



Clinical Management Programs Support and Services

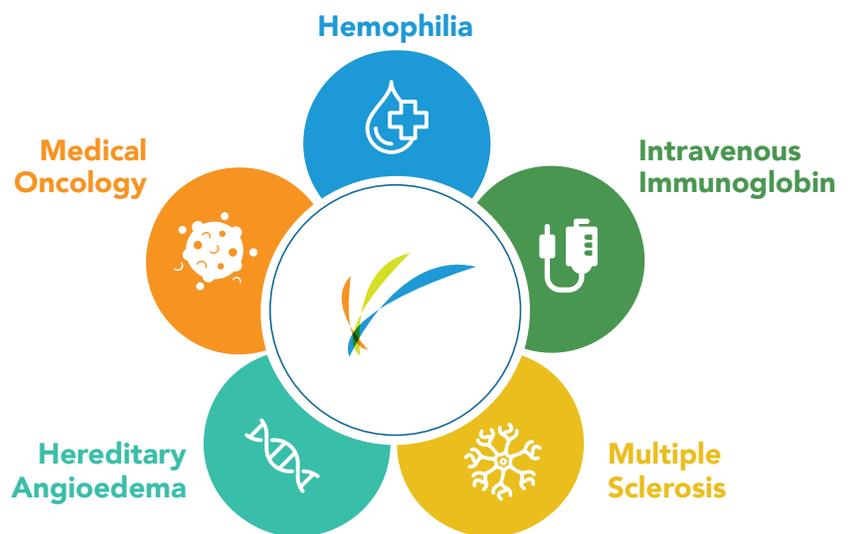
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Introducing Our Clinical Programs

Specialty pharmaceuticals are skyrocketing in both availability of product and treatment costs. New specialty medications with \$2-3 million price tags could easily bankrupt any self-funded plan. To mitigate cost, payers rely on Pharmacy Benefit Managers (PBMs) for clinical programs that manage the many complexities surrounding the use of specialty medications.

As a specialty PBM, AscellaHealth offers clinical programs across all disease categories but we especially focus on five key high-cost treatment areas:



Our goals within these key Therapy Management Programs are to improve or maintain patients' health, reduce hospitalizations, and lower treatment costs. Focusing on these specific treatment areas allows for greater specificity in program design and patient intervention, producing consistency in care and significant cost savings.

Our clinical programs blend utilization management and disease management in a flexible, data-driven model that is ever-evolving and improving. Each program leverages a multidisciplinary "HUB" that is specialized in that particular treatment area. This team includes but is not limited to the pharmacy, the pharmacist, technicians, nurse, physician, providers, the patient/caregiver and other exterior sources that work seamlessly to ensure efficient and effective communication, coordination and continuity across all levels of care. Our specialty teams assess, monitor trends, and evaluate each patient's adherence to the treatment plan, identifying compliance issues and implementing interventions to prevent or decrease adverse events.

Through our innovative initiatives and clinical solutions, AscellaHealth supports clients by reducing their drug spend for highly complex and costly medical benefit drugs while promoting high quality service for their members.





About AscellaHealth

AscellaHealth is a Specialty Pharmacy benefits management (SPBM) company that provides a complete range of comprehensive prescription drug benefits and healthcare management services. Our clinical programs include full spectrum specialty pharmacy and infusion services for complex patients, customized medical and drug benefit management, specialty pharmacy carve-out solutions, real-time detailed claims data, pharmacy networks, formulary and rebate management, along with the use of technology platforms providing data analytics, patient education, medical adherence data, and clinical integration.

We focus on patients with high-cost rare disease states, such as Hemophilia, IVIG, Hereditary Angioedema, Multiple Sclerosis, and more. Our programs ensure that members receive faster access to the right therapies and additional support to improve patient outcomes while reducing costs associated with avoidable hospitalization or complications.

What sets our clinical programs apart from the competition?

We go the extra mile to ensure our clinical programs best meet the unique needs of the patients we support. We partner with National Advocacy Groups across the country to gain their support, share resources and align with their missions and values around care. Our clinical programs are currently backed by the National Hemophilia Foundation, Hemophilia Alliance, CNS-MS Institute, Jeffrey Modell Foundation, Immune Deficiency Foundation, and others that we are leveraging within the National Value-based Chronic Disease Collaborative of Payers and Advocacy.



