PROACT
PHARMACY BENEFIT MANAGEMENT

2025 Drug Trend Report

This year's annual Drug Trend Report provides insights on important pharmacy industry trends and how our employee-owned organization has effectively managed the drug spend of our plan sponsors through data-driven program offerings and client-focused strategies. ProAct's approach to controlling the spend of high-cost specialty medications by leveraging cost-efficient biosimilars, as well as our strategic approach to controlling GLP-1 agonist expenditures through evidence-based clinical criteria, ensures optimal therapeutic outcomes while prioritizing affordability.

As new state and federal legislation related to the pharmacy benefit and drug industry are introduced, ProAct is committed to continued proactive monitoring of regulatory changes that could affect our plan sponsors, and are prepared to adapt to safeguard the interests of those in which we partner. We hope you find the material within this year's edition informative and encourage you to also review our 2025 Drug Pipeline Report. Our dedicated employee owners are always available to you and your organizations to provide the resources, information, and support you need.

Guided by employee ownership values, it is our mission to create and promote lasting partnerships built on value, transparency, and evidence-based pharmacy benefit management solutions.

Each year, the employee owners of ProAct come together to discuss the trends that influenced our plan sponsors' spend in the previous 12 months and what trends we expect to continue into the next year.

PRO/ACT
PHARMACY BENEFIT MANAGEMENT

Industry Trends

Adalimumab biosimilars are making slow headway. HUMIRA® sales decreased by 23.6% in 2024 as compared to 2023.[1]

Between January 1, 2025, and January 31, 2025, over 280 manufacturers implemented price changes affecting approximately 850 drugs.[6] The average price increase was 6%.[7]

GLP-1 sales grew 37% in last 12 months.[8]

For more information on the trends found within or to download a copy of our 2025 Drug Trend Report & Drug Pipeline Report, scan the QR code.

Industry Trends: Biosimilars

Biosimilar Strategies

ProAct is continually taking steps to ensure greater predictability, affordability, and accessibility to low-cost inflammatory treatments.[1]

On January 1, 2025, ProAct initiated a phased approach to prefer adalimumab biosimilar products to HUMIRA®. This approach takes into consideration formulary placement, clinical efficacy, and interchangeability while giving members adequate time to transition therapies to low-cost biosimilar alternatives.

ProAct has instituted the following inflammatory product changes for both our Advantage and Core formularies. On our Advantage formulary, HUMIRA® transitioned to excluded status for new utilizers on January 1st, while existing utilizers have until July 1, 2025 to transition to a preferred biosimilar. On our Core formulary, HUMIRA® will move to a non-preferred status effective July 1, 2025.

STELARA® will be one of the next major drugs in the anti-inflammatory space to face biosimilar transition. Estimates show upwards of a 65% shift away from STELARA® to biosimilars by 2027. Additional considerations for STELARA® include several newer agents in the same class. These newer agents are designed to demonstrate superiority over STELARA® in Crohn's disease, in which STELARA® has the largest representation. Based on the studies' results, we could see a negative impact to STELARA® utilization and transition to a newer agent.

ProAct will continue to conduct individual reviews of new biosimilar products for potential formulary placement as they become available. There are many factors we consider when evaluating these additional biosimilars such as:

- Formulations/concentration
- Pricing
- Ability to supply the market and drive conversions
- Manufacturer market share – to ensure we are providing the greatest overall value based on drug utilization

Industry Trends: Biosimilars

Humira® Biosimilar Indications and Orphan Drug Exclusivity[2]

Approved biosimilars have many of the same indications as brand HUMIRA®. However, there are some indications that are not included on the HUMIRA® biosimilar labels due to Orphan Drug Exclusivity (ODE) that have not expired.

The below indications represent less than 5% of HUMIRA® utilization.

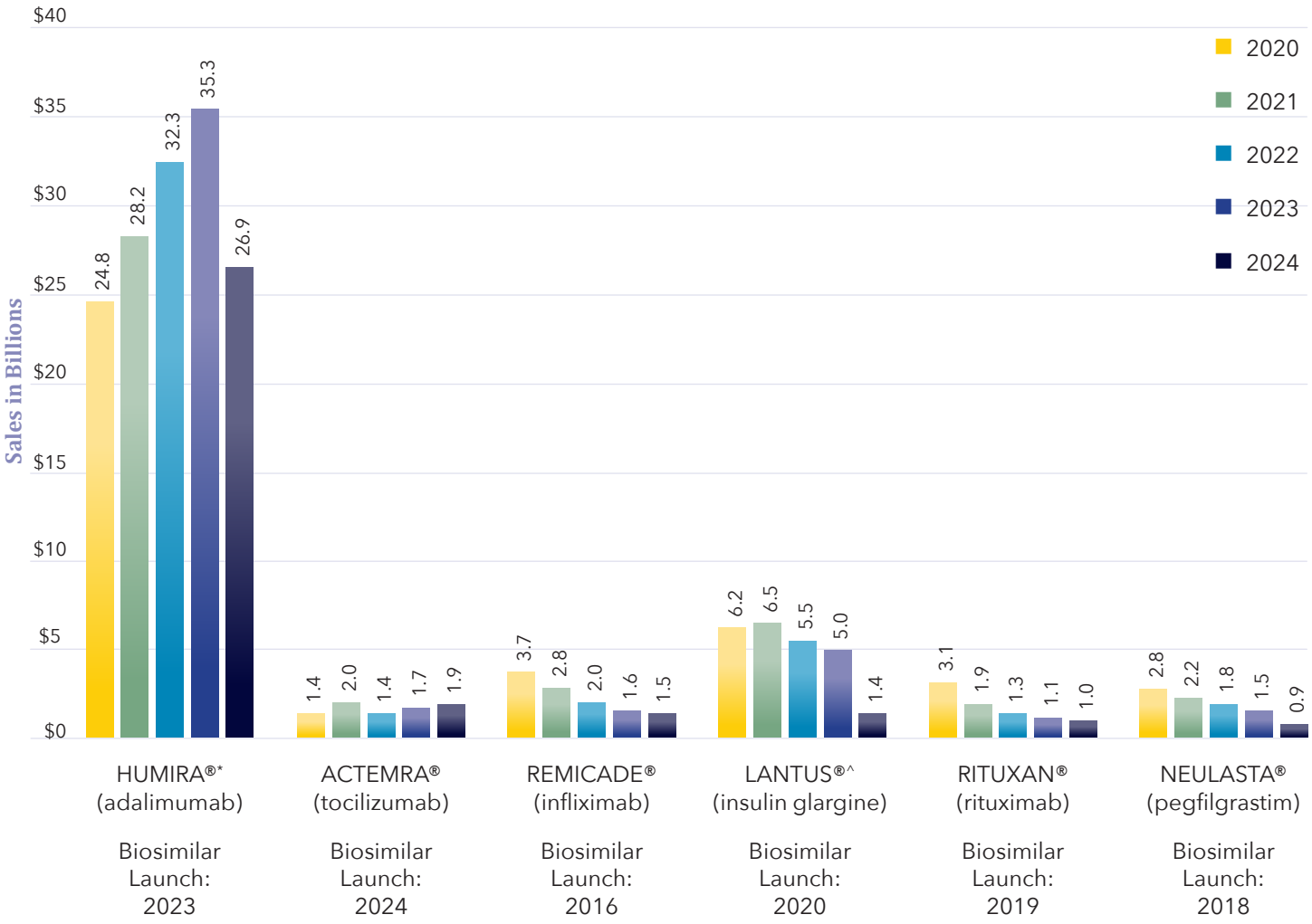
Adult Hidradenitis Suppurativa	Adult Uveitis	Pediatric Uveitis	Adolescent Hidradenitis Suppurativa	Pediatric Ulcerative Colitis
ODE expired 09/09/2022	ODE expired 06/30/2023	Protected by ODE until 09/28/2025	Protected by ODE until 10/16/2025	Protected by ODE until 02/24/2028

Industry Trends: Biosimilars

Biosimilar Trends[3]

Biosimilars in the U.S. take some time to show erosion of the biological sales.

Reference Product Sales Trends



Reference Product Sales Increase/Decrease 2020-2024

HUMIRA®*	ACTEMRA®	REMICADE®	LANTUS®^	RITUXAN®	NEULASTA®
▲8.5%	▲30.9%	▼59.6%	▼76.7%	▼66.8%	▼69.7%

* HUMIRA® includes HUMIRA®, HUMIRA® Crohns, HUMIRA® PED Crohns, HUMIRA® PED ULC COL, and HUMIRA® Psoriasis

^ LANTUS® includes LANTUS® and LANTUS® Solostar®

Industry Trends: Biosimilars

Humira® Biosimilar Updates[2]

Product(s)/*Manufacturer*	Citrate-Free	Interchangeable	Launch Date/Status	Annual WAC	Discount Off Brand HUMIRA®
50 mg/mL "Original/Low" Concentration (e.g. 40mg/0.8 mL)					
HUMIRA®/*AbbVie*	No	–	2002	$89,994	–
AMJEVITA® (high WAC); AMJEVITA® (low WAC)/*Amgen*	Yes	Yes	01/2023	$85,494; $40,497	-5%; -55%
ABRILADA™ (high WAC); ABRILADA™ (low WAC)/*Pfizer*	Yes	Yes	10/2023; 12/2023	$85,494; $13,494	-5%; -85%
CYTELZO®*; Adalimumab-adbm (unbranded CYTELZO®); Adalimumab-adbm* (Quallent/ESI)/*BI*	Yes	Yes	07/2023; 10/2023; 06/2024	$85,494; $17,099[a]; $48,750	-5%; -81%; -46%
HADLIMA™/*Samsung Bioepis/Organon*	No	Yes, 40mg/0.8mL in PFS[b]	07/2023	$13,494	-85%
HULIO®; Adalimumab-fkjp (Unbranded HULIO®)/*Biocon*	Yes	Yes	07/2023; 07/2023	$85,494; $12,935	-5%; -86%
HYRIMOZ® (Cordavis/CVS Health)/*Sandoz*[d]	No	Yes, except 40mg/0.4mL	01/2024	$16,900	-81%
IDACIO®; Adalimumab-aacf (Unbranded IDACIO®)/ *Fresenius Kabi*	Yes	No	07/2023; 1Q/2024	$85,494; $11,687	-5%; -87%
YUSIMRY®/*Meitheal*[e]	Yes	No	07/2023	$12,935[f]	-86%
100 mg/mL "High" Concentration (40 mg/0.4 mL)					
HUMIRA®; HUMIRA® (Cordavis/CVS Health)/*AbbVie*	Yes	–	2015; 04/2024	$89,994; $89,994	–
AMJEVITA® HC (High WAC); AMJEVITA® HC (Low WAC); AMJEVITA® HC (Nuvaila/Optum)/*Amgen*	Yes	Seeking[c]	01/2025; 1Q/2024; 01/2025	$85,494; $18,008; $15,587	-5%; -80%; -83%
CYTELZO®*; Adalimumab-adbm (unbranded CYTELZO®); Adalimumab-adbm* (Quallent/ESI)/*BI*	Yes	Seeking[c]	05/2024; 05/2024; 06/2024	$85,494; $17,099; $48,750	-5%; -81%; -46%
HADLIMA™ HC/*Samsung Bioepis/Organon*	Yes	Seeking[c]	07/2023	$13,494	-85%
HYRIMOZ® HC; HYRIMOZ® HC/Cordavis/CVS Health; Adalimumab-adaz* (Unbranded HYRIMOZ® HC)/ *Sandoz*[d]	Yes	Yes, except 40mg/0.4mL	07/2023; 01/2024; 07/2023	$85,494; $17,099; $16,900	-5%; -81%; -81%
SIMLANDI®*; Adalimumab-ryvk* (Quallent/ESI)/*Alvotech/Teva*	Yes	Yes, 40mg/0.4mL only[h]	05/2024; 06/2024	$13,494; $48,750	-85%; -46%
YUFLYMA®; Adalimumab-aaty (Unbranded YUFLYMA®)/*Celltrion*	Yes	Seeking[c]	07/2023; 05/2024	$85,494[g]; $13,494	-5%; -85%

a Cash price for unbranded CYLTEZO® through GoodRx is $7,150 per year at certain pharmacies (about 92% less than the annual WAC of brand HUMIRA®).

