



2020 Pharmacy Trends in workers' compensation



March 31, 2021
2:00-3:00 PM ET

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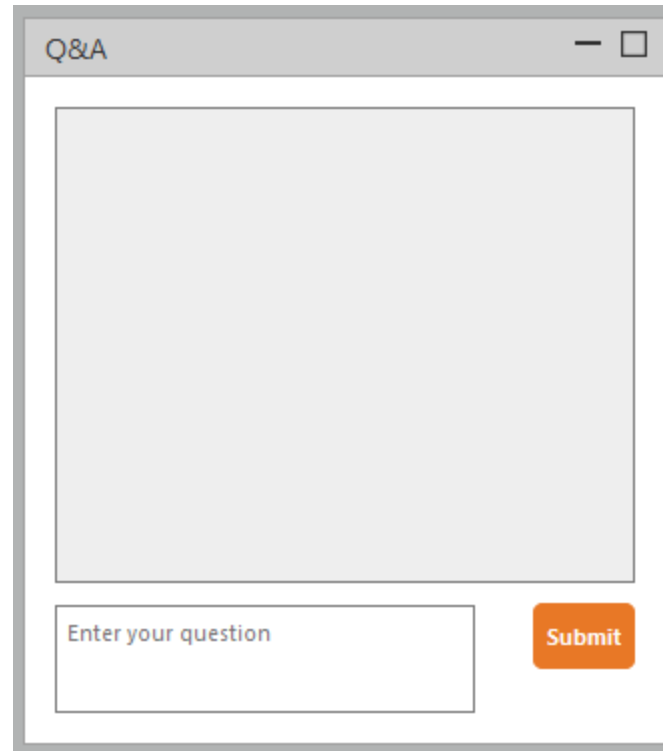
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2. Remain logged on for the entire webinar.
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4. You will receive an email from the CEU Institute on our behalf approximately **24 hours after the webinar**. This email will contain a link that you will use to submit for your CE credits. **You will need to complete this task within 72 hours.**

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Ask a question

Questions for speakers will be answered at the end of the presentation as time allows, or we will respond via email after the webinar.

A screenshot of a Q&A form interface. The form is contained within a window-like border with a title bar that says "Q&A" and standard window controls (minimize, maximize, close). The main area of the form is a large, empty rectangular box for entering a question. Below this box, there is a smaller rectangular input field with the placeholder text "Enter your question" and an orange "Submit" button to its right.

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Presentation recording and pdf not available yet

Optum will be publishing our 2020 Trend Report soon. The Trend Report will include a lot of the information from today's continuing education webinar. We will post the recording of this webinar and a pdf of this presentation after our Trend Report is released.

2020 Pharmacy Trends Wednesday, March 31, 2021

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4. The CEU Institute will email you roughly 24 hours after the webinar. It contains a link to submit for your credits. Please complete this task within 72 hours.

Presentation

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Q&A

Enter your question *

Submit

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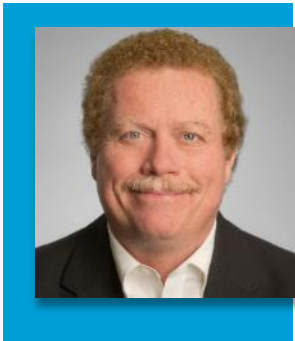
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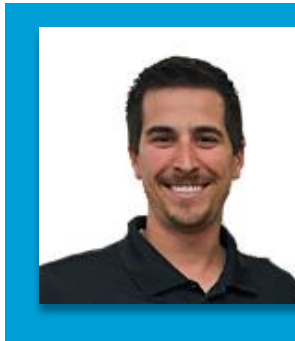
Presenters



Tron Emptage, R.Ph, MA
Optum Chief Clinical Officer



John Ruser
President and CEO - WCRI



Trevor Johnson
Optum Sr. Statistical Analyst



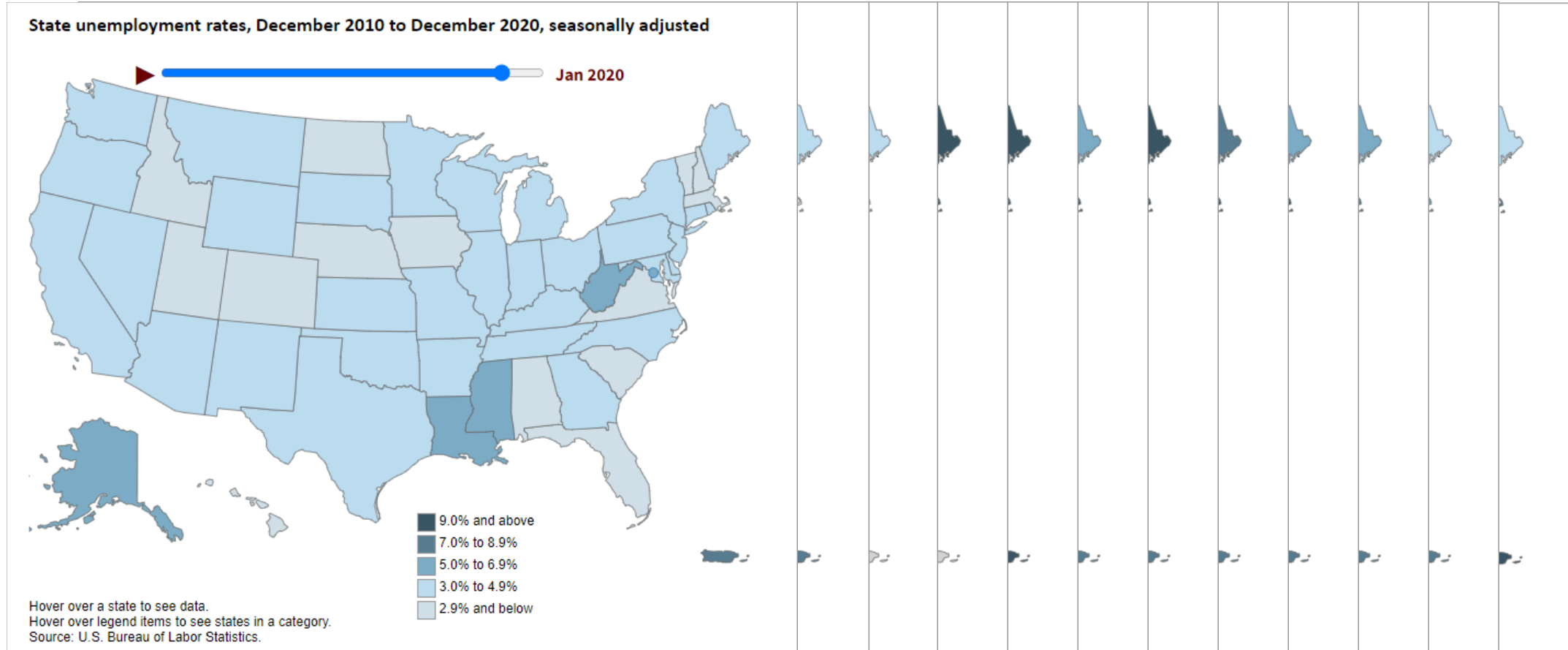
Kevin Tribout
Optum Executive Director,
Public Policy & Regulatory Affairs

Learning objectives

- Review data on pharmacy utilization
- Identify the trends seen in the past year
- Compare the prior years and explain the differences
- Review the impact of COVID-19 on the utilization of opioids, behavioral health medications, and medical services
- Understand the recent legislative actions regarding the impact of COVID-19 on frontline and essential workers
- Hypothesize on the coming year