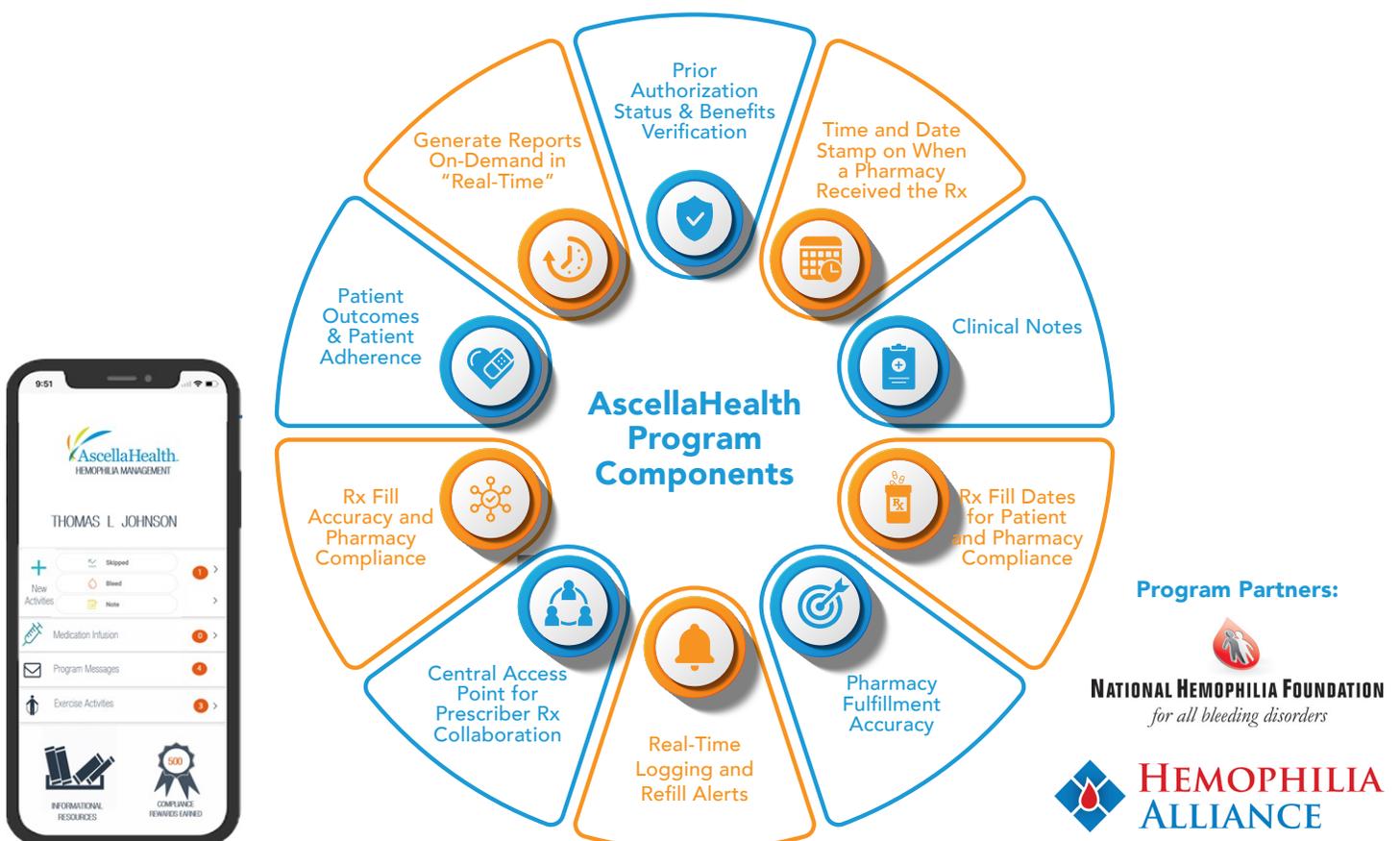

0.6%
Of a population drives 35% of employer's spend.

Specialty Medicines, especially injectables, are the fastest-growing driver of high-cost claimants. 

 Chronic conditions are the direct cause of just under 25% medical and pharmacy claims over \$50,000.

