziivi Bio-Thera TBD		Trazimera Pfizer Feb. 2020	ABP 938 Amgen Pend. 3Q 2024		Bmab1000 (Biocon)			Udenyca Coherus Jan. 2019
					Hercessi Accord TBD	SCD411 Sam Chun Dang Phase III		ENZ215 (Alkem)			Ziextenzo Sandoz Dec. 2019
						SOK583A1 Sandoz Phase III		LY06006 (Luye)			Udenyc Onbody Coherus Feb. 2024
						AVT06 Teva Phase III		MB09 (FK/Amneal)			
								RGB-14-P (Hikma)			
								SB16 (Samsung)			
								TVB-009 (Teva)			

- Launched
- Not launched
- Pipeline agent
- ① Interchangeable
- ⑤ Seeking interchangeable status

*Neulasta Onpro
launched 2015

Biosimilars

0.53%

Projected
inflation rate

17.52%*

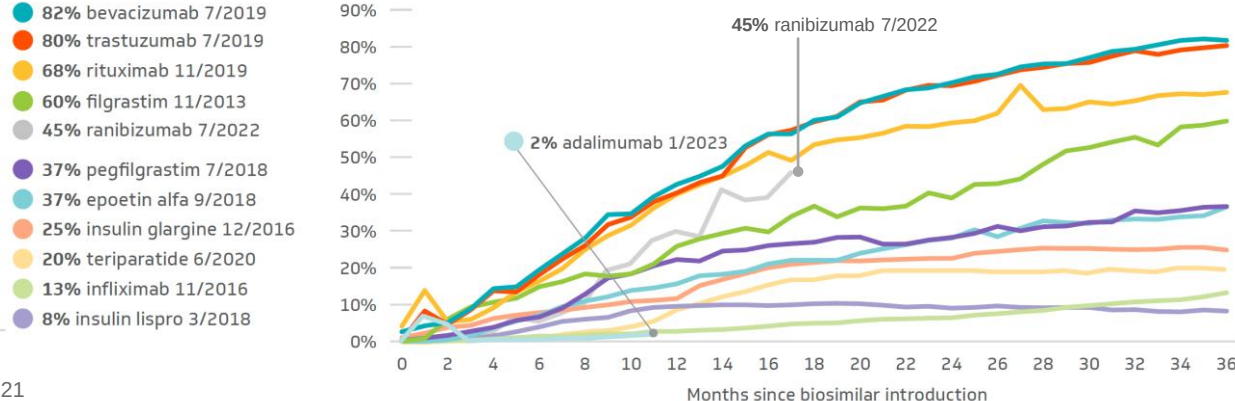
Portion of
drug spend

*Portion of biological product spend for launched originator and biosimilar products

Top medication spend

Rank	Generic name	Brand name	Portion of spend
1	Infliximab-dyyb	Inflectra	3.18%
2	Rituximab-abbs	Truxima	2.46%
3	Bevacizumab-awwb	Mvasi	2.21%
4	Rituximab-pvvr	Ruxience	1.92%
5	Trastuzumab-anns	Kanjinti	1.18%

Biosimilar share update by molecule



Despite various influences on uptake, **adalimumab** biosimilars have only captured 2% market share.

Source: The Use of Medicines in the U.S. 2024: Usage and spending trends and outlook to 2028. April 2024. Reported by the IQVIA Institute for Human Data Science.

Top 15 drugs ranked by spend

Percent of spend captured
by top 15 drugs:
25.77%

Biktarvy moves up
from #13 to #11

Humira and Stelara continue to
lead spend for providers

Rank	Generic name	Brand name	Previous rank
1	Adalimumab	Humira	1
2	Ustekinumab	Stelara	3
3	Immune globulin, intravenous	Gammagard, Gamunex, Privigen	2
4	Pembrolizumab	Keytruda	4
5	Semaglutide	Ozempic, Rybelsus, Wegovy	5
6	Risankizumab-rzaa	Skyrizi	6
7	Dupilumab	Dupixent	7
8	Ocrelizumab	Ocrevus	8
9	Etanercept	Enbrel	9
10	Daratumumab-hyaluronidase-fihj	Darzalex Faspro	12
11	Bictegravir / emtricitabine / tenofovir alafenamide fumarate	Biktarvy	13
12	Nivolumab	Opdivo	11
13	Denosumab	Prolia, Xgeva	10
14	Vedolizumab	Entyvio	14
15	Pneumococcal 20-valent vaccine	Prevnar 20	--