U.S. Bureau of Labor Statistics 2020 unemployment rates

National Rate: 3.5%
 National Rate: 3.5%
 National Rate: 4.1%
 National Rate: 4.8%
 National Rate: 3.3%
 National Rate: 1.1%
 National Rate: 1.2%
 National Rate: 6.4%
 National Rate: 7.8%
 National Rate: 6.9%
 National Rate: 6.7%
 National Rate: 6.7%



<https://www.bls.gov/charts/state-employment-and-unemployment/state-unemployment-rates-animated.htm>

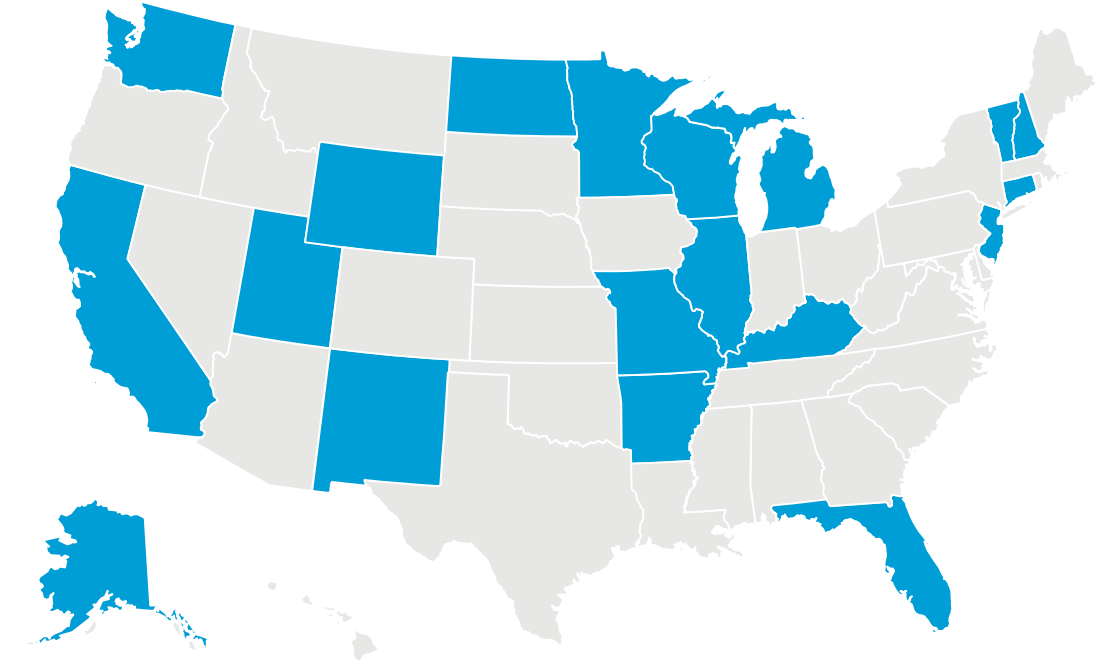


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COVID -19 Presumptions

- Something is true under the law until proven otherwise.
- Claimant presumed to have been infected by COVID-19 in relation to a workplace exposure.



- In 2020, over 20 states took some form of action on COVID-19 presumptions
- ~60/40 regulatory vs. legislative split

COVID -19 Presumptions

- Focused on front-line healthcare workers and first responders – some states included “essential workers”
 - Policy requirements and coverage vary by state
 - Many of the rebuttable provisions require a positive test result or diagnosis
 - Permitted employers some protection based upon actions to protect workers from exposure
 - Less than 1% of the claims required intensive care medical services and vast majority were for missed wages related to quarantine
- Most of the presumptions came as an Executive Order from the Governor or Insurance Commissioner
- Both the legislative presumptions and Executive Orders that have expired at the end of 2020 have been extended
- How long is the tail?

Boom for telehealth

- Over 30 states implemented policies regarding use of telehealth for work comp claims
 - Payable billing codes and modifiers
 - Inclusion of injured workers' home as the “origination site”
 - Waiving of pre-existing prior authorization requirements
 - Payment parity between telemedicine and in-person visits
 - Expansion to cover physical and occupational therapy
- Greater involvement to expand at the state and federal level
- Changes continue to follow federal Medicare program changes
- Will continue to be involved for medical visits in the future post COVID-19

Global pharmacy utilization trends



Optum 2020 Data methodology

- Based on paid workers' compensation transactions covering 2019 and 2020
- More than **700,000 claims** and about **6.5 million prescriptions** were analyzed
- Includes in-network prescriptions captured through the application of our network enforcement solutions for our workers' compensation
- Excludes clients who have had less than a two-year history with our company

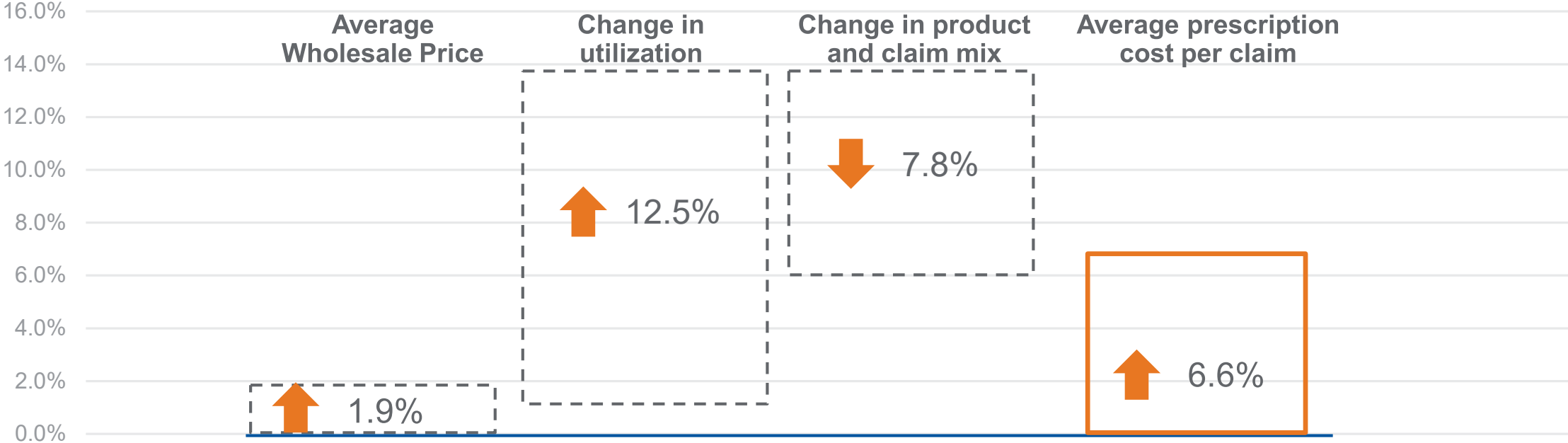
WCRI data methodology

- Detailed data for 8.6 million claims in 28 study states, 170,000 prescriptions per service quarter
- Data provided by insurance carriers, TPAs and PBMs
- Data cover up to 6 years post-injury, through March 2020
 - Shorter maturities frequently studied
- All market segments:
 - Private voluntary, private residual, state fund, and self-insured
- Includes states with representative data
 - States missing major data sources and very small states excluded
- Transactions included
 - In-network and out-of-network
 - Pharmacy and physician dispensed drugs