b A vial presentation of HADLIMA™ has been FDA approved as interchangeability but it is not comercially available.

c Launched as a non-interchangeable product. For HC products, FDA approval for interchangeability will occur after expiration of the interchangeability exclusivities for Sandoz's and Alvotech/Teva's HC products.

d CVS Health's Cordavis launched a private-label version of Sandoz's HYRIMOZ® and HYRIMOZ® HC in January 2024. Sandoz has not launched original concentration HYRIMOZ® under its own label.

e On June 27, 2024, Coherus announced that it divested YUSIMRY® to Meitheal Pharmaceuticals, a wholly-owned subsidiary of HKF. Meitheal will continue to commercialize YUSIMRY® in the United States. It is unclear if Meitheal willlaunch an HC formulation of YUSIMRY®, like Coherus had planned.

f Cash price for YUSIMRY® through Mark Cuban Cost Plus Drug Company is about $7,600 per year (about 92% less than the annual WAC of brand HUMIRA®).

g A low WAC version of YUFLYMA® (85% off brand HUMIRA®) is available to uninsured and cash-pay patients through Costco pharmacy.

h According to the FDA's Purple Book, first interchangeability exclusivity (FIE) for SIMLANDI® 40mg/0.4mL products expires May 20, 2025.

* Preferred biosimilars on ProAct formularies.

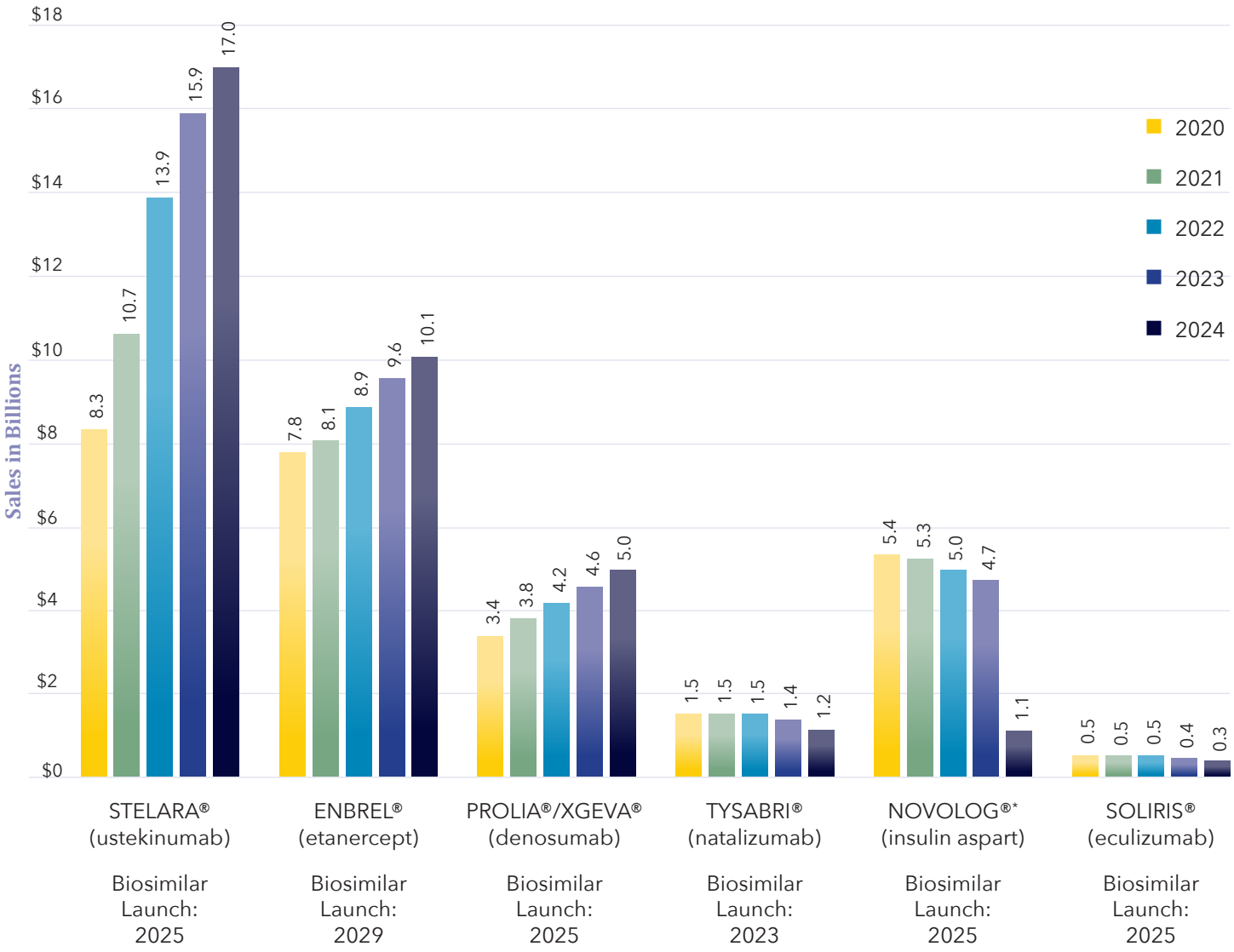
Abbreviations: HC - High Concentration; PFS - prefilled syringe; WAC - whole sale acquisition cost.

Industry Trends: Biosimilars

Biosimilar Trends[3]

Biosimilar sales are rapidly growing, with biosimilars offering cost-effective alternatives to reference biologics.

The below products have approved biosimilars; some have recently launched while others have not.



Reference Product Sales Increase/Decrease 2020-2024

STELARA®	ENBREL®	PROLIA®/ XGEVA®	TYSABRI®	NOVOLOG®*	SOLIRIS®
▲104.3%	▲28.9%	▲46.4%	▼19.7%	▼79.4%	▼31.6%

* NOVOLOG® includes NOVOLOG® and NOVOLOG® FlexPen®

Industry Trends: Biosimilars

Stelara® Biosimilars[4]

STELARA® reached an estimated $20 billion in gross sales in 2023. Currently, six biosimilars are FDA-approved, with two additional products under FDA review and another in late-phase clinical development.[5]

STELARA®, an interleukin-12/23 antagonist, was first approved in 2009 for the treatment of plaque psoriasis and has since been approved to treat psoriatic arthritis, Crohn's disease, and ulcerative colitis. STELARA® biosimilars will enter highly competitive therapeutic classes and are likely to influence payer management of current therapies in these categories, as well as pipeline drugs nearing approval. On May 23, 2023, Amgen reached a settlement agreement with Janssen allowing Amgen to launch its STELARA® biosimilar no later than January 1, 2025. Other biosimilar manufacturers have also reached settlement agreements allowing the launch of their products in early 2025. These biosimilars are expected to launch at a significant discount to brand STELARA®.[5]

STELARA® from Johnson & Johnson, costs plan sponsors upwards of $120,000 annually per utilizing patient, and generated approximately $10 billion in net sales after rebate in 2024. In January 2025, Amgen launched the first STELARA® biosimilar, this will be followed by as many as six additional manufacturers during the first half of the year, with the potential of eight STELARA® biosimilars to be launched altogether in 2025. We will likely see the STELARA® biosimilar uptake occur at a much more rapid pace compared to HUMIRA® based upon what was learned from the HUMIRA® biosimilar launches and formulary management approach. Discounts off brand STELARA® will range from 5.5% to 81% depending on the route of administration and manufacturer.[4]

Biosimilar/ *Manufacturer*	Indication(s) Studied	Approval Status	Interchangeable	FDA Approval/ Estimated Approval	Estimated Launch	Discount Off Brand WAC
WEZLANA™* (ABP 654)/*Amgen*	PsO	IV/SC approved	Yes	Approved 10/2023	Launched 01/2025[a]	IV: 33%; SC high WAC: 5.5%; SC low WAC: 81%
SELARSDI™* (AVT04)/ *Alvotech/Teva*	PsO	IV/SC approved[b]	Seeking	Approved 04/2024	Launched 02/2025[a]	TBD
PYZCHIVA®* (SB17)/ *Sandoz/Samsung Bioepis*	PsO	IV/SC approved[c]	Seeking	Approved 06/2024	Launched 02/2025[a]	TBD
OTULFI™* (FYB202)/ *Formycon AG/ Fresenius Kabi*	PsO	IV/SC approved	Seeking	Approved 09/2024	Launched 03/2025[a]	TBD
IMULDOSA™* (DMB-3115)/*Dong A/ Meiji Seika/Accord/Intas*	PsO	IV/SC approved	TBD	Approved 10/2024	05/2025[a]	TBD
YESINTEK™* (Bmab1200)/*Biocon*	PsO	IV/SC approved	Seeking	Approved 11/2024	Launched 02/2025[a]	IV: 81%; SC: 90%
STEQEYMA®* (CT-P43)/*Celltrion*	PsO	IV/SC approved	Seeking	Approved 12/2024	Launched 02/2025[a]	TBD
BAT2206/*Bio-Thera Solutions/Hikma*	PsO	Under FDA review	Seeking	Estimated 05/2025	2H/2025	–
BFI-751/*BioFactura/ Aurobindo/CuraTeQ*	TBD	Phase-3 ready	TBD	Estimated 2027+	2027+	–

a Settlement agreements with Johnson & Johnson grant market entry no later than these license dates.

b IV formulation of SELARSDI™ approved in October 2024l SC formulation approved in April 2024. In its 1Q 2024 earnings presentation, Alvotech stated it expects to gain interchangeability designation either in 4Q 2024 or shortly after the license date of February 21, 2025.

c The FDA granted PYZCHIVA® 'provisional' interchangeability because of WEZLANA'S™ period of exclusivity as the first approved interchangeable biosimilar to STELARA®. The first interchangeable exclusivity period for WEZLANA™ expires April 30, 2025 according to the FDA's Purple Book.

* Approved for all the same indications as brand STELARA®.