Top drugs by retrospective price increase



Generic name	Brand name	WAC price change (%)	% of total aggregate spend
Indocyanine green	Diagnostic	40.27%	0.03%
Glucagon	Fresenius	30.00%	0.07%
Penicillin G benzathine	Bicillin L-A	21.00%	0.09%
Lymphocyte immune globulin, antithymocyte	Atgam	20.99%	0.16%
Adagrasib	Krazati	12.14%	0.02%
Denosumab	Prolia, Xgeva	11.01%	1.01%
Hydrocortisone sodium succinate	Solu-Cortef	10.25%	0.06%
Binimetinib	Mektovi	10.24%	0.03%
Encorafenib	Braftovi	10.24%	0.04%
Alprostadil	Prostin VR Pediatric	9.99%	0.01%
Lenvatinib mesylate	Lenvima	9.96%	0.22%

Key therapeutic area highlights

Therapeutic area	Key products in area	Est. price change
Autoimmune and inflammatory diseases	Humira, Stelara, Entyvio, Skyrizi, Dupixent	3.10%
Cardiopulmonary diseases	Trikafta, Xolair, Vyndamax	3.70%
Endocrine and metabolic diseases	Ozempic, Tepezza, Prolia, Wegovy	3.81%
Hematological agents	Eliquis, Neulasta, Activase	2.73%
Infectious diseases	Biktarvy, Veklury, Xifaxan	3.36%
Neurology	Ocrevus, Botox, Kesimpta, Tysabri	3.80%
Oncology	Keytruda, Darzalex Faspro, Opdivo	4.18%
Pediatrics	Unituxin, Asparlas	3.88%
Plasma critical care	Albumin, Immune globulin	3.50%

Autoimmune and inflammatory diseases

3.10%

Projected inflation rate

22.98%

Portion of drug spend

Top medication spend

Generic name	Brand name	Disease states(s)	Portion of spend*
Adalimumab	Humira	Derm, GI, Rheum	5.02%
Ustekinumab	Stelara	Derm, GI, Rheum	2.73%
Risankizumab-rzaa	Skyrizi	Derm, GI, Rheum	1.84%
Dupilumab	Dupixent	Derm	1.80%
Etanercept	Enbrel	Derm, Rheum	1.39%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

Top magnitude in spend change

Generic	Brand	Average price paid	Utilization (eaches)	Spend
Increase in spend				
Emapalumab-lzsg	Gamifant	↑	↑ 157%	↑ 164%
Upadacitinib	Rinvoq	↑	↑ 67%	↑ 85%
Risankizumab-rzaa	Skyrizi	↑	↑ 72%	↑ 77%
Dupilumab	Dupixent	↑	↑ 35%	↑ 43%
Apremilast	Otezla	↑	↑ 28%	↑ 36%

Source: Vizient pharmacy program participant data, April 2023 – March 2024 vs. April 2022 – March 2023

Cardiopulmonary diseases

3.70%

Projected inflation rate

5.08%

Portion of drug spend

Top medication spend

Generic name	Brand name	Disease states(s)	Portion of spend*
Ellexacaftor / tezacaftor / ivacaftor	Trikafta	Cystic fibrosis	0.58%
Omalizumab	Xolair	Asthma	0.52%
Tafamidis	Vyndamax	Cardiac amyloidosis	0.50%
Mepolizumab	Nucala	Asthma	0.31%
Lipase / protease / amylase	Creon, Zenpep	Cystic fibrosis	0.28%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