Optum 2020 Key findings for pharmacy

	OPTUM 2020 ACTUAL	OPTUM 2020 PROJECTED WITHOUT COVID
AVERAGE RX COST PER CLAIM	↑ 6.6%	↓ 3.7%
OVERALL AWP INCREASE	↑ 1.9%	↑ 1.7%
CHANGE IN CLAIM AGE	↑ 14.9%	↑ 2.0%

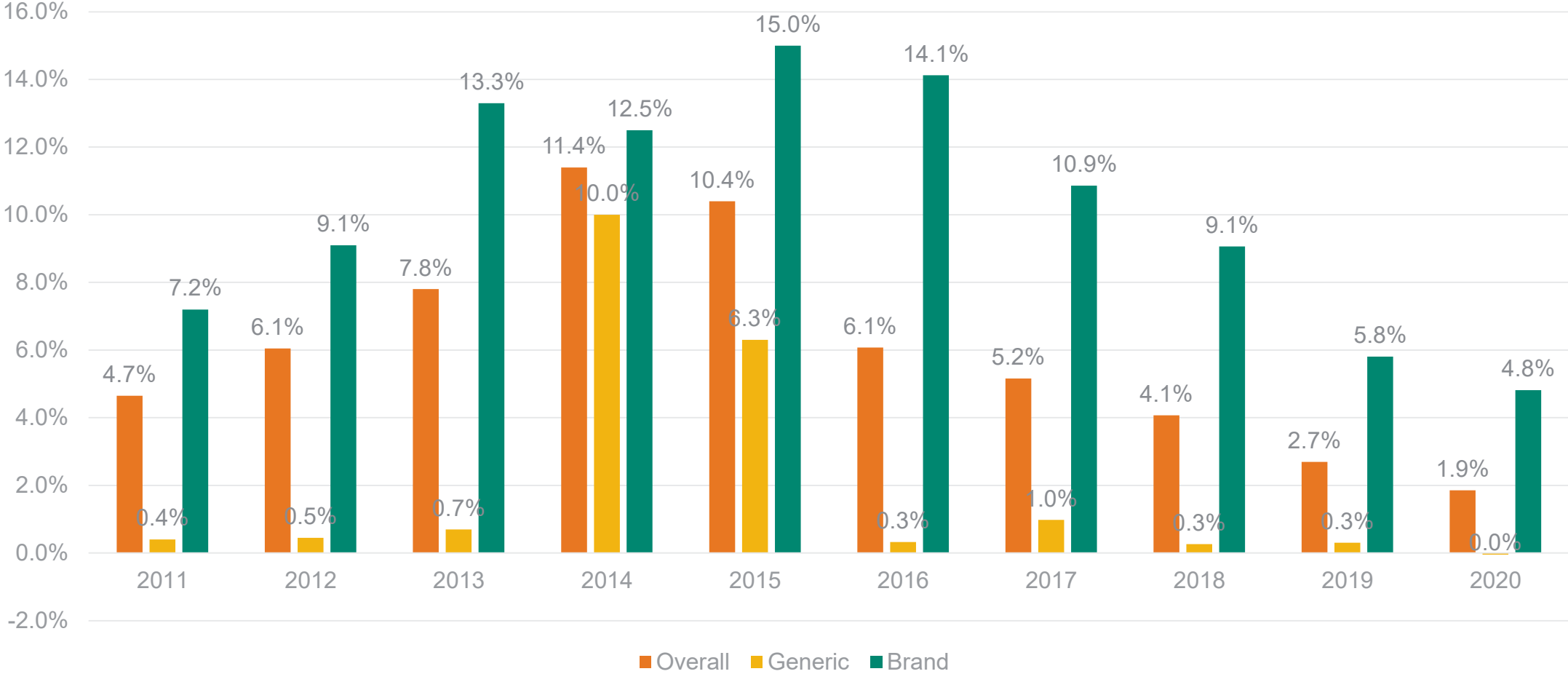
Optum 2020 Pharmacy Cost and Utilization



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Average wholesale price 2020 overall increase 1.9%



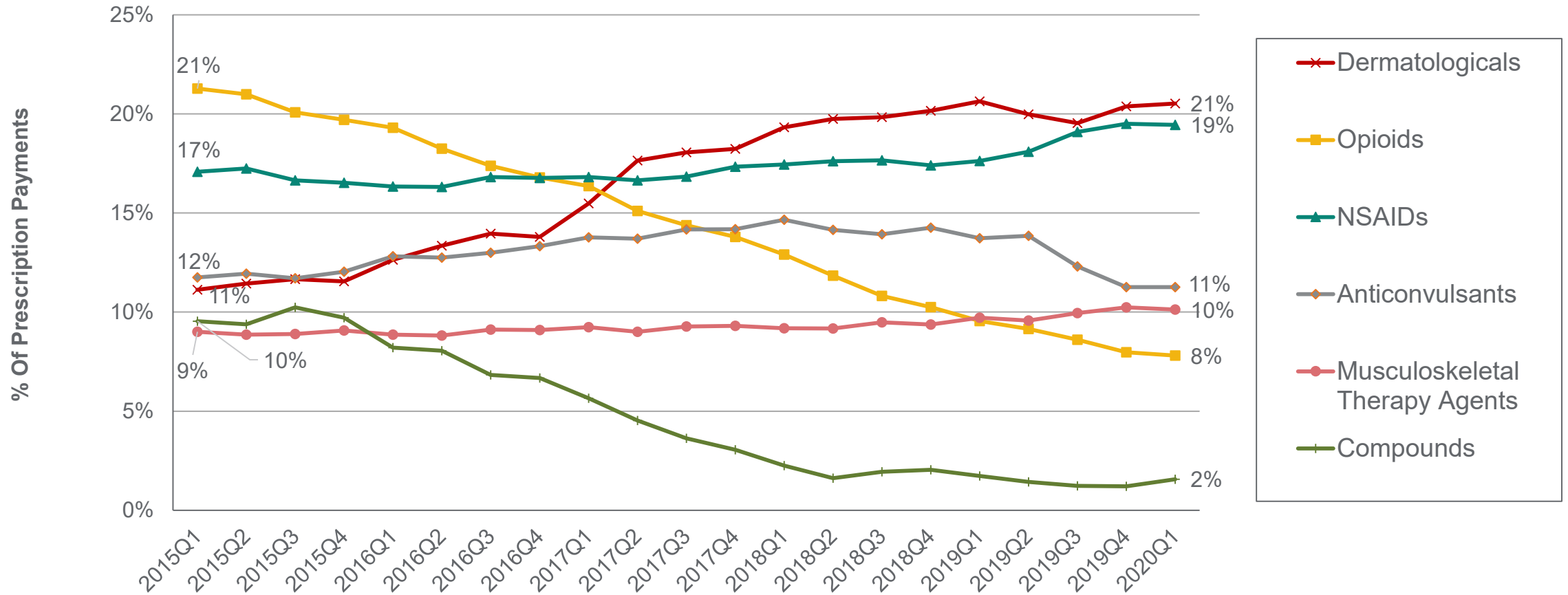
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Optum 2020 Key findings for pharmacy

	OPTUM 2020 ACTUAL	OPTUM 2020 PROJECTED WITHOUT COVID
AVERAGE DAYS SUPPLY/RX	↑ 4.6%	↑ 1.8%
CHANGE IN PRODUCT AND CLAIM MIX	↓ 7.8%	↓ 8.8%
SCRIPTS PER CLAIM	↑ 7.6%	↑ 1.6%