Abbreviations: PsO - Psoriasis; WAC - whole sale acquisition cost; IV - Intravenous; SC - Subcutaneous; 2H - Second Half

Industry Trends:

Drug Price Increases[6]

Between January 1, 2025 and January 31, 2025, over 280 manufacturers implemented price changes affecting approximately 850 drugs. Most brand and generic drug wholesale acquisition cost (WAC) increases were between 2-4%, however, the average price increase was 6%.[6]

~600 single-source brands (SSBs) average **increase of 5.14%**.[6]

~100 multisource brands (MSBs) average **increase of 6.02%**.[6]

~30 generics average **increase of 5.54%**.[6]

The **average inflation rate** in January 2024 in the U.S. was **3.1%** and **average drug increase** was **6%**.[7]

Anti-inflammatory (Dermatological) Price Changes[6]

SILIQ® (Bausch) ▲9.9%	SKYRIZI® (AbbVie) ▲6.5%
TALTZ® (Eli Lilly) ▲5%	TREMFYA® (Johnson & Johnson) ▲5%
BIMZELX® (UCB) ▲4.9%	STELARA® (Janssen) ▲4.7%
COSENTYX® (Novartis) ▲3%	ILUMYA® (Sun Pharma) 0%

GLP-1 (Diabetes/Weight Loss) Price Changes[6]

ZEPBOUND®* (Eli Lilly) ▲2.5%	OZEMPIC®^ (Novo Nordisk) ▲2%
RYBELSUS® (Novo Nordisk) ▲2%	MOUNJARO®* (Eli Lilly) ▲1%
TRULICITY® (Eli Lilly) ▲1%	SAXENDA® (Novo Nordisk) ▲0%
WEGOVY®^ (Novo Nordisk) ▲0%	

* The annual costs of MOUNJARO® and ZEPBOUND® are now the same (~$14,000 per year).

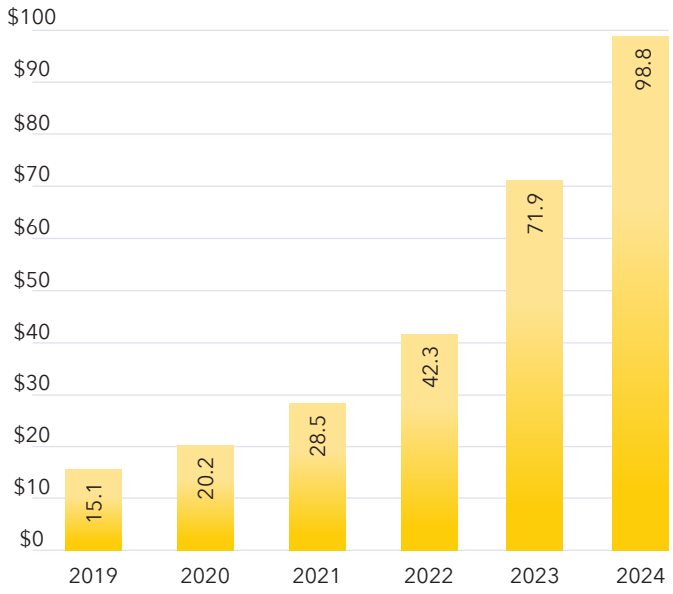
^ The annual list price of OZEMPIC® is lower than that of WEGOVY® (~$13,000 vs. ~$17,500 per year).

Industry Trends: GLP-1s

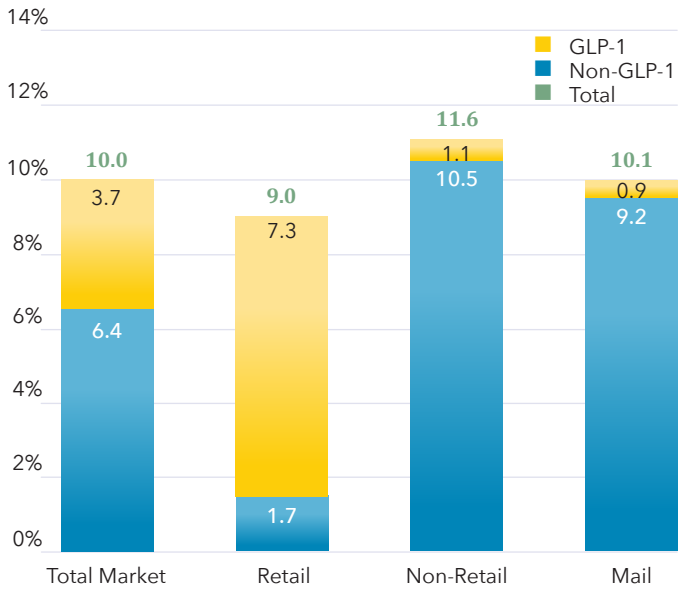
GLP-1 Updates[1]

GLP-1s sales grew 37% over the last 12 months. Total market annual sales growth equaled 10%, of which GLP-1 sales contributed 3.7%.[8]

Moving Annual Total GLP-1 Sales Dollars in Billions



Moving Annual Total Sales Contribution to Growth



GLP-1 Sales Increase/Decrease 2019-2024[8]

2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
▲33.6%	▲40.7%	▲48.7%	▲69.8%	▲37.4%

Current and Potential GLP-1 Label Expansions

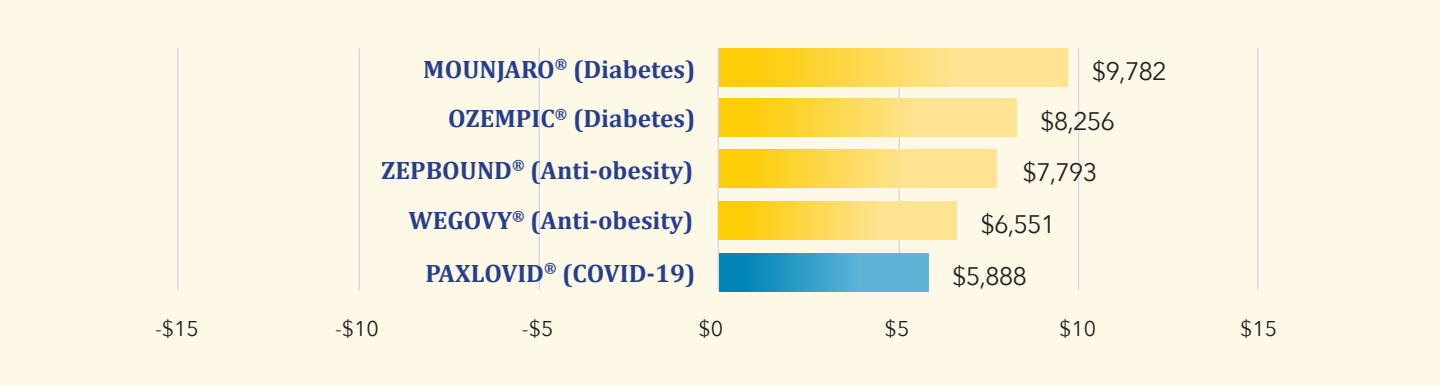
- Type 2 Diabetes
- Obesity
- Reduction in risk of Major Adverse Cardiovascular Events (MACEs)
- Obstructive Sleep Apnea
- Heart Failure with preserved Ejection Fraction (HFpEF)
- Peripheral Artery Disease and Chronic Kidney Disease
- Metabolic Dysfunction-Associated Steatohepatitis (MASH)

Industry Trends: GLP-1s

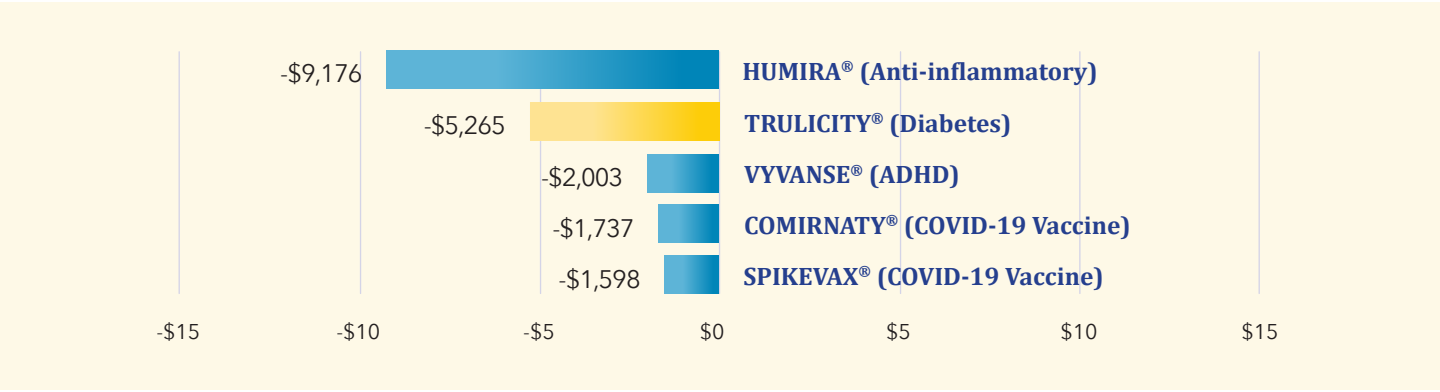
GLP-1 Updates[8]

In 2024, GLP-1s experienced large sales increases due to volume.

Top 5 Products (Sales in Millions) Based on Volume

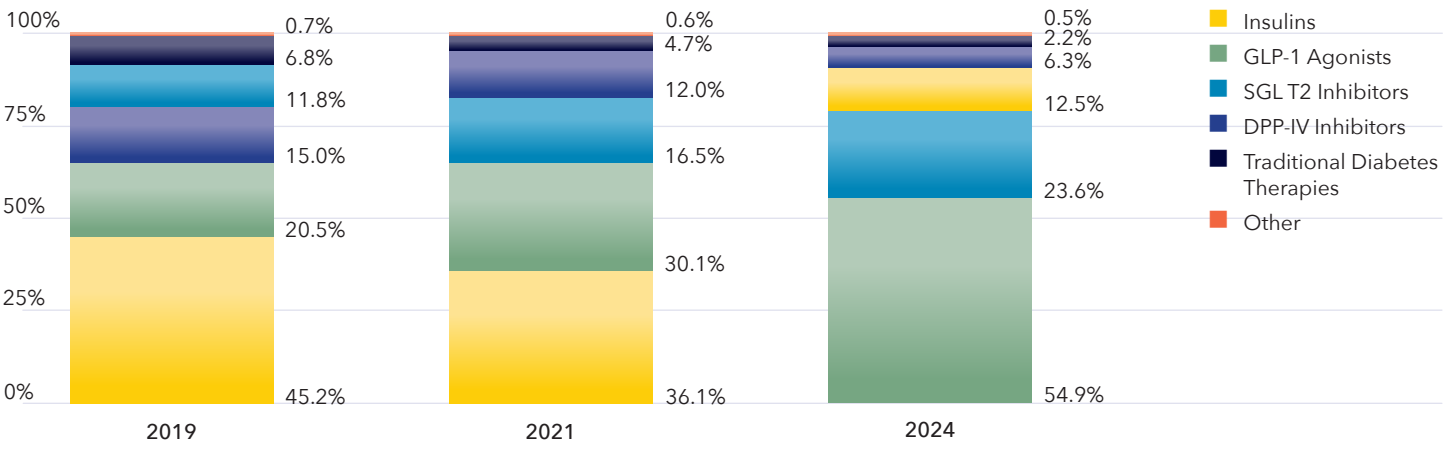


Bottom 5 Products (Sales in Millions) Based on Volume



Sales of GLP-1 accounted for 54.9% of the diabetes market, whereas the market share for insulin sales fell 12.5%.