Top magnitude in spend change

Generic	Brand	Avg. price paid	Utilization (eaches)	Spend
Increase in spend				
Norepinephrine bitartrate in 0.9% sodium chloride	N/A	↑	↓6%	↑348%
Inclisiran sodium	Leqvio	↑	↑209%	↑216%
Tezepelumab-ekko	Tezspire	↑	↑173%	↑188%
Phenylephrine HCl in 0.9% sodium chloride	N/A	↑	↑50%	↑143%

Source: Vizient pharmacy program participant data, April 2023 – March 2024 vs. April 2022 – March 2023

Endocrine and metabolic diseases



3.81%

Projected inflation rate

10.72%

Portion of drug spend

Top medication spend

Generic name	Brand name	Disease state(s)	Portion of spend*
Semaglutide	Ozempic, Wegovy, Rybelsus	Diabetes, obesity	2.20%
Denosumab	Prolia, Xgeva	Osteoporosis, hypercalcemia	1.22%
Teprotumumab-trbw	Tepezza	Thyroid eye disease	0.82%
Tirzepatide	Mounjaro, Zepbound	Diabetes, obesity	0.77%
Empagliflozin	Jardiance	Diabetes	0.61%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

Top magnitude in spend change

Generic	Brand	Average price paid	Utilization (eaches)	Spend
Increase in spend				
Semaglutide	Ozempic, Rybelsus, Wegovy	↑	↓ 43%	↑ 77%
Teprotumumab-trbw	Tepezza	↑	↑ 28%	↑ 30%
Dapagliflozin	Farxiga	↑	↑ 25%	↑ 25%
Empagliflozin	Jardiance	↑	↑ 24%	↑ 25%
Romosozumab-aqqg	Evenity	↑	↑ 11%	↑ 20%
Decrease in spend				
Patisiran	Onpattro	↑	↓ 67%	↓ 67%

Source: Vizient pharmacy program participant data, April 2023 – March 2024 vs. April 2022 – March 2023

Hematological agents

Top medication spend

Generic name	Brand name	Mechanism / Indication	Portion of spend*	
Apixaban	Eliquis	Anticoagulation	0.92%	
Pegfilgrastim	Neulasta	Hematopoietic growth factor	0.77%	0.23%
	Neulasta Onpro			0.54%
Alteplase	Activase	Tissue plasminogen activator	0.72%	0.30%
	Cathflo Activase			0.42%
Eculizumab	Soliris	aHUS, PNH	0.71%	
Ravulizumab-cwvz	Ultomiris	aHUS, PNH	0.57%	
Human prothrombin complex concentrate	Kcentra	Factor IX complex	0.52%	
Coagulation factor VIIa	NovoSeven	Factor VII preparation	0.44%	
Tenecteplase	TNKase	Tissue plasminogen activator	0.37%	
Romiplostim	Nplate	Hematopoietic growth factor	0.34%	
Eltrombopag olamine	Promacta	Hematopoietic growth factor	0.25%	

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

2.73%

Projected inflation rate

8.68%

Portion of drug spend

Top magnitude in spend change

Generic	Brand	Average price paid	Utilization (eaches)	Spend
Increase in spend				
Pegfilgrastim-jmdb	Fulphila	↓	↑ 67%	↑ 61%
Tenecteplase	TNKase	↑	↑ 51%	↑ 58%
Ravulizumab-cwvz	Ultomiris	↑	↑ 43%	↑ 55%

Source: Vizient pharmacy program participant data, April 2023 – March 2024 vs. April 2022 – March 2023

Infectious diseases

Top magnitude in spend change

Generic	Brand	Average price paid	Utilization (eaches)	Spend
Increase in spend				
Cabotegravir/rilpivirine	Cabenuva	↑	↑ 45%	↑ 51%
Ceftolozane/tazobactam	Zerbaxa	↑	↑ 20%	↑ 33%
Letermovir	Prevymis	↑	↑ 26%	↑ 32%
Bictegravir sodium/emtricitabine/tenofovir alafenamide fumarate	Biktarvy	↑	↑ 12%	↑ 19%
Decrease in spend				
Piperacillin and tazobactam in dextrose	Zosyn	↑	↓ 89%	↓ 88%
Palivizumab	Synagis	↑	↓ 58%	↓ 58%
Posaconazole	Noxafil	↓	↑ 6%	↓ 25%

