



ingenio<sup>Rx</sup><sub>™</sub>

# DRUG TREND REPORT 2020

Reimagining what is possible  
for every moment of health



Paul Marchetti  
*President, IngenioRx*

### A look ahead

At IngenioRx, we often say that whole-person health is in our DNA.

Certainly, our partnerships with plan sponsors are designed to deliver value — managing drug trend and spend, and saving our clients and members money.

Equally important, we

understand our active role in designing programs that positively manage pharmacy care. Providing tools, information, and support along the member's entire health journey, we walk hand in hand with our members toward better outcomes and improved health.

We're setting the stage for exciting developments to come. Leveraging advances in cutting-edge technology, like pharmacogenomics and wearables, and innovative concepts, such as food-as-medicine — paired with our own ingenuity — will enable us to meet our members and plan sponsors where they are, to provide unprecedented levels of personalized engagement.

I'm excited by what's next for IngenioRx. Our future is unencumbered.

## TABLE OF CONTENTS

---

3 Pipeline update:  
advancing care

6 Rx Care Nexus: our overall  
health management program

---

7 ZipDrug: key to the “have-it-your-way”  
pharmacy network





# Pipeline update: advancing care

---

The arrival of COVID-19 proved highly disruptive to clinical research. Some active trials were delayed or suspended, while many others had to transition to more-remote or virtual methods of discovery.

However, after several months, most research resumed, and 2021 will see the arrival of a number of anticipated therapies. Some previously approved drugs will earn approvals for new indications, and label expansions will undoubtedly be one of the primary drivers of increased sales and utilization for these therapies. This year, too, will see new additions of high-cost biologics. As in past years, drugs in this year's pipeline are expected to further escalate pharmacy sales and utilization going forward.



## Anticipated activity includes:

### Continued label expansion for treatments in top categories



**Shingles:** Shingrix was approved in 2017 for the prevention of herpes zoster, also known as shingles, in adults ages 50 and older. A label expansion is expected in 2021 to include the prevention of shingles in adults ages 18 years and older at increased risk.



**Diabetes:** Sodium glucose co-transporter 2 (SGLT2) inhibitors are approved for the treatment of type 2 diabetes (T2D) but are gaining traction in the treatment of heart failure and chronic kidney disease in individuals with and without diabetes.

### New treatments for high-spend categories



**Atopic dermatitis:** Treatment of atopic dermatitis will expand beyond traditional topicals. We continue to see significant utilization and growth for the treatment of atopic dermatitis with Dupixent®, the first and only biologic approved by the Food and Drug Administration (FDA) for atopic dermatitis. Competitors could enter the market as early as 2021, including the first janus kinase inhibitor for atopic dermatitis.



**Migraine:** Recent FDA approvals have provided novel alternatives to current therapies. Approved therapies continue to grow as they seek expanded indications for pediatric patients, as well as broader labels to include treatment and prevention of migraines. Development of new molecular entities and reformulations on the horizon will also contribute to growth in this category.\*

*continued on page 5*

\* Migraine Research Foundation website: *About Migraine* (accessed January 2021); [migraineresearchfoundation.org](https://migraineresearchfoundation.org).



continued from page 4



**Biologic to biosimilar adoption:** Reports suggest that biosimilar use over the next five years may save over \$100B in U.S. sales, an almost five-fold increase in savings over the past five years.<sup>1</sup> Cost savings due to biosimilars have been slow to emerge due to litigation and lack of interchangeability, causing delays in products reaching the market. With \$14.9B in U.S. sales in 2019, a potential launch of an interchangeable Humira biosimilar, Cytelzo®, in 2023 may generate sizeable savings.<sup>2,3</sup> Data from their interchangeability study, started in 2017, is expected to be reported later this year. Launches from other companies would follow during 2023.<sup>4,5</sup>

View our quarterly Drug and Biologic Pipeline Update at [ingenio-rx.com](https://ingenio-rx.com)

1 IQVIA Institute website: *Biosimilars in the United States 2020–2024* (accessed January 2021); [iqvia.com](https://iqvia.com).

2 AbbVie website: *2020 Annual Report on Form 10-K and 2021 Proxy Statement* (accessed February 2021); [investors.abbvie.com](https://investors.abbvie.com).