Diabetes Sales Share by Type

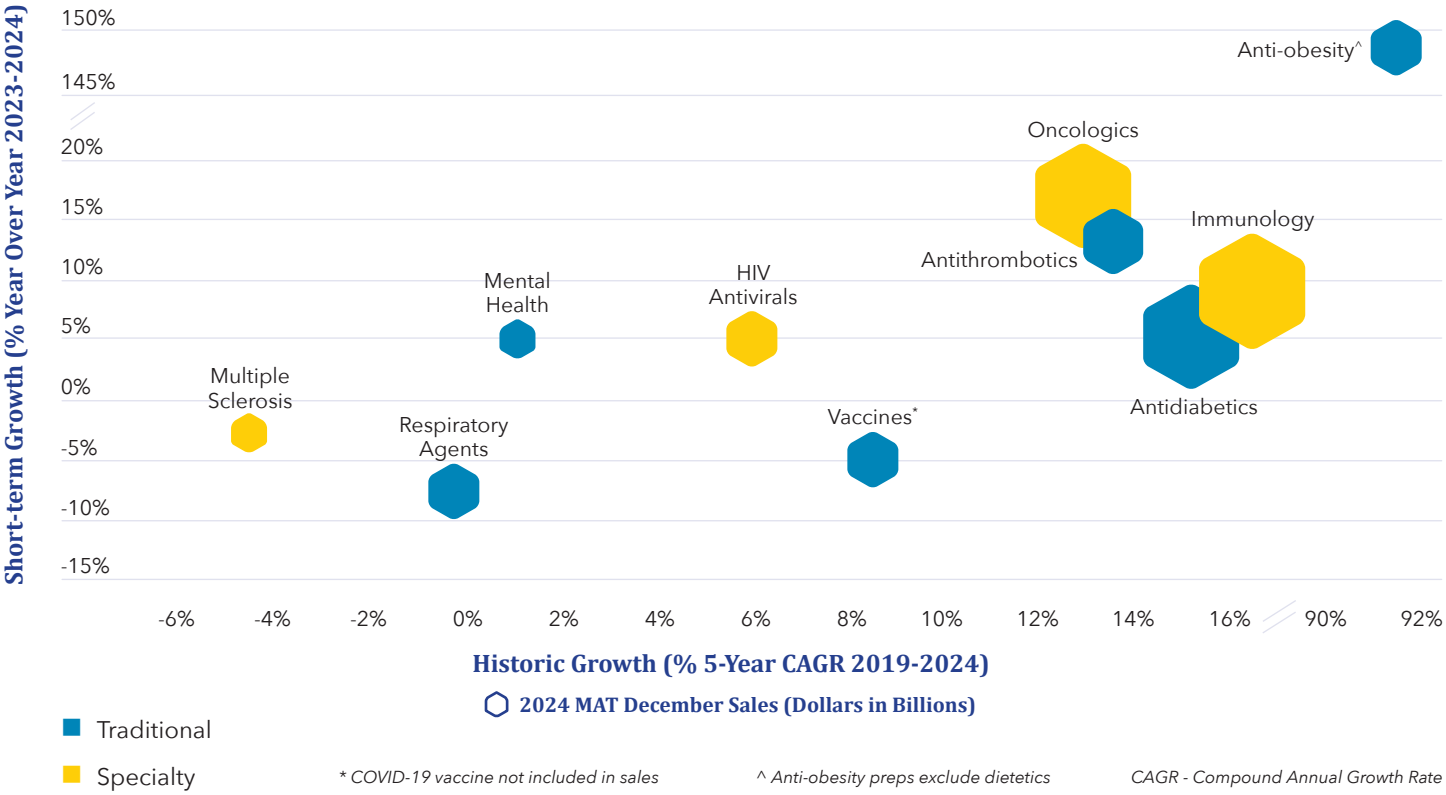


Industry Trends: GLP-1s

GLP-1 Updates[3]

Anti-obesity drugs led both long-term and short-term growth.

Top 10 Total Market Therapies by Sales



** COVID-19 vaccine not included in sales*

^ Anti-obesity preps exclude dietetics

CAGR - Compound Annual Growth Rate

Industry Trends: GLP-1s

GLP-1 Clinical Criteria[1]

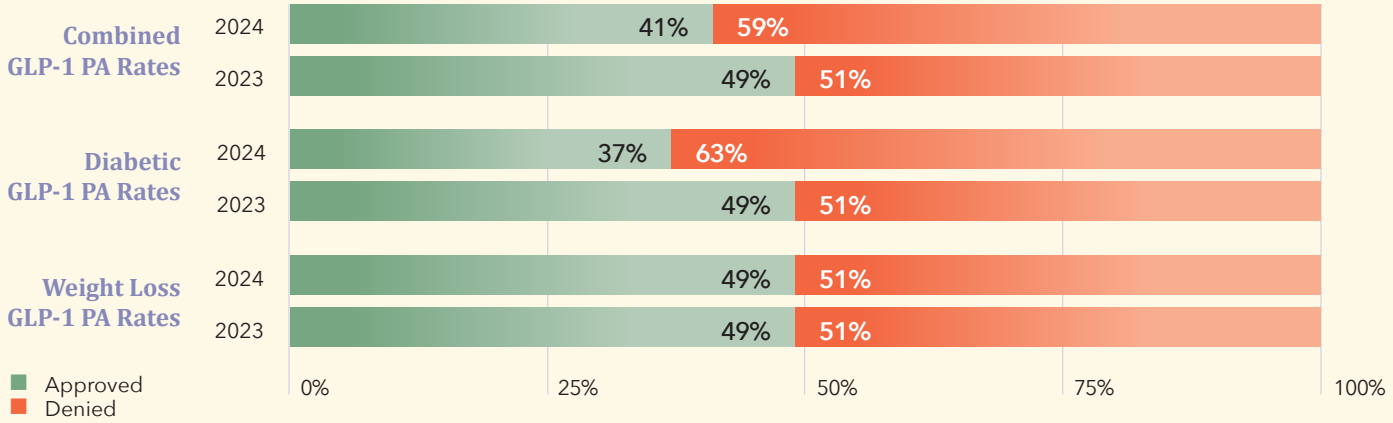
ProAct is committed to leveraging the most up-to-date research in the development of GLP-1 clinical criteria.

The American Diabetes Association (ADA) emphasizes the use of GLP-1 and GIP/GLP-1 receptor agonists in patients with type 2 diabetes who would benefit from weight and glycemic-lowering benefits. As the ADA guidelines have evolved, GLP-1 RA or GIP/GLP-1 RAs have been suggested earlier in treatment.

For clients with ProAct's Clinical Prior Authorization (PA) Management Program, the following criteria is required to be met for the approval of GLP-1 RA or a GIP/GLP-1 RA in the treatment of type 2 diabetes:

- Trial and failure to a metformin containing drug therapy, unless patients with diabetes have documentation of comorbidities, which require treatment.
- Documentation of an elevated A1C ≥6.5.
- Documentation of random plasma glucose ≥200 mg/dL in an individual with classic symptoms of hyperglycemia or hyperglycemic crisis, measured either at the same time or at two different time points.

Through ProAct's GLP-1 utilization management efforts, ProAct is able to ensure only the appropriate patients are receiving GLP-1 therapy, resulting in significant spend control of this category.



Weight Loss Coverage Options[1]

ProAct has levels of coverage for medications that are FDA approved in the treatment of weight loss. This provides our plan sponsors that choose to cover weight loss medications the ability to select an option that meets their needs.

Level 1:
Full Coverage

No PA required.

Custom PA listing would be required and maintained by plan sponsors.

Level 2:
Standard Coverage

PA required with standard criteria (BMI 30+ or 27+ with comorbidities, lifestyle modifications before and during treatment).

Level 3:
Restrictive Coverage

PA required with a BMI requirement of 35+.

Level 4:
Limited Coverage

PA required with a lifetime max benefit (i.e., one year of coverage).

Level 5:
Generic Only

Limits members to lower cost options in this class (i.e., phentermine).

Level 6:
No Coverage

Anti-obesity medications fully excluded from coverage.

PROACT PHARMACY BENEFIT MANAGEMENT

The ProAct Difference

The top five non-specialty products continue to include antidiabetic and anti-obesity medications.[1]

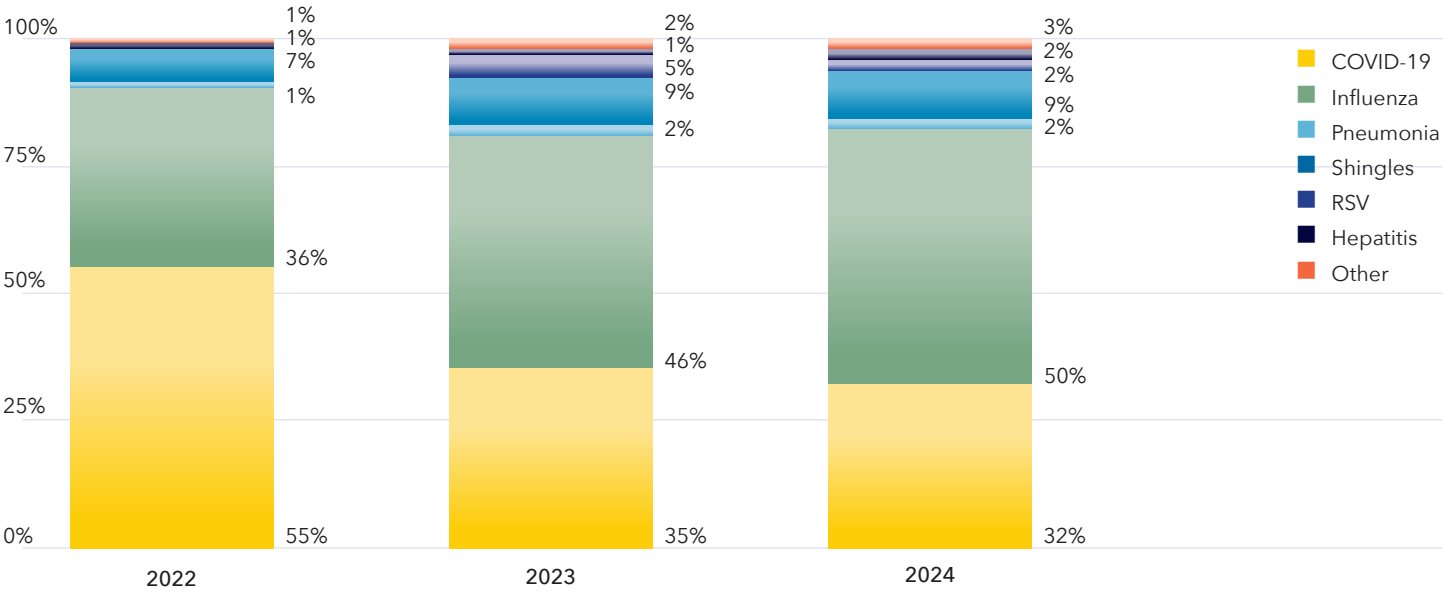
ProAct's specialty trend saw a 0.33% decrease in specialty ingredient costs in 2024 over 2023 on a per claim basis.[1]

Specialty growth continues to increase and is now 51.7% of the total market sales.[8]

For more information on the trends found within or to download a copy of our 2025 Drug Trend Report & Drug Pipeline Report, scan the QR code.