Fast Facts **Hemophilia**

- Rare bleeding disorder where the body makes insufficient levels of clotting factor proteins
- Affects 1 in 20,000 people (predominantly male)
- 60% of patients have a severe form that can lead to joint & organ damage, paralysis, and death
- Treatment consists of artificially raising a patient's level of clotting factor via repeated infusions, often self-administered at home
- Some patients develop immunity (inhibitors) to their infusions which makes treatment of bleeding episodes more complicated
- Ranks among the top-10 high-cost claims conditions (up to \$1 million per year in patient care)
- 94% of annual cost is associated with treatment (e.g., \$800k+ annually for individuals with inhibitors)
- New treatments in development, like a one-time gene therapy, could cost \$2-3 million
- Care costs rise as more patients live longer and develop additional health complications
- Limited insight into treatment utilization, potential product stockpiling & waste contribute to cost





Hemophilia Management Program

Hemophilia ranks among the most expensive health conditions to manage with the cost of treatment accounting for up to 94% of the total cost of care. While some variables driving factor use cannot be controlled (e.g., disease severity, infusion immunity), others like care fragmentation, limited insight into clinical data and potential product stockpiling and waste can be successfully managed.

AscellaHealth, in partnership with the National Hemophilia Foundation (NHF) and Hemophilia Alliance, offers a patient-centric, first-in-class Hemophilia Management Program that best aligns with the needs of the bleeding disorder community. The AscellaHealth Hemophilia Management Program leverages technology solutions and data analytics to ensure patients receive the right care at the right time.



Our team of Hemophilia specialist pharmacists, nurses, and clinicians assess and deploy various interventions to address bleeding episode frequency and severity, reducing the number of infusions and improving patient outcomes and overall quality of life. Our program's technology platform manages and streamlines the specialty Rx prescription process from physician to health plan, resulting in more coordinated care and cost savings as factor usage is optimized. Finally, the AscellaHealth Hemophilia Management Program explores alternative funding and 340B pricing discounts where applicable to further lower costs.





Fast Facts **Intravenous Immunoglobulin (IVIG)**

- Ranks among the top-5 high-cost claims conditions (up to \$1 million per year in patient care)
- Primarily intended to treat patients with immune deficiencies but there is high off-label use
- Use of IVIG is increasing as diagnoses of primary immunodeficiencies and neurologic conditions increase, the population ages, and new uses for IVIG are identified
- Factors contributing to high treatment costs:
 - Complex manufacturing process
 - Low supply
 - High demand
- Lack of product differentiation, increased off-label use, and “buy and bill” practices lead to increased costs

IVIG Specialty Medical Benefit Management

Intravenous Immunoglobulin (IVIG) is a plasma-based drug made up of antibodies (immunoglobulins) that is injected under the skin, into the muscle, or directly into a vein. IVIG is one of the most complex drugs for payers to manage due to the large number of available products, doses, formulations, and indications available.

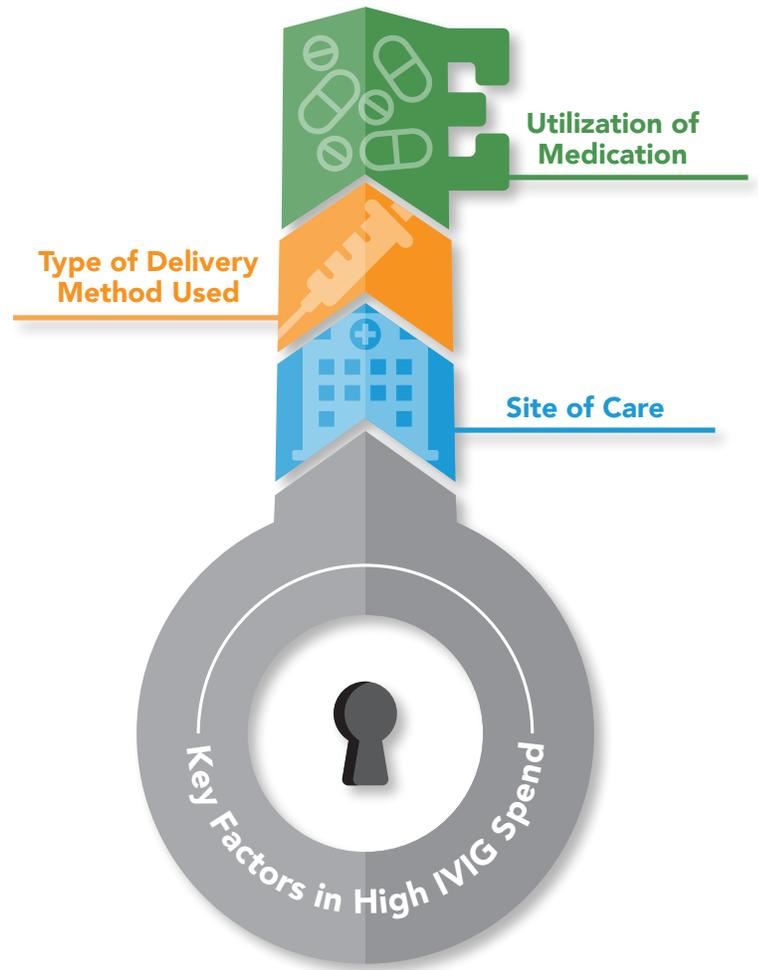
AscellaHealth IVIG Specialty Medical Benefit Program deploys a multifaceted strategy to improve patient outcomes and quality of life while simultaneously delivering significant cost-saving to payers. This unique clinical program was developed in partnership with the Jeffrey Modell Foundation (JMF) and the Immune Deficiency Foundation (IDF) to support their missions and best align with the support needs of the immune deficiency community.