WCRI data: Trends in payment shares across 28 states

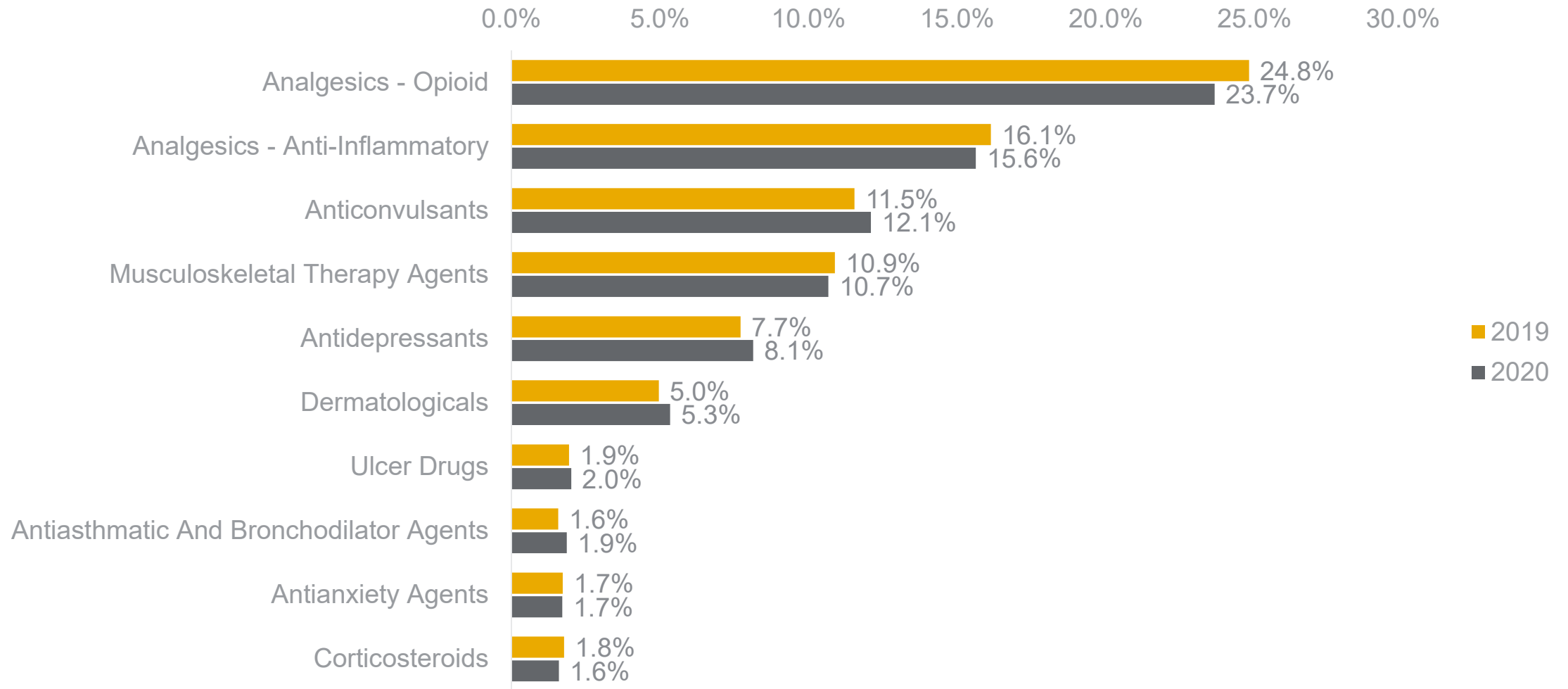


- 2020Q1: Prescriptions Filled In The First Quarter Of 2020, For All Medical Claims With Injuries Occurring Within Three Years Prior To The Fill Date. Similar Notation Is Used For Other Quarters.
- NSAIDs: Nonsteroidal Anti-Inflammatory Drugs

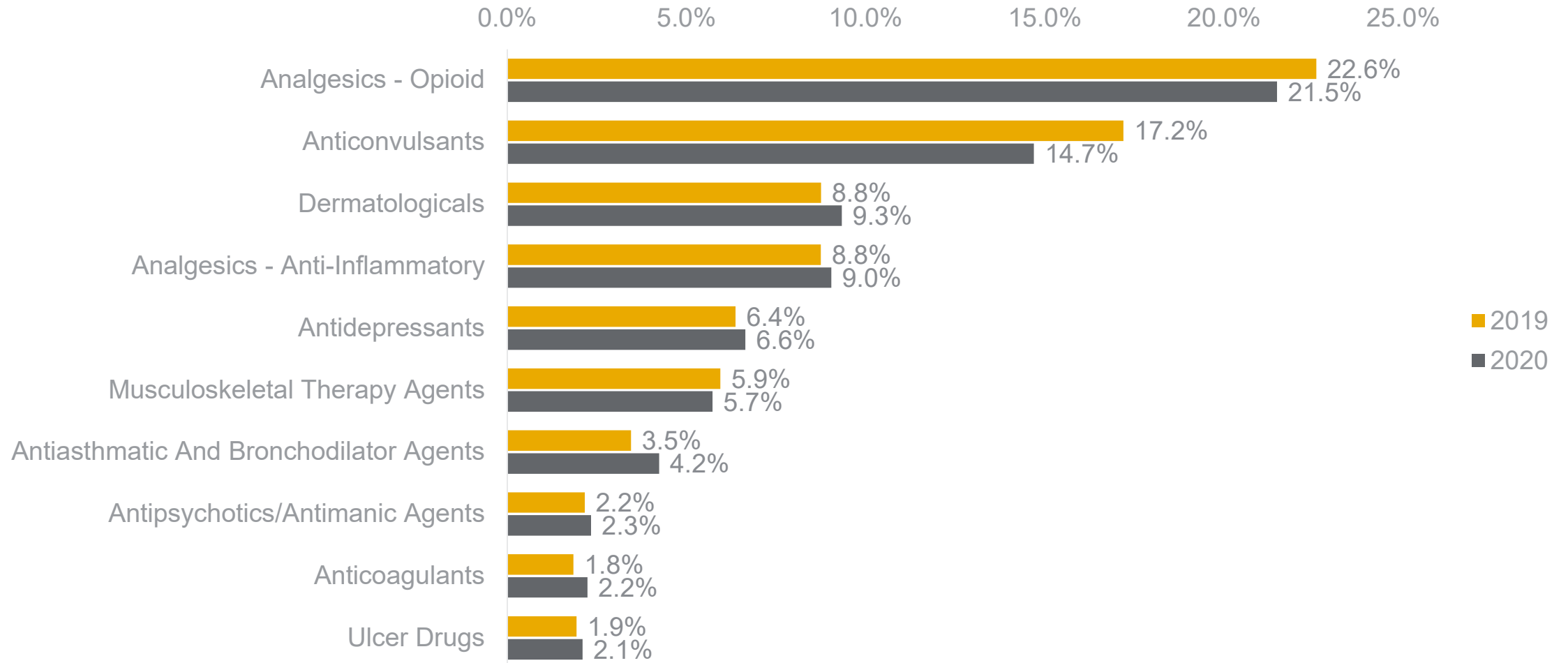


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Optum 2020 data: Top 10 therapeutic classes ranked by total prescriptions