3 Axios website: *The top-selling drugs in the U.S. in 2019* (accessed February 2021); [axios.com](https://axios.com).

4 Biosimilar Development website: *Weighing The Potential Of Humira Biosimilars In The U.S. – Competitive Dynamics Analysis* (accessed February 2021); [biosimilardevelopment.com](https://biosimilardevelopment.com).

5 BioPharma Dive website: *With Boehringer settlement, AbbVie completes Humira sweep* (accessed February 2021); [biopharmadive.com](https://biopharmadive.com).





## Rx Care Nexus: our overall health management program

For years, healthcare has generally operated with a one-size-fits-all model that fails to recognize the enormous diversity of people who turn to it for care. As a result, individual needs and expectations have too often gone unmet, and personalized outcomes have been less than optimal.

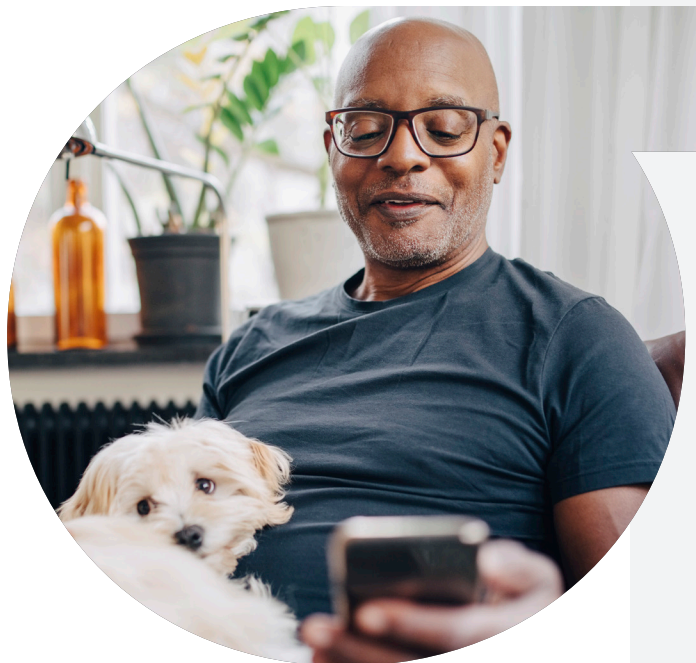
All of that begins to change with Rx Care Nexus, launched in 2021 to manage overall health and drive down costs.

This unique approach to pharmacy case management combines an impressive number of capabilities and resources to meet the need for personalized care, including:

- Machine-learning artificial intelligence (AI) and predictive analytics
- Identification of health risks and barriers to care
- Targeted clinical interventions
- Multiple digitally enabled connectivity options for members to engage with us
- Integrated clinical management systems and seamless connectivity across medical and pharmacy benefits
- Coordination between dedicated pharmacy care specialists and multidisciplinary healthcare professionals

Unique among pharmacy benefit managers, Rx Care Nexus simplifies the healthcare experience while using the power of integration to ensure optimal member experience and value.





## ZipDrug: key to the “have-it-your-way” pharmacy network

IngenioRx was born with the mission to deliver improved health outcomes and an optimal pharmacy experience for our members. Designing programs and services that are innovative and future focused, we meet our members where they are and support them throughout their health journey. With the acquisition of ZipDrug in 2020, we took a giant leap toward advancing that mission.

ZipDrug and its curated network of contracted pharmacies share our dedication to clinical excellence and quality service. Its focus and commitment to supportive, white-glove pharmacy care service utilizes leading-edge technology to set a new standard in pharmacy care.

With our digital-first strategy and innovative pharmacy solutions, we’re expanding the power of pharmacy and giving our members a simpler, more consumer-centric pharmacy experience.

For more insights: **ingenio-rx.com**



© 2021 IngenioRx, Inc. All Rights Reserved. The IngenioRx name and IngenioRx logo are trademarks of Anthem, Inc. No portion of this publication may be reproduced in any format, print, electronic, or otherwise, without the express written permission of IngenioRx.

1034117MUCENIGX 06/21