Our program addresses key areas of IVIG spend; managing the what (medication utilization), how (type of delivery method) and where (site of care) of the IVIG therapy to ensure it is being used appropriately and in the right setting. Medication utilization reviews drive down costs by exploring formulary adjustments and alternative therapies when appropriate and implementing dose optimization and waste prevention measures. IVIG delivery method (e.g., subcutaneous injection vs. IV) is used to determine the most appropriate site of care, ensuring the patient receives the proper care without overpaying. For example, switching IVIG administration from a hospital outpatient center to in-home treatments could save payers up to 31% per infusion per patient.

Each patient in this program receives a disease-specific care plan that addresses their unique needs. Through our proven methods, clients discover savings without sacrificing patient quality of care.



IVIG ranks among the **top five** drug categories in annual spending



Provides clinicians, patients and payers with the right information to **enhance patient outcomes**



Supports the missions of the **Jeffrey Modell Foundation (JMF)** and **Immune Deficiency Foundation (IDF)**





Fast Facts **Multiple Sclerosis**

- Multiple Sclerosis (MS) is a chronic disease that attacks the central nervous system
- Disease severity and symptoms vary from person to person and are unpredictable
- MS affects an estimated 900,000+ Americans
- Ranked second highest in medical costs among those with chronic conditions
- Most therapies exceed \$80,000 per year
- There are currently 22+ drugs available with 18 more in development
- \$14.7 billion market size for MS drugs

Multiple Sclerosis Specialty Pharmacy Management Program

Multiple Sclerosis (MS) is a chronic disease where the immune system attacks the nervous system – specifically the brain and spinal cord. Given these high costs and limited treatment options, it's essential to have the right program in place to ensure proper care is received at an honest price.

AscellaHealth focuses on all aspects of MS care for patients through an innovative program endorsed by the CNS-MS Institute. Our MS specialized clinical team educates and monitors treatment so patients can receive more consistent and informed care which in turn improves outcomes and reduces health costs. Therapy adherence and side effect assessment data is used to design individualized intervention care plans tailored to the patient's unique needs and lifestyle. Our program also addresses common gaps in care, such as refill coordination and missed doses and offers savings of up to \$26,000 annually. Additionally, the AscellaHealth MS Program empowers patients through advocacy resources and wellness programs.

Program Features



Physician Advisory Committee



Rapid Assessment of Symptom Severity



Access to High-Quality Care, Education and Resources



Clinical Pharmacists with MSCS



Support, Advocacy and Wellness Programs





Hereditary Angioedema Specialty Medical Benefit Management

Hereditary Angioedema (HAE), a hereditary disorder that affects the immune system, is a rare-ultra-orphan disease. Most pharmacy benefits management programs are poorly equipped to help such a small population, leaving those patients to face expensive treatments without the right support.

The AscellaHealth HAE Management Program was specifically developed to address this complex, high-cost care landscape. AscellaHealth recognizes that HAE symptoms are different for every patient and our network of Specialty Pharmacies and Specialty Care Coordinators partner with patients and providers to develop individualized treatment plans that deliver the best available treatments at a fair cost. Our holistic approach to HAE focuses on patient education, preventive measures and shifting services to the home when appropriate for greater patient convenience and empowerment.

Our strategies can deliver significant savings of up to \$708,000 annually. Development of treatment options for HAE is ongoing, with several leading drugs becoming available in the last 15 years. AscellaHealth tracks the development and approval of new HAE specialty medications and stays current on the latest treatments to continually improve the lives of our HAE patients.