Optum 2020 data: Top 10 therapeutic classes ranked by total spend



Optum 2020 data: Top 10 medications by number of prescriptions

2020 Rank	2019 Rank	Common Brand Name	Generic Name	Therapeutic Class
1	1	Vicodin, Norco tablet	hydrocodone-acetaminophen	Opioid Analgesics
2	3	Neurontin capsule	gabapentin	Anticonvulsants
3	2	Motrin, Advil tablet	ibuprofen	Anti-Inflammatories
4	4	Flexeril tablet	cyclobenzaprine	Musculoskeletal Therapy Agents
5	5	Percocet tablet	oxycodone-acetaminophen	Opioid Analgesics
6	7	Mobic tablet	meloxicam	Anti-Inflammatories
7	6	Ultram tablet	tramadol	Opioid Analgesics
8	8	Lyrica capsule	pregabalin	Anticonvulsants
9	10	Roxicodone tablet	oxycodone	Opioid Analgesics
10	11	Cymbalta capsule	duloxetine	Antidepressants

Top 10 medications by spend


2020 Rank	2019 Rank	Common Brand Name	Generic Name	Therapeutic Class
1	1	Lyrica capsule	pregabalin	Anticonvulsants
2	2	Oxycontin tablet	oxycodone ER	Opioid Analgesics
3	3	Percocet tablet	oxycodone-acetaminophen	Opioid Analgesics
4	4	Lidoderm patch	lidocaine	Dermatologicals
5	5	Cymbalta capsule	duloxetine	Antidepressants
6	6	Celebrex capsule	celecoxib	Anti-Inflammatories
7	7	Neurontin tablet	gabapentin	Anticonvulsants
8	8	Vicodin, Norco tablet	hydrocodone-acetaminophen	Opioid Analgesics
9	9	Neurontin capsule	gabapentin	Anticonvulsants
10	10	Mobic tablet	meloxicam	Anti-Inflammatories

Poll #1

- You must answer **all three poll questions** to qualify for CE credit.
- If you cannot see the poll question, **it will be read aloud multiple times.**

To submit your poll question answer:

Use the Submit button on your screen



Example poll question?

A. Option 1

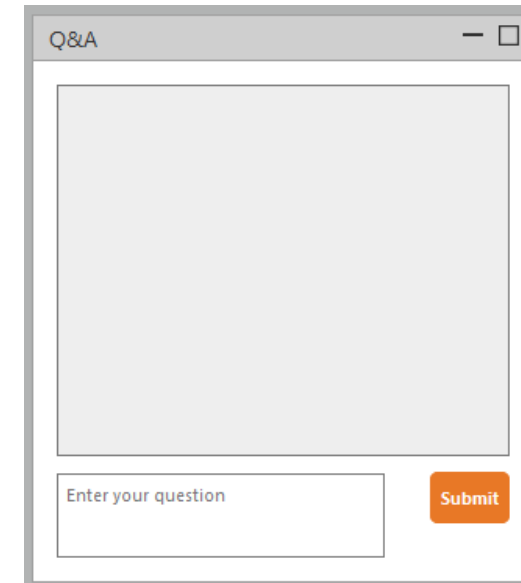
B. Option 2

C. Option 3

Submit

OR

Send your answer in the Q&A panel



Q&A

Enter your question

Submit

A closer look...