The ProAct Difference:

Immunization Statistics[1]



The ProAct Difference:

Traditional Therapies[1]

Treatment of chronic conditions attributes to top five in traditional plan spend.

In 2024, the top non-specialty therapy classes remained the same as compared to 2023, however, migraine products moved from the number five spot to the number three spot, now representing 4.8% of plan spend. The top five non-specialty products continue to include antidiabetic and anti-obesity medications, however, ZEPBOUND®, an anti-obesity medication, has replaced TRULICITY® on the top five by plan spend non-specialty drug list.

2024 Top Traditional Therapy Classes by Plan Spend[9]

Rank	Therapy Class	Plan Spend		Utilizing Members	
1	Antidiabetics	33.24%	▼2.55%	11.35%	▲0.55%
2	ADHD/Antinarcoleptics/Anti-obesity/Anorexiants	13.70%	▲5.36%	8.40%	▲1.05%
3	Migraine Products	4.80%	▲0.88%	2.89%	▲0.08%
4	Antiasthmatic & Bronchodilator Agents	4.65%	▼1.12%	14.12%	▲0.30%
5	Anticoagulants	4.23%	▼0.24%	1.99%	▲0.07%

2024 Top Traditional Drugs by Plan Spend[9]

Rank	Product Name	Therapy Class	Plan Spend		Utilizing Members	
1	OZEMPIC®	Antidiabetics	8.85%	▲0.45%	1.90%	▲0.03%
2	MOUNJARO®	Antidiabetics	7.87%	▲2.89%	1.49%	▲0.49%
3	WEGOVY®	Anti-obesity/Anorexiants	5.71%	▲1.90%	0.97%	▲0.22%
4	ZEPBOUND®	Anti-obesity/Anorexiants	4.82%	▲4.79%	0.91%	▲0.89%
5	JARDIANCE®	Antidiabetics	4.10%	▲0.21%	1.42%	▲0.17%

▼▲ Change from 2023

ProAct plan spend shifted away from mail towards retail by approximately 5.7% in 2024 as compared to 2023.

2024 Traditional Plan Spend by Retail and Mail

ProAct Traditional Plan Spend by Retail

ProAct Traditional Plan Spend by Mail

The ProAct Difference:

Therapy Trends[1]

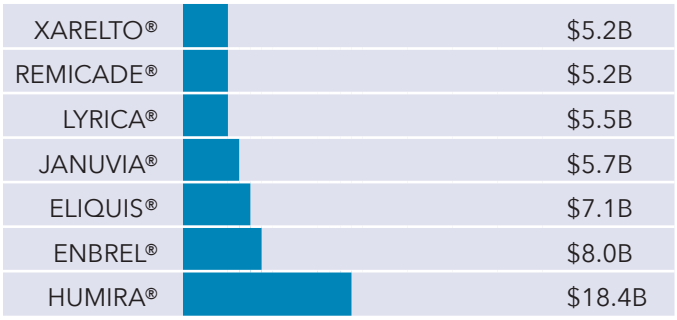
In 2024, across the prescription industry, the overall specialty cost trend increased approximately 12%. ProAct, once again, outperformed this trend projection — decreasing by 0.33% — using various strategies.

Through programs such as our Clinical Prior Authorization Management Program, we are able to ensure the most cost-effective therapies are being used. Coupling this with our formulary strategies – *which are aimed to both drive lowest net-cost therapies and encourage generic alternatives when appropriate* – ProAct was able to stay below the trend curve projected by industry experts.

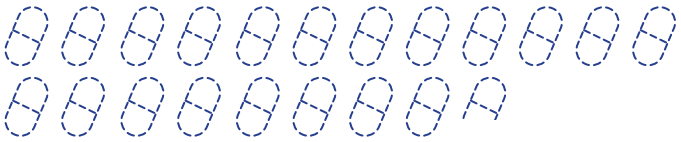
2024 vs 2023			
	Specialty	Non-specialty Brand	Non-specialty Generics
Ingredient Cost (per claim)	▼0.33%	▲13.7%	▲0.6%
Plan Paid Cost (per claim)	▲0.64%	▲14.0%	▲1.15%
Member Paid (per claim)	▼9.17%	▲9.2%	▼0.78%
Claim Count	▼1.53%	▼11.6%	▼8.2%

In 2018, across the prescription industry, it took seven brand drugs to equal the total generic business; in 2024, it only took two.[8]

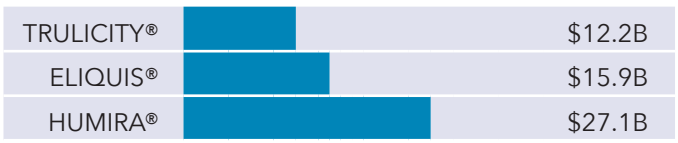
IN 2018, the **TOP SEVEN BRAND** molecules equaled **$55B** in sales.



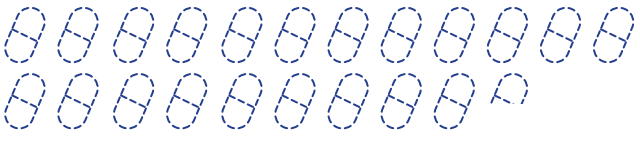
IN 2018, the entire generic market equaled **1,044 MOLECULES** and **$55.7B** in sales.



IN 2021, the **TOP THREE BRAND** molecules equaled **$55.2B** in sales.

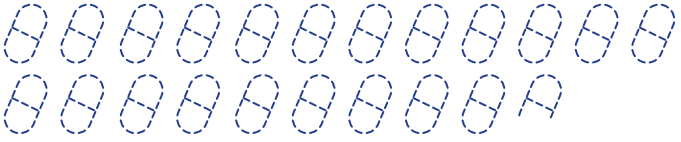


IN 2021, the entire generic market equaled **1,072 MOLECULES** and **$53.6B** in sales.



IN 2024, the **TOP TWO BRAND** molecules equaled **$61.6B** in sales.

IN 2024, the entire generic market equaled **1,099 MOLECULES** and **$55.9B** in sales.



equals 50 generic molecules

The ProAct Difference:

Specialty Therapies

Complex conditions represent significant costs within employer health plans.

In 2024, the top specialty categories and individual products by plan paid remained consistent, however ProAct saw a decrease in HUMIRA®, STELARA®, and ENBREL® utilizing members as a percentage of all specialty utilizers. As a percentage of all claims, specialty remained flat for the second year in a row at just over 1% and specialty plan paid as a percentage of total plan spend also remained flat for the second year in a row at 42%.

2024 Top Specialty Therapy Classes by Plan Spend[1]

Rank	Therapy Class	Plan Spend		Utilizing Members	
1	Analgesics/Anti-inflammatory	29.25%	▼0.97%	20.84%	▼0.74%
2	Dermatologicals	24.94%	▼0.07%	20.24%	▲1.67%
3	Antineoplastics & Adjunctive Therapies	11.98%	▼0.76%	6.84%	▼0.67%
4	Endocrine & Metabolic Agents – Misc	5.32%	▲1.08%	5.81%	▼0.58%
5	Psychotherapeutic & Neurological Agents – Misc	5.28%	▼2.25%	3.47%	▼0.89%

2024 Top Specialty Drugs by Plan Spend[1]

Rank	Product Name	Therapy Class	Plan Spend		Utilizing Members	
1	HUMIRA®	Anti-inflammatory	17.72%	▼1.94%	10.78%	▼1.16%
2	SKYRIZI®	Immunological	7.22%	▲1.88%	4.32%	▲0.78%
3	STELARA®	Dermatological	6.25%	▼1.90%	2.25%	▼0.54%
4	DUPIXENT®	Dermatological	5.06%	▲0.54%	8.67%	▲1.28%
5	ENBREL®	Immunological	3.65%	▼0.12%	2.76%	▼0.06%

▼▲ Change from 2024

A comprehensive specialty drug management strategy is a critical component to pharmacy benefit management.

ProAct offers various solutions to assist our clients in managing specialty drug spend including percentage-based copay programs, utilization management edits, as well as funding assistance partnerships.

2024 Total Specialty Claims & Total Specialty Plan Spend

Specialty Claim Count as a % of Total Claim Count

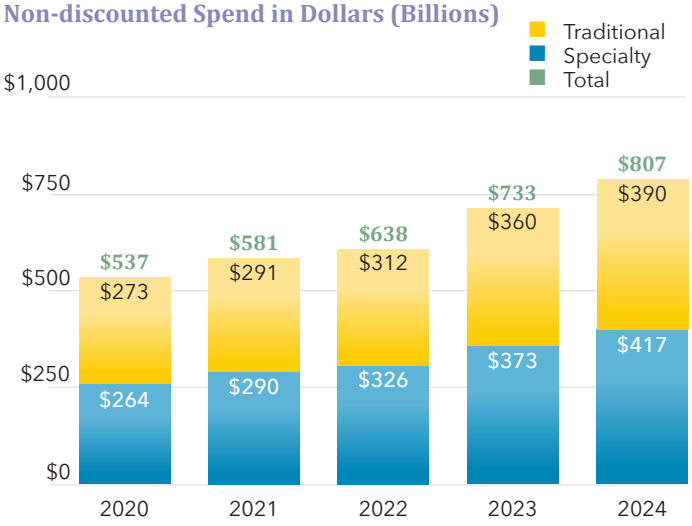
Specialty Plan Spend as a % of Total Plan Spend

The ProAct Difference:

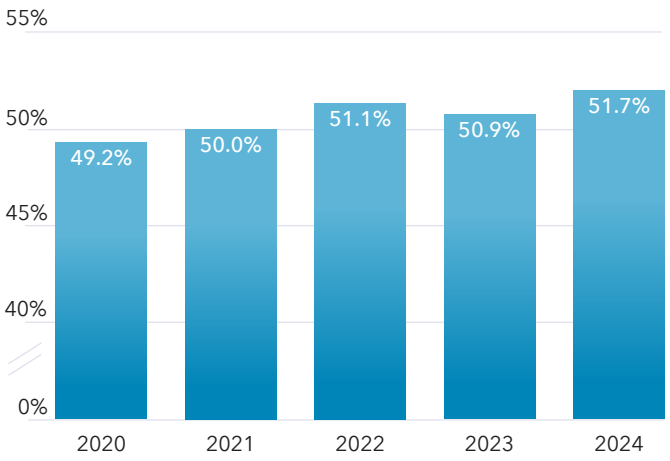
Specialty Trends[8]

For the total market, specialty growth outpaced traditional growth and has approximately 52% share of total non-discounted spend.