Source: Vizient pharmacy program participant data, April 2023 – March 2024 vs. April 2022 – March 2023

7.22%

Portion of drug spend

3.36%

Projected inflation rate

Top medication spend

Generic name	Brand name	Disease state(s)	Portion of spend*
Bictegravir sodium / emtricitabine / tenofovir alafenamide fumarate	Biktarvy	HIV	1.30%
Pneumococcal 20-valent conjugate vaccine	Prevnar 20	Prevention of pneumococcal disease	1.05%
Remdesivir	Veklury	COVID-19	0.94%
Human papilloma virus vaccine, 9-valent vaccine	Gardasil 9	Prevention of HPV disease	0.64%
Sofosbuvir / velpatasvir	Epclusa	Hepatitis C	0.57%
Rifaximin	Xifaxan	Traveler's diarrhea, hepatic encephalopathy	0.55%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

In 2024, vaccines will continue to be an area to watch within infectious diseases

Vizient pharmacy program participants can **access our clinical resources** including side-by-sides for various vaccines such as Influenza and RSV.

SCAN ME



Neurology

3.80%

Projected inflation rate

5.11%

Portion of drug spend

Almost one in three people worldwide are estimated to develop a neurological disorder during their lifetime, at a cost of more than \$1.7 trillion per year.

Top medication spend

Generic name	Brand name	Indication	Portion of spend*
Ocrelizumab	Ocrevus	Multiple sclerosis	1.49%
OnabotulinumtoxinA	Botox	Migraine	0.76%
Efgartigimod alfa-fcab	Vyvgart	Myasthenia gravis	0.40%
Ofatumumab	Kesimpta	Multiple sclerosis	0.32%
Natalizumab	Tysabri	Multiple sclerosis	0.26%
Rimegepant sulfate	Nurtec	Migraine	0.19%
Galcanezumab-gnlm	Emgality	Migraine	0.13%
Ubrogepant	Ubrelvy	Migraine	0.12%
Cannabidiol	Epidiolex	Seizures	0.12%
Eptinezumab-jjmr	Vyepti	Migraine	0.11%

Source: Vizion pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizion pharmacy program participant spend

Top magnitude in spend change

Generic	Brand	Average price paid	Utilization (eaches)	Spend
Increase in spend				
Efgartigimod alfa-fcab	Vyvgart	↑	↑ 90%	↑ 93%
Eptinezumab-jjmr	Vyepti	↑	↑ 67%	↑ 77%
Ofatumumab	Kesimpta	↑	↑ 57%	↑ 67%
Rimegepant sulfate	Nurtec ODT	↑	↑ 36%	↑ 42%
Cariprazine	Vraylar	↑	↑ 21%	↑ 27%
Ocrelizumab	Ocrevus	↑	↑ 7%	↑ 9%
Decrease in spend				
Fingolimod	Gilenya	↓	↓ 15%	↓ 72%

Source: Vizion pharmacy program participant data, April 2023 – March 2024 vs. April 2022 – March 2023

Oncology

4.18%

Projected inflation rate

24.14%

Portion of drug spend

Top medication spend

Generic name	Brand name	Indication	Portion of spend*
Pembrolizumab	Keytruda	Solid cancers, lymphoma	3.28%
Daratumumab-hyaluronidase-fihj	Darzalex Faspro	Multiple myeloma	1.36%
Nivolumab	Opdivo	Solid cancers, lymphoma	1.24%
Durvalumab	Imfinzi	Lung cancer	0.61%
Atezolizumab	Tecentriq	Lung cancer	0.54%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