OPIOID
ANALGESICS



CLAIM
AGE



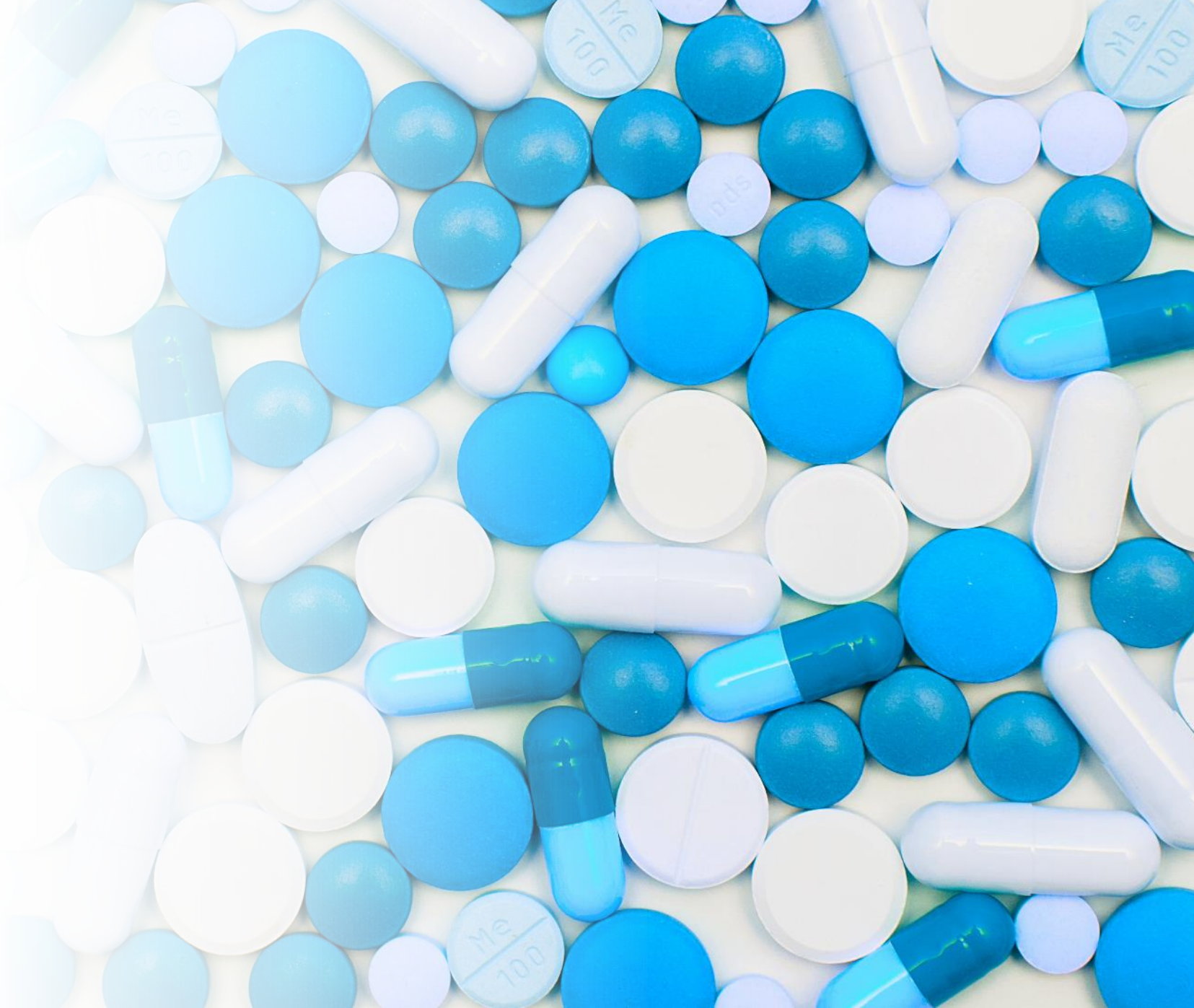
BEHAVIOR
HEALTH MEDICATIONS



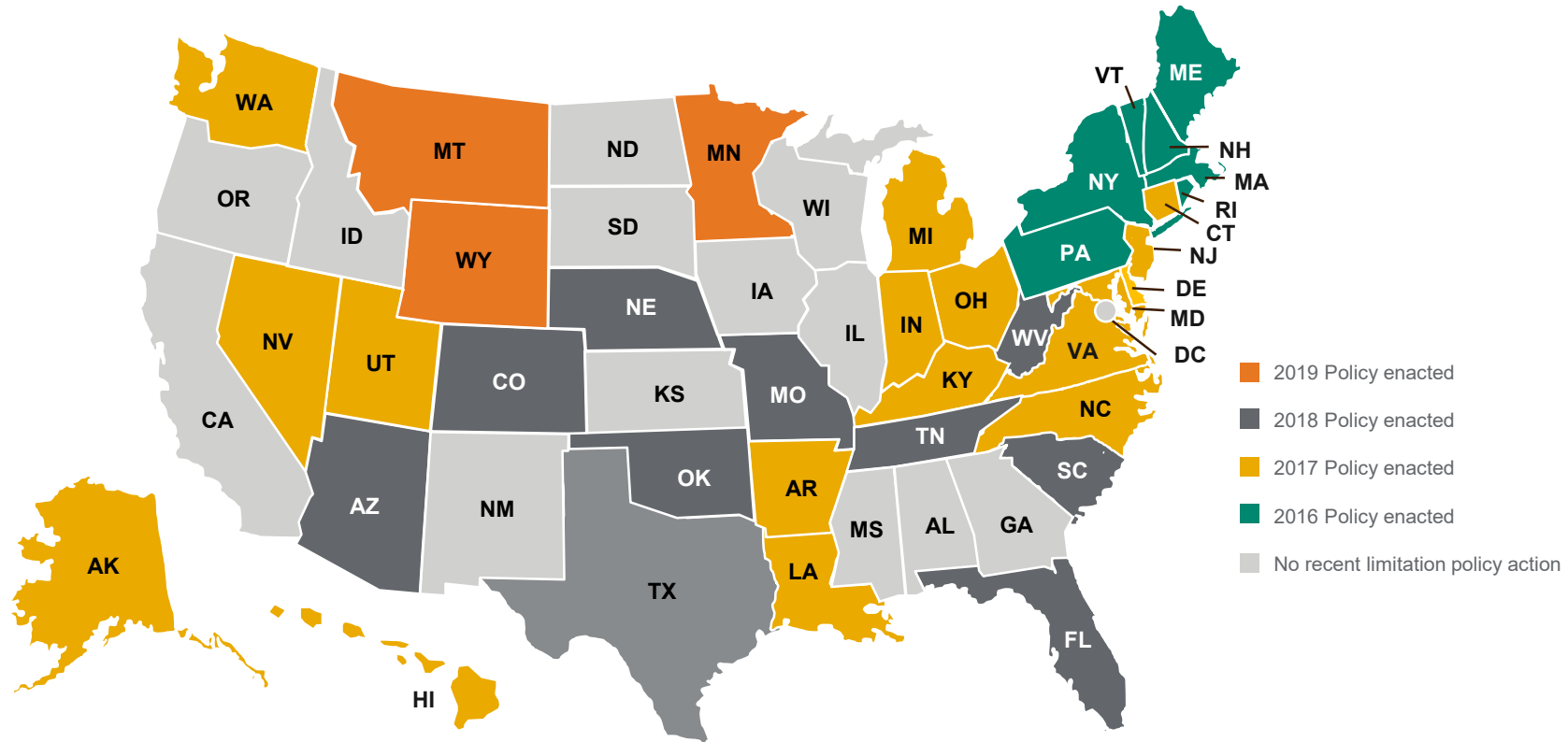
OTHER
MEDICATIONS



Opioid analgesics



Initial opioid prescribing limits



Data – Reflects Legislation/Regulation enacting initial opioid prescribing limitations.
 Note – Initial days supply limitations can vary across jurisdictions and treatment facilities.
 Current as of **January 2021**.

Various studies have shown the opioid crisis remains

Over 81,000 drug overdose deaths occurred in the United States in the 12 months ending in May 2020, the highest number of overdose deaths ever recorded in a 12-month period

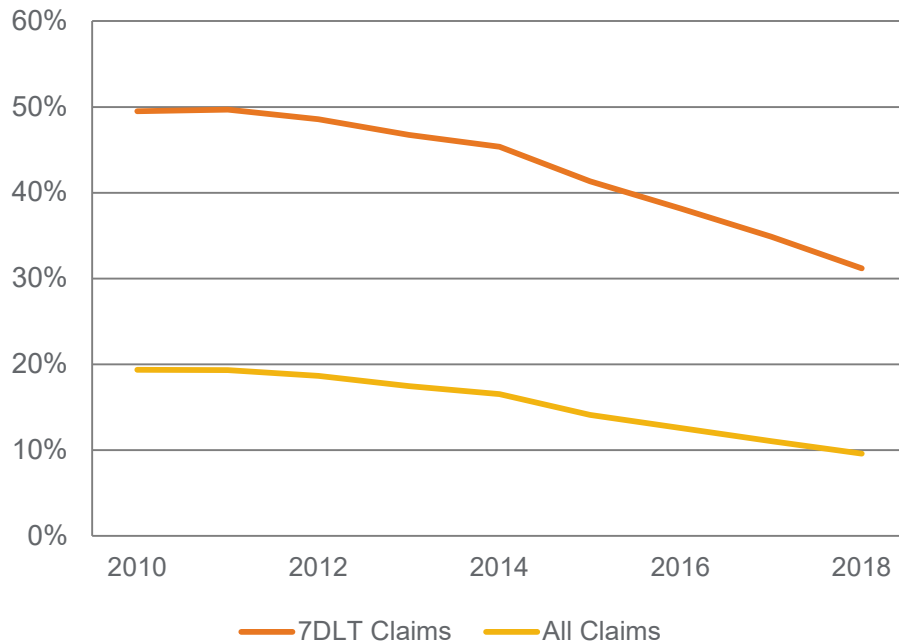
While overdose deaths were already increasing in the months preceding the novel coronavirus disease (COVID-19) pandemic, the latest numbers suggest an acceleration of overdose deaths during the pandemic.

Policy activities – Opioids

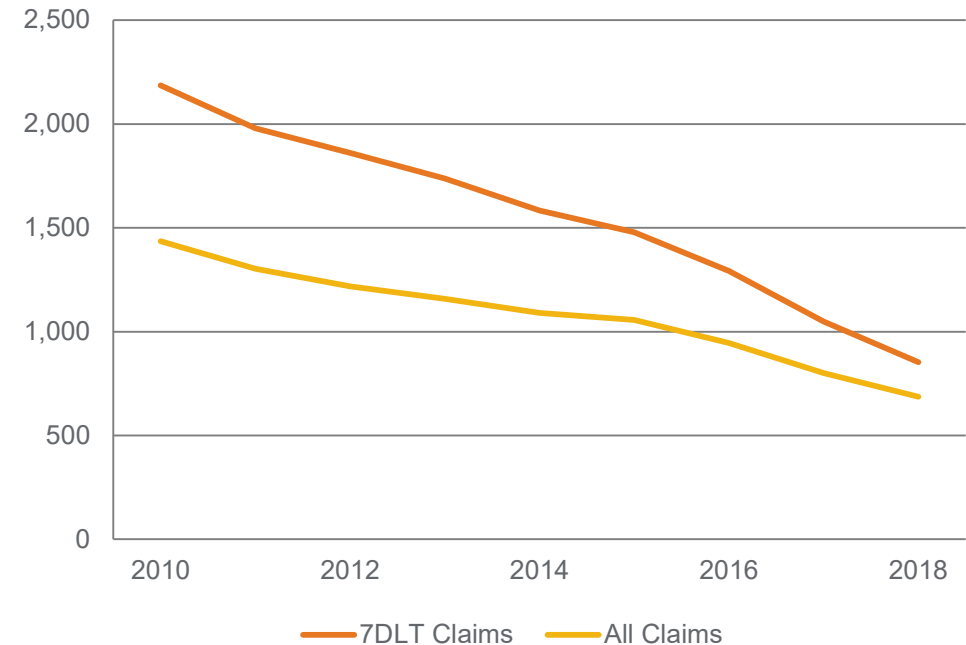
- Since 2016, 37 states have enacted some form of prescribing protocols around opioids
- Peaking in 2019, opioid prescribing and utilization controls were sidelines in 2020 by COVID-19
- Mostly focused on initial opioid usage but trending to chronic
- Utah House Bill 15 – makes changes to existing opioid exemptions for surgery and requires checking of the state PDMP for any “long-term” usage of opioids or benzodiazapines
- So far in 2021, not seeing much major legislative action on the state level
- Data from state formularies in “new” states continues to show promise

