

2021 IngenioRx Drug Trend Report: a summary of results



Learn about our year of growth, change, and accomplishments. Take a look behind the numbers to see what drove pharmacy spend last year.

In 2021, medical and pharmacy overall drug spend was primarily driven by utilization, inflation, and the arrival of new drugs on the market. Despite those influences, IngenioRx kept trends in the low-single digits — and even in the negative on the nonspecialty side:



3.6%
Overall trend
Medical + Rx



-1.7%
Nonspecialty



7.1%
Specialty
Medical + Rx

40%

of our clients had a negative *overall* trend

of our clients had a negative *specialty* trend (medical + pharmacy)

How did we accomplish that? Trend mitigation strategies.

Last year, we launched new clinical programs that resulted in an estimated **\$750 million in incremental savings**. These trend mitigation strategies included, but were not limited to:

- Evidence-based formularies and clinical edits.
- High-touch member outreach.
- Cost-management strategies.
- Utilization and channel management.
- Pharmacists partnering with providers.

What about the specialty space?

On the specialty side, combined utilization and channel management strategies delivered a **savings of over \$300 million** — \$453 per utilizing member per year. Clients that used our full suite of clinical-management strategies **spent an average of \$2,639 less in drug costs** per member per year compared to those that did not.

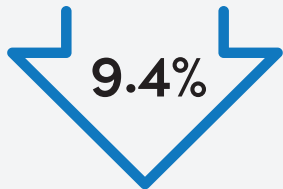
We also continued to look at oncology solutions, knowing that cancer care has a big impact on healthcare. Our oncology initiatives generated approximately **\$41 million in incremental savings**. For a member with cancer, that meant nearly **\$1,100 in additional annual savings**.

The value of integrated pharmacy and medical benefits

IngenioRx was created to look at pharmacy differently – not as a transactional process of filling prescriptions but as a whole-health experience.

Our ability to see pharmacy and medical benefits data enables us to drive down medical spend and drive better outcomes, as we saw with medication adherence, for example: improved adherence for our integrated members in **73%** of the most common disease categories.

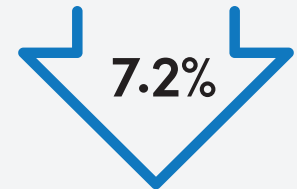
In a two-year, case-controlled study of members with specialty conditions, members with our integrated medical and pharmacy benefits demonstrated significantly lower costs and better overall medical outcomes than their matched cohorts without integrated benefits:*



lower inpatient utilization



lower utilization of specialty infusions at outpatient hospitals



lower costs per medical specialty claim



\$177 per member per month outpatient savings



\$169 per member per month all-cause medical savings



What's ahead?

We continue to innovate at IngenioRx to address trend drivers and find new and creative ways to manage trend and spend, including:

- Gene therapies and biosimilars.
- High-performing pharmacy networks.
- The use of technology to promote whole-person health.

[Read the full report.](#)

Learn more about IngenioRx and what we do to keep drug spend down for our clients and members.

* IngenioRx's Specialty Conditions Value of Integration (VOI) 2022. Unless otherwise noted, information contained in this document was obtained from the 2021 IngenioRx Drug Trend Report. Services provided by IngenioRx, Inc. In Texas, services provided by Ingenio, Inc. 1040710MUCENIGX.BV 04/22