Top magnitude in spend change

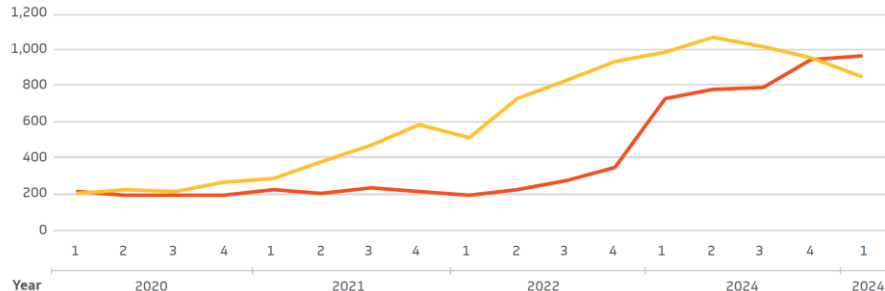
Generic	Brand	Average price paid	Utilization (eaches)	Spend
Increase in spend				
Ribociclib	Kisqali	↑	↑ 176%	↑ 190%
Enfortumab vedotin-ejfv	Padcev	↑	↑ 57%	↑ 69%
Blinatumomab	Blinicyto	↑	↑ 47%	↑ 56%
Decrease in spend				
Pegaspargase	Oncaspar	↑	↓ 76%	↓ 74%
Pemetrexed disodium	Alimta	↓	↓ 5%	↓ 65%

Source: Vizient pharmacy program participant data, April 2023 – March 2024
vs. April 2022 – March 2023



Oncology

Comparison in total volume of CAR-T drugs to bispecific T-cell engager drugs



Clinical Data Base (CDB) January 2022 – December 2023; cases ≥18 years of age

● Bispecific T-cell engagers ● CAR-T



4.18%

Projected inflation rate

24.14%

Portion of drug spend

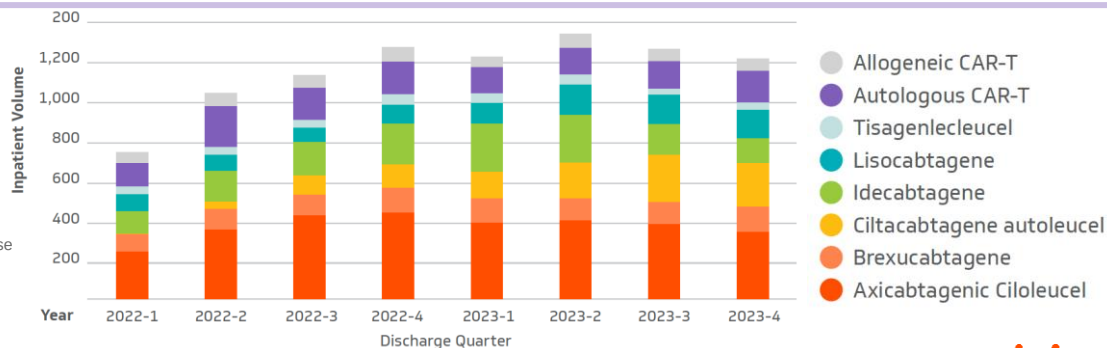
Join our expert insights
webinar on Oct. 30

Taking a BiTE
out of CAR-T



Inpatient CAR-T volumes

Source: Clinical Data Base
(CDB) January 2022 –
December 2023; cases
≥18 years of age



Pediatrics

High-cost treatment approvals

Generic name	Brand name	Indication	WAC (millions)
Atidarsagene autotemcel	Lenmeldy	Metachromatic leukodystrophy	\$4.25
Etranacogene dezaparvovec-drlb	Hemgenix	Hemophilia B	\$3.5
Fidanacogene elaparvovec-dztk	Beqvez	Hemophilia B	\$3.5
Delandistrogene moxeparvovec-rokl	Elevidys	Duchenne muscular dystrophy	\$3.2
Lovotibeglogene autotemcel	Lyfgenia	Sickle cell disease	\$3.1
Elivaldogene autotemcel	Skysona	Cerebral adrenoleukodystrophy	\$3
Betibeglogene autotemcel	Zynteglo	Beta thalassemia	\$2.8
Exagamglogene autotemcel	Casgevy	Sickle cell disease Beta thalassemia	\$2.2