The High Cost of HAE Treatment



¹Source: "Trends in Retail Prices of Specialty Prescription Drugs Widely Used by Older Americans: 2017 Year-End Update"

²Source: "Hereditary Angioedema: The Economics of Treatment of an Orphan Disease"



Fast Facts Hereditary Angioedema

- Hereditary Angioedema (HAE) is a hereditary disorder that affects the immune system
- Rare-ultra-orphan disease, found in about 1 in 30,000 to 1 in 80,000 people worldwide
- Causes swelling episodes often confused with allergies or stomach problems
- Episode frequency and severity are unpredictable
- Treatment is complex and drug costs are highly variable dependent upon severity of attack (sudden onset, short-term vs. long-term preventative, life-threatening episode)
- Can cost more than \$500,000 year in treatment and prevention costs
- Treatment options remain limited with drug development only picking up in the last 15 years





Fast Facts Oncology

- Cancer is the second leading cause of death in the United States
- Approximately 1.8 million new cases diagnosed in the US in 2020
- With more than 200 different types of cancer, there is no “one size fits all” treatment
- Oncologics rank 1st in spend by therapeutic class
- 50% of specialty drugs under development are targeted toward cancer
- Currently, 3 major biosimilar drugs in oncology (rituximab, bevacizumab, and trastuzumab) each place among the top 5 biologic drugs driving the highest spend in cancer treatment
- Factors driving the high cost of specialty oncology drugs:
 - Limited treatment options
 - Low supply and high demand
 - Multiple routes of administration
 - Off-label use
 - Market consolidation

Medical Oncology Management

Cancer treatment costs reached approximately \$158 billion in 2020 – with drugs accounting for about 25% of that spend. Biologics and biosimilar drugs are commonly used to treat cancer, but low supply and high demand make these drugs incredibly expensive. Market consolidation further drives cost as 57% of oncology practices have closed or been acquired by a hospital system, resulting in all patient care being funneled into affiliated facilities at an average 20% price increase.

The AscellaHealth Medical Oncology Management Program reduces drug waste through clinically appropriate interventions, resulting in significant savings for the payer and reductions in member cost share. We target high-cost medications, allowing providers to prescribe a clinically equivalent dose to minimize the amount of drug waste. Our oncology specialized clinical team conducts patient assessments and medication evaluations to identify problem areas, educate patients/providers and formulate individualized care plans that optimize therapy appropriateness and effectiveness. They also provide ongoing monitoring, which improves adherence and overall patient outcomes.

Comprehensive Medication Management



Biosimilar adoption is a significant piece of AscellaHealth’s Medical Oncology Management. We support our clients to collaborate on appropriate implementation strategies and establish best practices—working to understand how best to lower spend while maintaining quality of care.





Specialty
 Clinical
 Programs
 can save
**15-75% on
 any branded
 specialty
 medication and
 20% - 60% on
 entire specialty
 benefit budget**

Overview of Clinical Programs

Across our clinical programs, we put the patient experience first because we've found that leads to substantial savings for both them and the payer. Monitoring and adjusting treatments, optimizing site of care, keeping up to date on the latest drugs entering the market, and coordinating care between patient, payer, and provider all contribute to our ability to obtain savings beyond traditional bundled specialty/PBM arrangements.

Components of Effective Clinical Management

- Rigorous new drug evaluation
- Optimal utilization management
- Provider engagement
- Split-fill programs to avoid waste
- Patient engagement
- Site of care management
- Medical management of infusible medications
- Vial waste and procurement management

Results in Action

CHRONIC CONDITION	MEDICATION COST SAVINGS (ANNUALLY)	MEDICATION EXAMPLES	
Hemophilia	\$99,480	Alprolix® Eloctate® Advate® Korate®	
Immune Deficiency	\$80,000	Privigen® Gamastan® Gammagard® Octagam®	
Multiple Sclerosis	\$26,000	Avonex® Betaseron® Copaxone® Tysabri®	
Hereditary Angioedema	\$708,000	Cinryze® Firazyr®	
Oncology	\$93,570	Cometriq® Zykadia® Stivarga® Zolanza®	





Don't let chronic conditions lead to chronic problems for your health plan.

Contact Mike Baldzicki at michael.baldzicki@ascellahealth.com today to learn more about our comprehensive clinical programs.