WCRI data: Opioid Utilization Decreased Since 2010

Percentage Of Claims With Opioid Prescriptions



Morphine Milligram Equivalent Amount Of Opioids Per Claim w/ Opioids



- Trends for percent of claims with opioids and morphine milligram equivalent among of opioids per claim with opioids at 12 Months' Maturity for all claims or claims with more than seven days of lost time.
- 7DLT: Claims With More Than Seven Days Of Lost Time

WCRI data: Impact on utilization of opioids



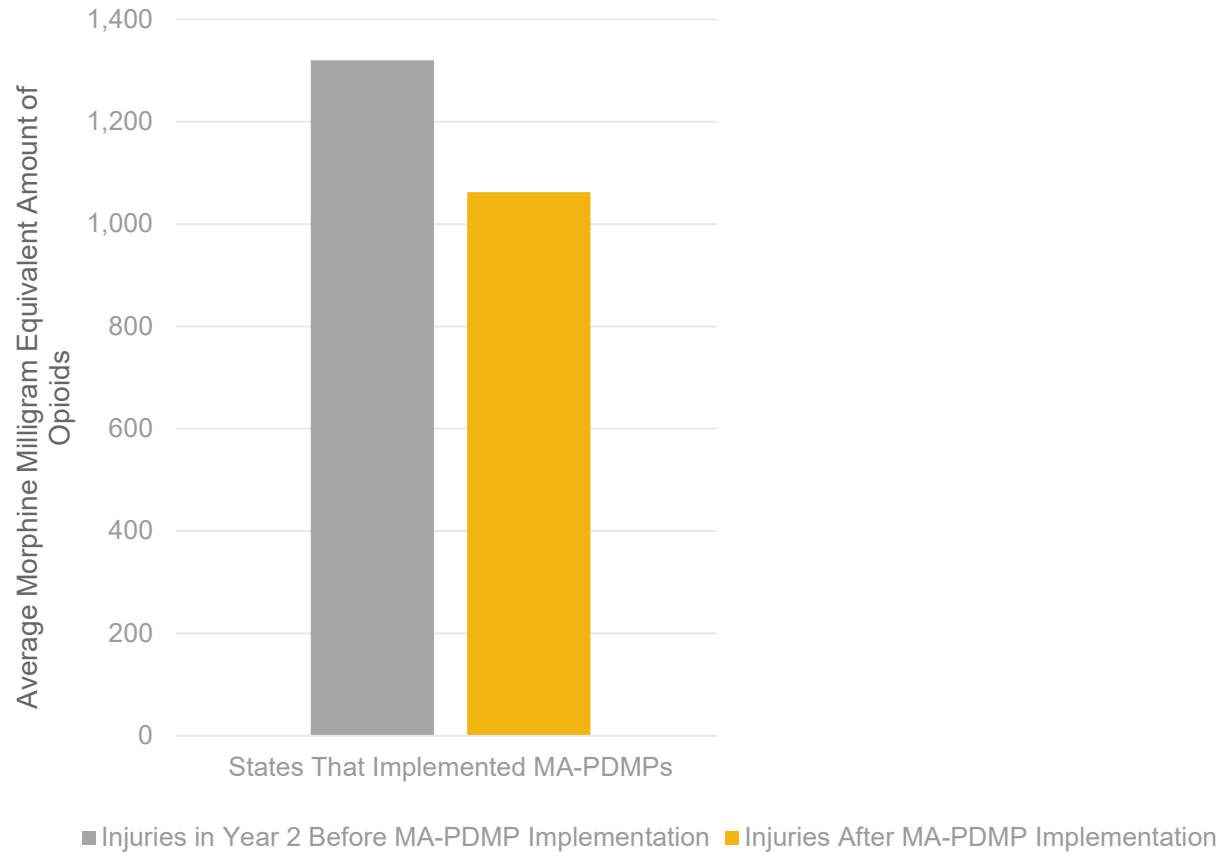
MUST-ACCESS
PRESCRIPTION DRUG
MONITORING PROGRAMS
(PDMP)



LIMITS ON
INITIAL OPIOID
PRESCRIPTIONS

WCRI data: Opioids decreased when states introduced Must-Access PDMPs

Preliminary findings – subject to change



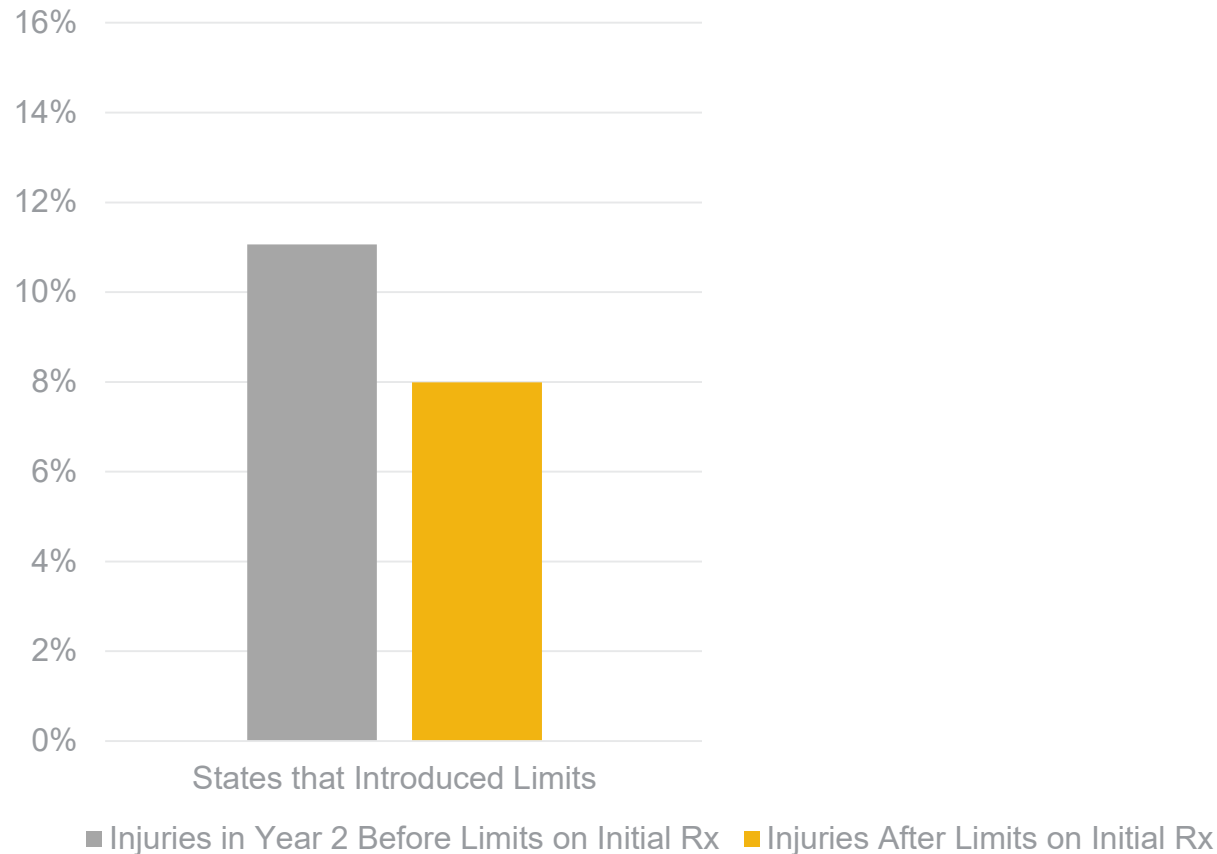
Notes: Average for claims at 12 months maturity. For states without PDMPs, we construct average using the median policy implementation month in the sample.