3.88%

Projected inflation rate



Top medication spend

Generic name	Brand name	Indication	Portion of spend*
Dinutuximab	Unituxin	Neuroblastoma	7.01%
Calasparagse pegol-mknl	Asparlas	ALL	3.81%
Asparaginase Erwinia chrysanthemi	Rylaze	ALL, LBL	3.73%
Emapalumab-lzsg	Gamifant	HLH	3.40%
Immune globulin	Gammagard, Gamunex-C, Hizentra, Privigen	Immune deficiency	2.90%
Defibrotide	Defitelio	Hepatic VOD following HSCT	2.87%
Eculizumab	Soliris	PNH, aHUS	2.56%
Coagulation factor VIIa	NovoSeven	Treatment or prevention of bleeding during surgery or invasive procedures	2.21%
Blinatumomab	Blinicyto	ALL	1.76%
Somatropin	Genotropin, Norditropin, Omnitrope	Growth hormone deficiency	1.42%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

Plasma

Top medication spend

Rank	Generic name	Brand name	Indication	Portion of spend*
1	Immune globulin	Gammagard, Gamunex-C, Privigen	Immune deficiency	3.34%
2	Albumin	AlbuRx, Albutein, Flexbumin	Hypovolemia, hypoalbuminemia	0.45%
3	Lymphocyte immune globulin	Atgam	Renal transplant rejection	0.20%
4	Rabies immune globulin	HyperRAB, Kedrab	Post-exposure prophylaxis	0.15%
5	Rho (D) immune globulin	Rhophylac, RhoGAM	Chronic ITP, postpartum prevention of Rho (D) immunization	0.03%
6	Cytomegalovirus immune globulin	Cytogam	Prophylaxis of CMV disease following transplant	0.03%

Source: Vizient pharmacy program participant data, April 2023 – March 2024

* Portion of spend for the NDCs making up the top 85% of Vizient pharmacy program participant spend

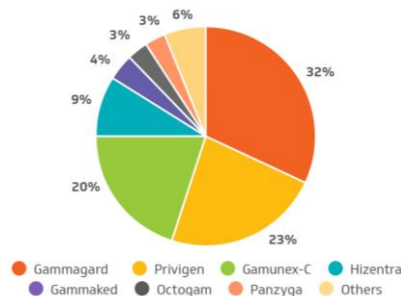
3.50%

Projected inflation rate

4.17%

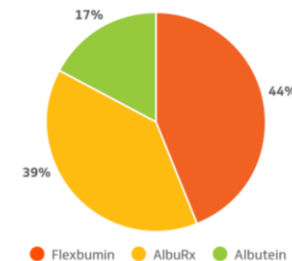
Portion of drug spend

Immune globulin products spend



Source: Vizient pharmacy program participant data, April 2023 – March 2024

Albumin products spend



Access our abbreviated side-by-side comparison for Rho(D) immune globulins for suppression of Rh-isoimmunization



Advocacy in action

- FY2025 IPPS proposed rule: Buffer inventory of essential medications
- Inflation Reduction Act Medicare Drug Price Negotiation Program: Release of maximum fair price (MFP) for 2026 and 2027
- 340B
 - Draft SUSTAIN 340B Act
 - 340B program administrative dispute resolution (ADR) process
- Health IT
- Site-neutral payment policy: Concerns regarding this reimbursement model
- Drug shortages
 - Mapping America's Pharmaceutical Supply (MAPS)
 - DEA quota allocation process

For more information

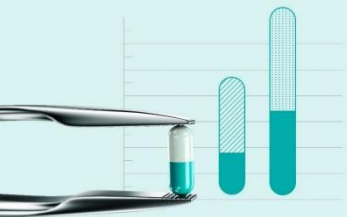


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- Visit our pharmacy member policy [webpage](#)

vizientinc.com/our-solutions/pharmacy-solutions/member-programs/payer-policy-members