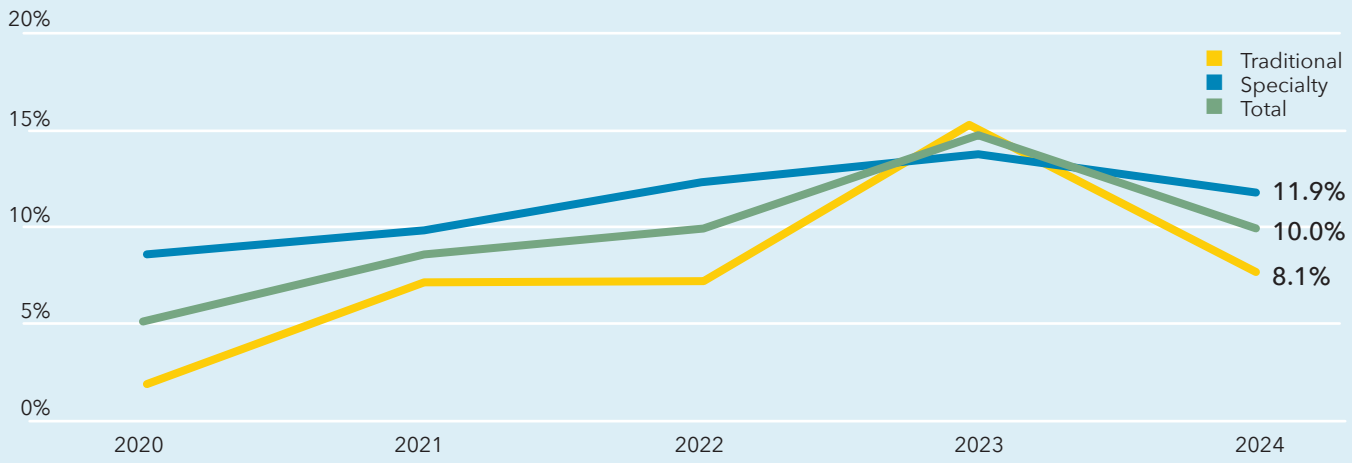
Non-discounted Spend in Dollars (Billions)



Specialty Percent of Sales



In 2024, specialty spend grew by 11.9% while traditional growth grew 8.1%.

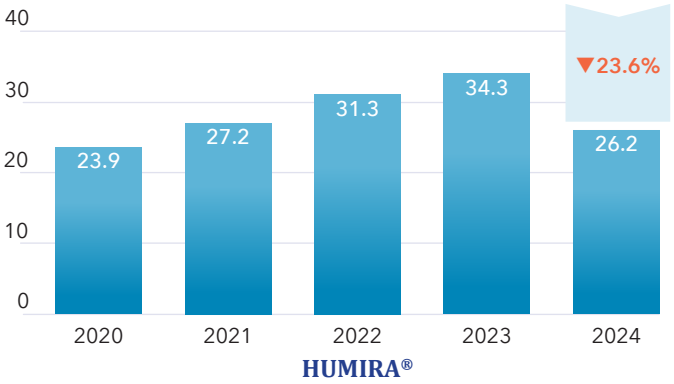


The ProAct Difference:

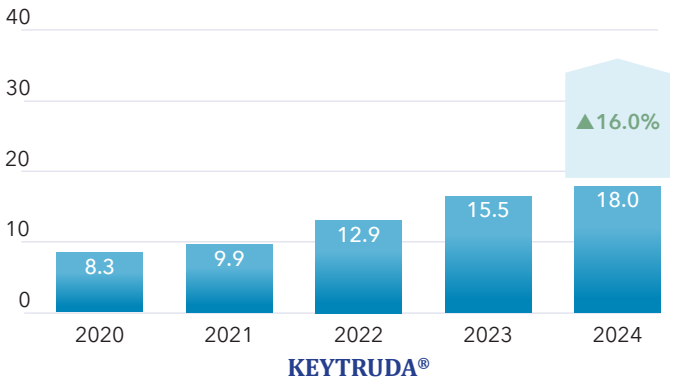
Specialty Trends[8]

HUMIRA® experienced a significant drop in 2024, while other leading specialty products maintained their growth.

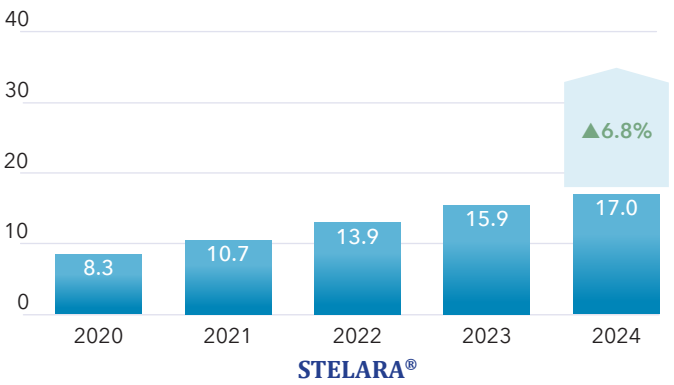
Top 8 Specialty Sales Products, Sales in Dollars (Billions) Based on MAT December



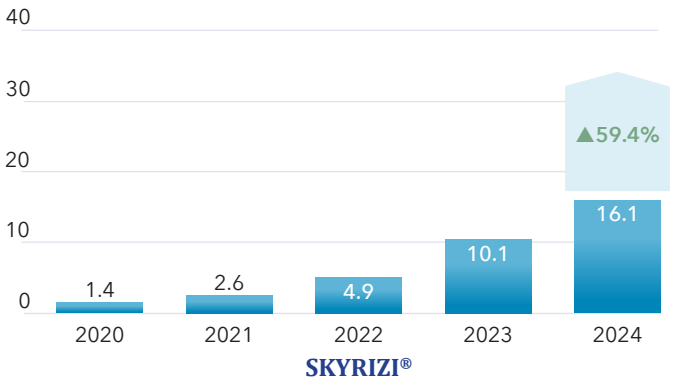
HUMIRA®



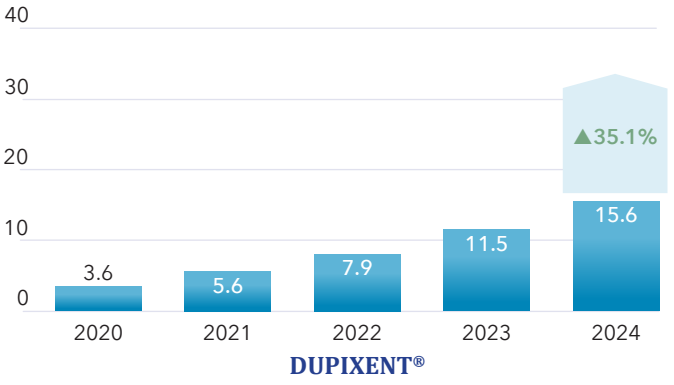
KEYTRUDA®



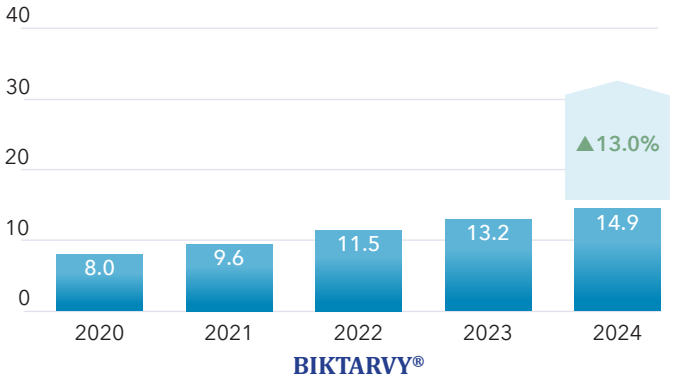
STELARA®



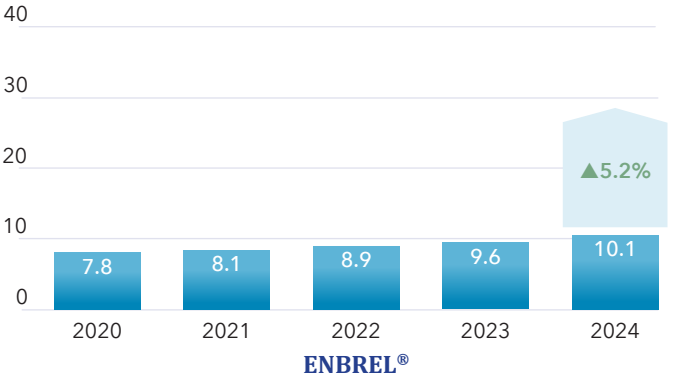
SKYRIZI®



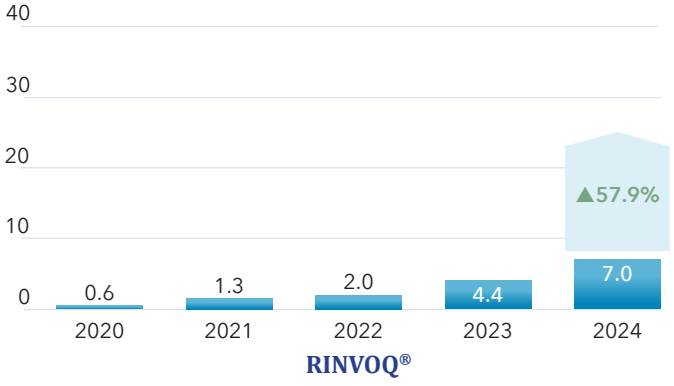
DUPIXENT®



BIKTARVY®



ENBREL®



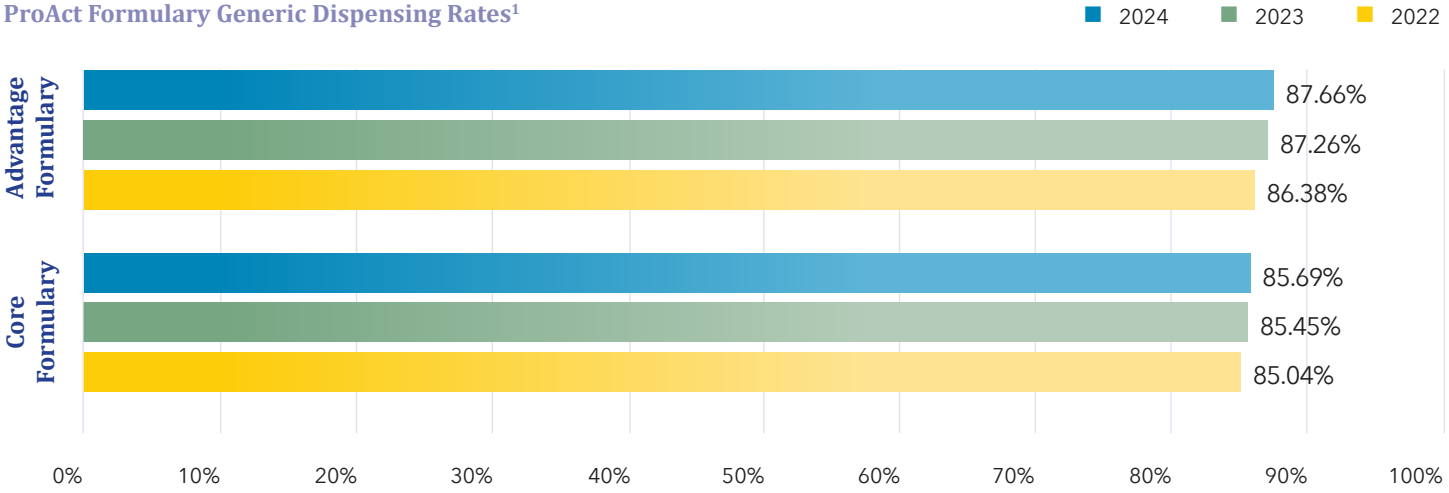
RINVOQ®

The ProAct Difference:

Formulary Management

In 2024, plans utilizing the Advantage Formulary saved 7% over the Core Formulary.[1]

ProAct Formulary Generic Dispensing Rates[1]



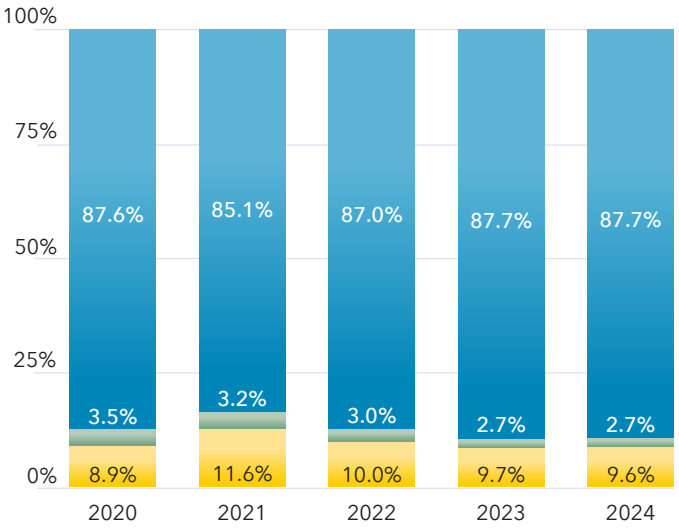
ProAct's Pharmacy Network Savings of 54% off usual and customary pricing![1]

The ProActPLUS Program saved on average $32.11 PMPM.[1]

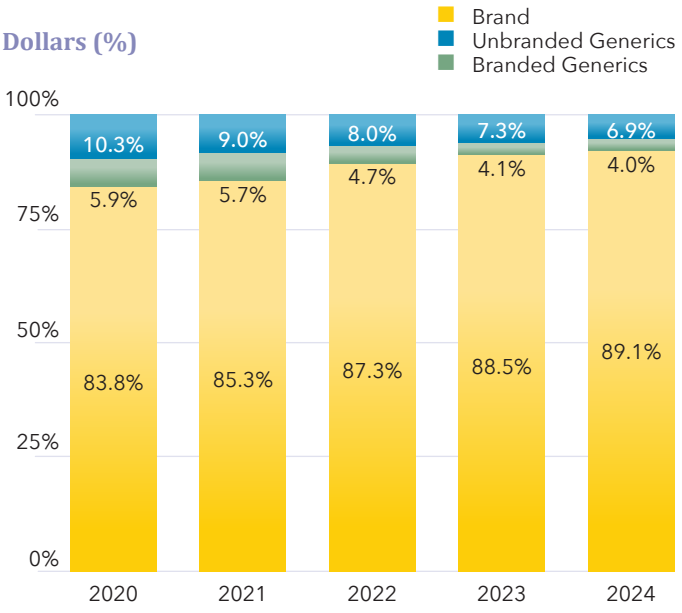
ProAct's Clinical Optimization Program's cost avoidance on average was $3 PMPM.[1]

In 2024, across the industry, unbranded generics accounted for 87.7% of dispensed prescriptions but only represent 6.9% of dollars.[9]

Adjusted Prescriptions (%)*



Dollars (%)



* Numbers do not add up to 100% due to rounding

The ProAct Difference:

Member Engagement Solutions[1] *powered by* Counter

ProAct's member engagement solution makes navigating options and saving money on prescriptions simple.

Purpose built to eliminate these member questions *and more*:

Are there lower cost medication options my prescriber can consider?

Are there lower cost fulfillment options for my current prescription?

Are there other available programs to help me save more?

$28 PMPM*
Average Savings Available

RISK FREE
ROI Guarantee Included

Approximately 42%
Engagement Rates

2 in 3 Members Accept Savings

** Average available savings for International and Therapeutics Alternatives*

How plan and member savings are generated.

Savings types cover the key sources of missed opportunity for plans and members to save.

International Sourcing
Savings Type 1

Therapeutic Alternatives
Savings Type 2

Prior Authorization Updates
Savings Type 3

Channel Optimization
Future Savings Type

A solution to help members and plan sponsors save more.

Savings Detection

Counter identifies savings opportunity, reviews it for appropriateness, and sends to member.

Member Engagement

Member reviews and accepts the savings opportunity on web-based dashboard.

Concierge Coordination

Counter handles the logistics, such as obtaining prescriber review (where appropriate) and coordinating with the pharmacy.

PRO/ACT
PHARMACY BENEFIT MANAGEMENT

Looking Back

In 2024, the FDA approved a total of 61 new pharmaceuticals, 3 new diagnostic agents, 2 novel vaccines, and 18 new biosimilars.[10]

There were 77 new product launches as of December 2024 with top therapy areas in neurology, oncology, and cardiovascular.[10]

For more information on the trends found within or to download a copy of our 2025 Drug Trend Report & Drug Pipeline Report, scan the QR code.

Looking Back:

2024 New Drug Approvals[10]

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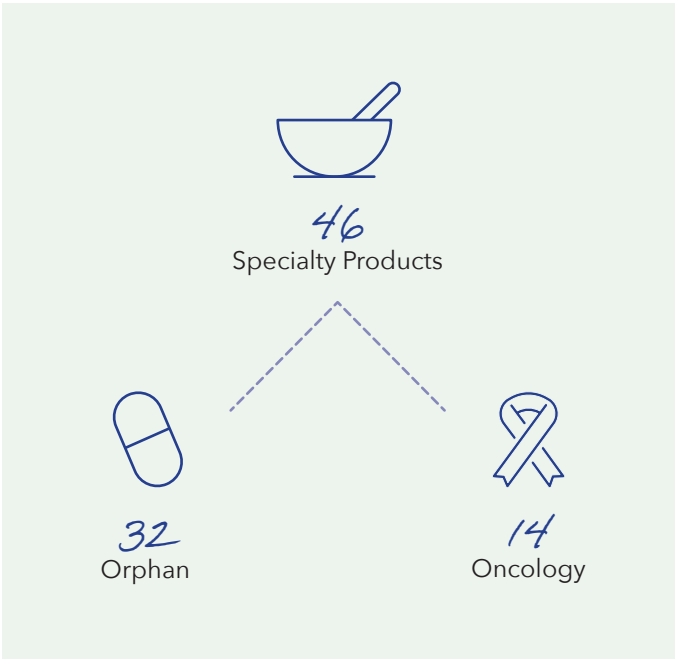


15
Non-specialty Medications

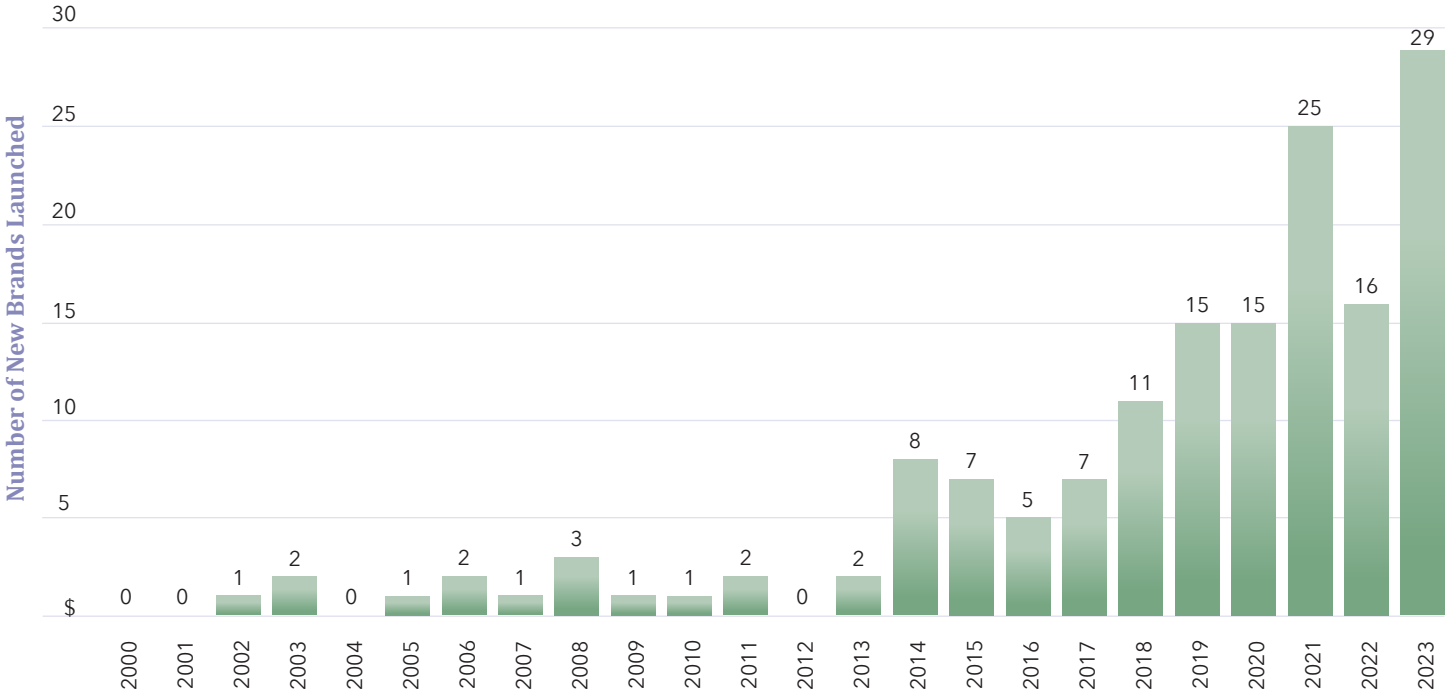
3
Diagnostic Agents

2
Novel Vaccines

18
Biosimilars

More drugs with annual treatment costs of over $200k launched in 2023 than in 2000-2014 combined.[11]

New Brands with Annual Cost of Treatment at Launch Greater Than $200k in U.S. Dollars



Looking Back:

Launch Landscape as of December 2024[10]

There were 77 new launches through December 2024.