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vizientinc.com/PharmacySolutions

Webinar for financial leaders

An exclusive perspective
designed for financial leaders

Wednesday, Aug. 28 – 1:00 p.m. CT

Special guest presenter:

Jordan Dow, PharmD, MS, FACHE

Vice President and Chief Pharmacy Officer,
Froedtert & Medical College of Wisconsin

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Expert insights webinars

Discussion on hot topics from
the Outlook

Wednesdays, 1:00 p.m. CT

High-impact pipeline:
Products and prices

Sept. 25



SCAN ME

Taking a BiTE
out of CAR-T

Oct. 30



Questions?



Pharmacy program resources

Access & download

Visit the Pharmacy Market Outlook webpage to access and download the report and other resources

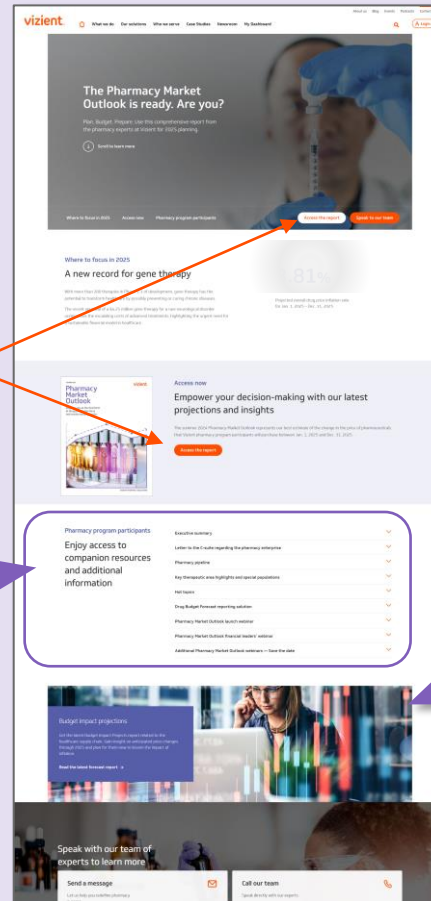


[info.vizientinc.com/
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outlook-member-
details](https://info.vizientinc.com/pharmacy-market-outlook-member-details)

Click on
the
'Access
the report'
button



Pharmacy program
participants
Access additional
resources



Access the latest
**Budget Impact
Projections report**



Insights on anticipated
price changes through
2025 related to the
healthcare supply chain

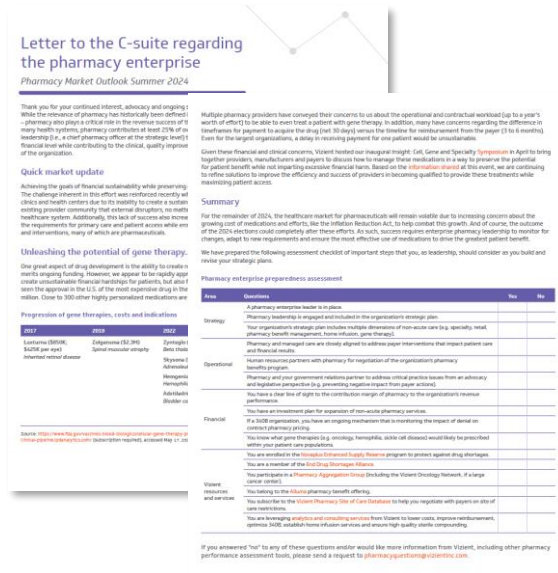
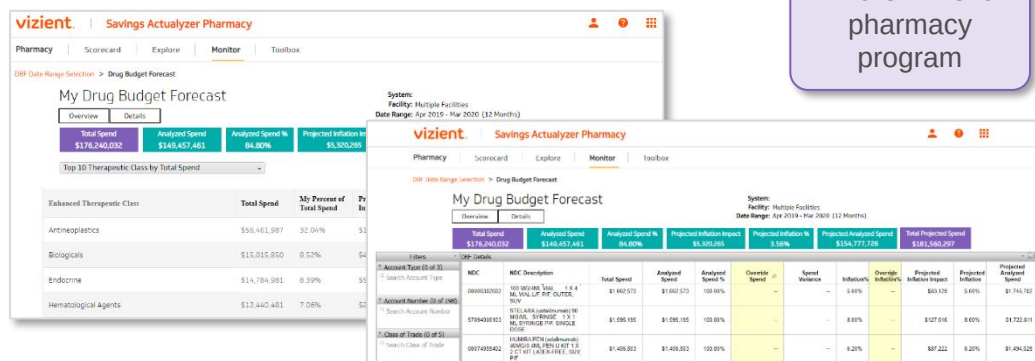
Drug Budget Forecast

Letter to the C-suite

Describes the most consequential issues confronting pharmacy

- High level projection analysis and overview
- Detailed report with data filters and dynamic fields
- Editable within portal and exportable

Available to all organizations that participate in the Vizient pharmacy program

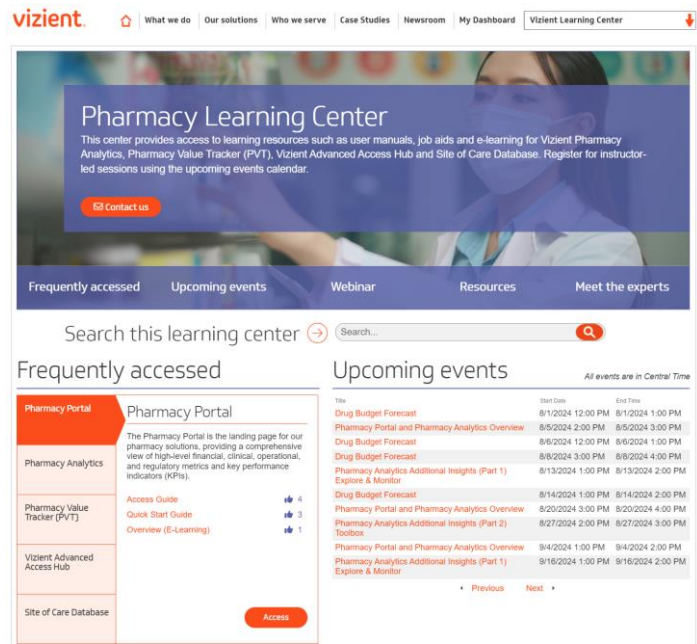


Pharmacy Learning Center

Register for instructor-led and access learning resources

- Pharmacy Analytics
- Pharmacy Value Tracker (PVT)
- Advanced Access Hub
- Site of Care Database

Contact PharmacyQuestions@vizientinc.com



vizientinc.com/learning-center/pharmacy-analytics-resources

Helpful communications

Pharmacy Hot Info	Weekly newsletter with contract price changes, advocacy updates, upcoming webinars
Pharmacy Monitor	Monthly clinical insights
Pharmacy Sourcing Forum call	• Third Wednesday of every month • Contract updates and other important news related to vaccines, drug shortages, product access
Pharmacy Institute	Pharmacy Solutions training and overview for new members or individuals new to their role
VerifiedRx	• Pharmacy podcast with the latest news to support the strategic role of pharmacy • New episodes second Tuesday of each month

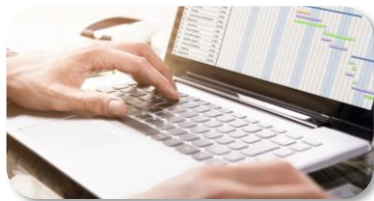
Contact us at PharmacyQuestions@vizientinc.com

We are here to help



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Analytics

Drug spend and clinical analytics platform



Consulting Services

Operations, ambulatory, 340B, clinical



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Pharmacy purchasing groups & oncology network

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Let's work together

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