2022 Top Therapy Areas (Share of Launches)

Oncology 17%

Neurology 12%

Cardiovascular 11%

2023 Top Therapy Areas (Share of Launches)

Oncology 21%

Immunology 13%

Neurology 13%

2024 Top Therapy Areas (Share of Launches)

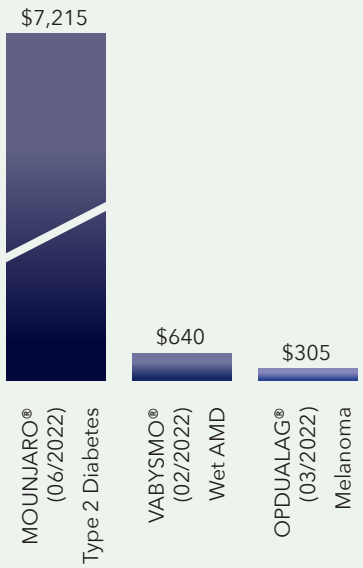
Neurology 16%

Oncology 16%

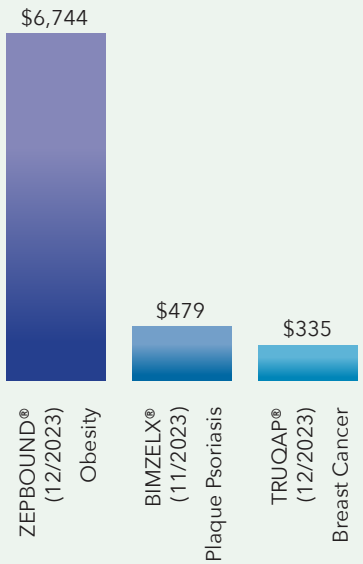
Cardiovascular 13%

GLP-1s dominated previous years' launch sales and other products like HYRIMOZ® grew in 2024.

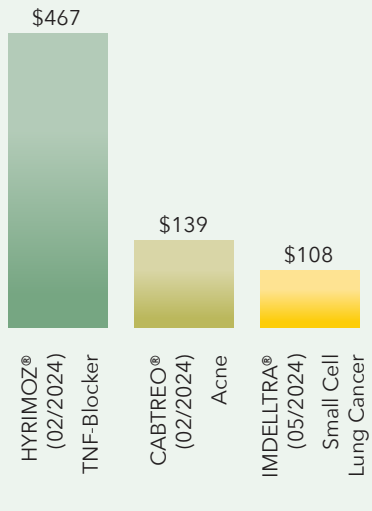
2022 Top Launches by Sales (U.S. Dollars in Millions)



2023 Top Launches by Sales (U.S. Dollars in Millions)



2024 Top Launches by Sales (U.S. Dollars in Millions)



PROACT PHARMACY BENEFIT MANAGEMENT

Looking Ahead

While biomarker testing is most prominent in oncology, research is rapidly expanding into non-oncology areas, including Alzheimer's disease, cardiology, and more.[5]

Oncology and obesity will drive spend growth through 2028.[12]

For more on what's coming down the pipeline, see our 2025 Drug Pipeline Report.

For more information on the trends found within or to download a copy of our 2025 Drug Trend Report & Drug Pipeline Report, scan the QR code.

Looking Ahead:

Trends in 2025 and Beyond[5]

Gene Therapy: A medical treatment in which genetic material is introduced into a person's cell. Sometimes it can replace a defective gene, introduce a new gene, or modify an existing gene.

The gene therapy landscape continues to rapidly evolve, with numerous gene therapies in late-stage clinical development to treat a wide variety of diseases. While many gene therapies focus on ultra-rare conditions with few or no treatment options, gene therapies are also being developed for more common conditions, such as heart failure and certain cancers. As more gene therapies gain approval, including those for larger populations, health plans will need to assess their potential impact on benefits, expenses, and coverage considerations.

Biomarker: A biological characteristic, like a substance or measurement, that indicates a normal or abnormal process, or a condition or disease.

Biomarkers in oncology, which guide the selection of targeted treatments for patients, have become critical tools for advancing precision medicine and have revolutionized cancer treatment. Emerging biomarkers hold particular promise for rare cancers and those lacking targeted treatment options like Alzheimer's disease, other neurological disorders, cardiology, and more.

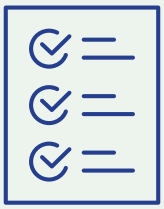
Trends to Anticipate

Rare Disease Research and Development

Precision Medicine/ Biomarkers

Oncology, Alzheimer's Disease, Other Neurological Disorders, Cardiology

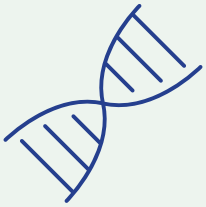
GLP-1 Agonists Expanded Indications



Telehealth and Digital Mental Health Treatment Devices

Artificial Intelligence (AI)

Gene Therapies

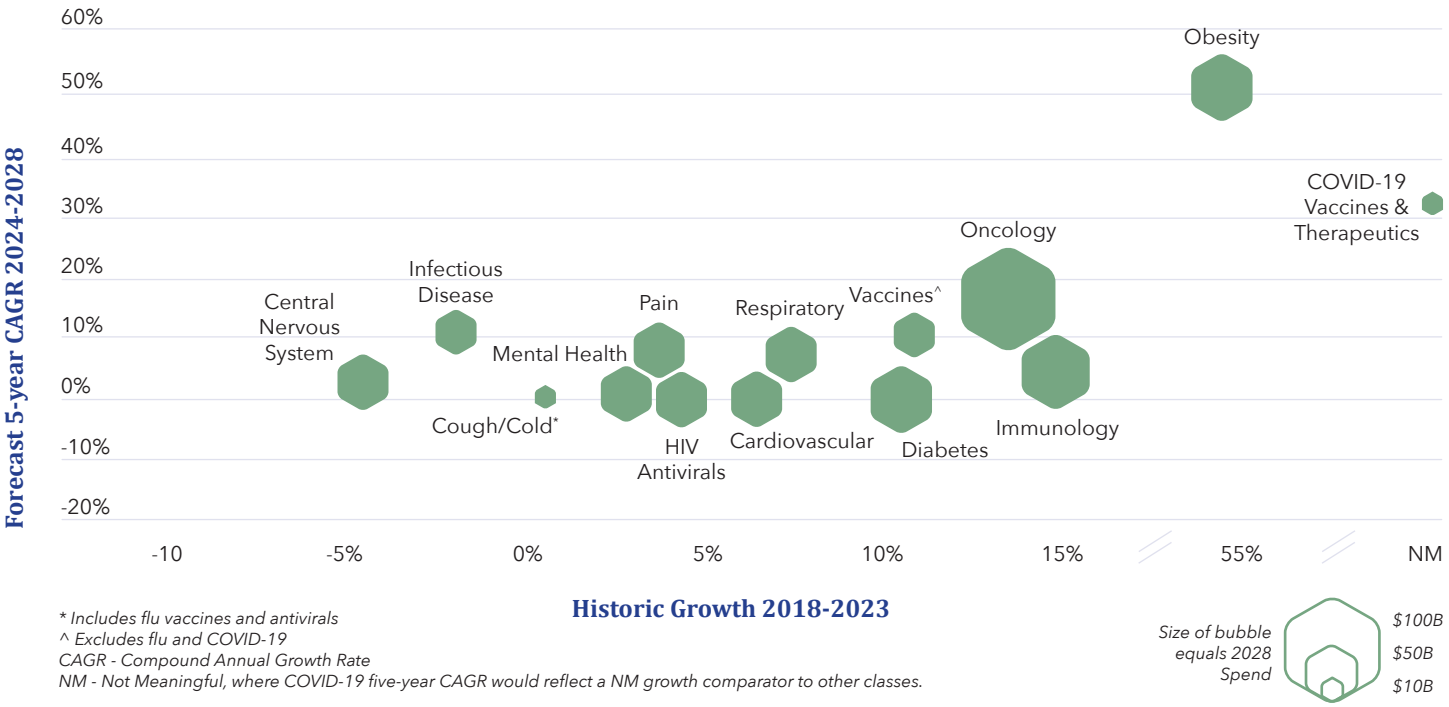


Looking Ahead:

Trends in 2025 and Beyond[12]

Oncology and obesity will drive spend growth through 2028 while diabetes, immunology, and COVID-19 contribute to slowing.

Historic and Forecast Net Spending Growth for Leading Therapy Areas



** Includes flu vaccines and antivirals*
^ Excludes flu and COVID-19
CAGR - Compound Annual Growth Rate
NM - Not Meaningful, where COVID-19 five-year CAGR would reflect a NM growth comparator to other classes.

2025 Drug Trend Report: Recap

Biosimilars

ProAct is continually taking steps to ensure greater predictability, affordability, and accessibility to low-cost inflammatory treatments.

Traditional Therapies

In 2024, the top non-specialty therapy classes remained the same as compared to 2023, however, migraine products moved from the number five spot to the number three spot, now representing 4.8% of plan spend.

Drug Price Increases

Between January 1, 2025 and January 31, 2025, over 280 manufacturers implemented price changes affecting approximately 850 drugs. Most brand and generic drug wholesale acquisition cost (WAC) increases were between 2-4% however the average price increase was 6%.[6]

Specialty Therapies

In 2024, across the prescription industry, the overall specialty cost trend increased approximately 12%. ProAct, once again, outperformed this trend projection – decreasing by 0.33% – using various strategies.

GLP-1s

ProAct is committed to leveraging the most up-to-date research in the development of GLP-1 clinical criteria. Through ProAct's GLP-1 utilization management efforts, ProAct is able to ensure only the appropriate patients are receiving GLP-1 therapy, resulting in significant spend control of this category.

Formulary Management

In 2024, plan sponsors utilizing ProAct's Advantage formulary, once again, saved in plan spend. The ProActPLUS program saved on average $32.11 PMPM.

Immunizations

Since 2022, ProAct has seen a decrease in COVID-19 immunizations and an increase in influenza and shingles immunizations.

Member Engagement Solutions

Powered by Counter Health, ProAct's digital member engagement platform makes navigating options and saving money on prescriptions simple for members.

2025 Drug Trend Report: **Recap**

2024 New Drug Approvals

In 2024, the FDA approved a total of 61 new pharmaceuticals, 3 new diagnostic agents, 2 new novel vaccines, and 18 biosimilars.

Trends in 2025 and Beyond

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Launch Landscape as of December 2024

There were 77 new product launches as of December 2024 with top therapy areas in neurology, oncology, and cardiovascular.

2025 Drug Pipeline Report

For more on what's in the coming down the pipeline, see our 2025 Drug Pipeline Report.

2025 Drug Trend Report: **Sources**

1. ProAct Data.
2. *Clinical Snapshot Humira Biosimilars.* IPD Analytics.
3. *National Sales Perspectives, December 2024.* IQVIA.
4. *Clinical Snapshot Stelara Biosimilars.* IPD Analytics.
5. *2025 Preview: 10 Trends to Anticipate.* IPD Analytics.
6. *Data STACK: Trend Report – January 2025 Drug Price Changes.* IPD Analytics.
7. *TED: The Economics Daily.* U.S. Bureau of Labor Statistics.
8. *IQVIA Confidential.* IQVIA.
9. *RxInsights: Savings Opportunities with Upcoming Specialty and Traditional Generics.* IPD Analytics.
10. *FDA Approvals in 2024.* Evernorth.
11. *National Sales Perspective. December 2023.* IQVIA.
12. *IQVIA Institute, March 2024.* IQVIA.

PRO/ACT PHARMACY BENEFIT MANAGEMENT

Your Fully Integrated
Pharmacy Benefit Manager