Outcome of Interest	Effect of Must-Access PDMP
Morphine milligram equivalent amount of opioids for all claims	-12%***
Percent of claims with opioid prescriptions	1%
Number of opioid prescriptions for all claims	-3%
Number of opioid prescriptions for claims with opioids	-5%***

Estimates from state-level regression for claims at 12 months' maturity. Includes controls for industry composition, and county-level controls for unemployment rate, household income, percent disabled, and percent without health insurance. Sample includes all claims or claims with opioids as noted. *, **, *** Statistically significant at 10%, 5%, and 1%, respectively.

WCRI data: % of claims with opioids increased after limits on initial prescriptions

Preliminary findings – subject to change



Notes: Average for claims at 12 months maturity. For control group, we use the median policy implementation month in the sample.

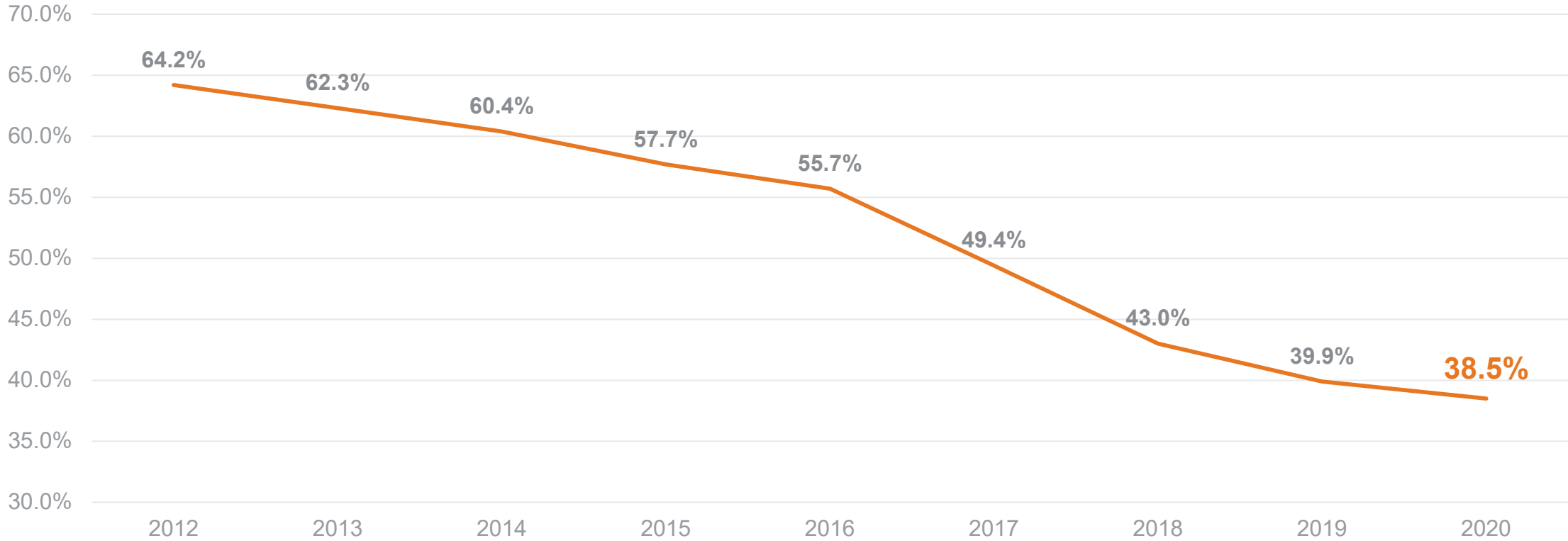
Outcome of Interest	Effect of policies limiting initial prescriptions
Morphine Milligram Equivalent Amount of Opioids for All Claims	-3%
Percent of Claims with Opioid Prescriptions	14%**
Number of opioid prescriptions for all Claims	17%***
Morphine Milligram Equivalent Amount of Opioids for Claims with Opioids	-12%

Estimates from state-level regression for claims at 12 months' maturity. Includes controls for industry composition, and county-level controls for unemployment rate, household income, percent disabled, and percent without health insurance. Sample includes all claims or claims with opioids as noted. *, **, *** Statistically significant at 10%, 5%, and 1%, respectively.

Optum 2020 data: Opioid analgesics

	OPTUM 2019 ACTUAL	OPTUM 2020 ACTUAL	OPTUM 2020 PROJECTED WITHOUT COVID
CHANGE IN UTILIZATION	↑ 3.3%	↑ 10.0%	↑ 7.7%
MED PER CLAIM	47.0	46.9	43.2
OPIOIDS AS A % OF TOTAL SPEND	22.6%	21.5%	22.3%
% OF CLAIMS USING OPIOIDS	39.9%	38.5%	36.2%

Optum 2020 data: Downward trend continues for % of claims using opioids



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Poll #2

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To submit your poll question answer:

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Example poll question?

A. Option 1

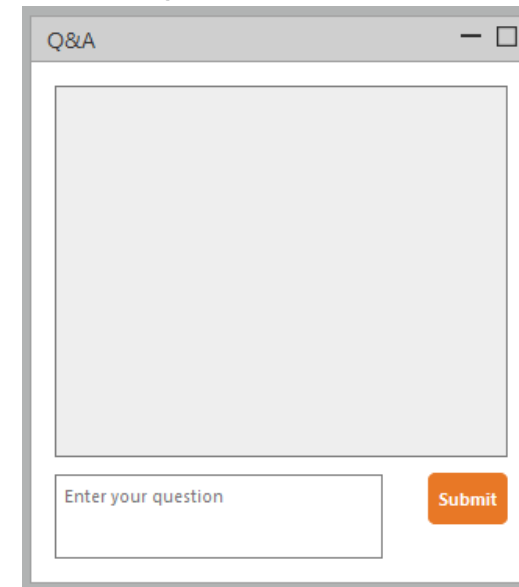
B. Option 2

C. Option 3

Submit

OR

Send your answer in the Q&A panel

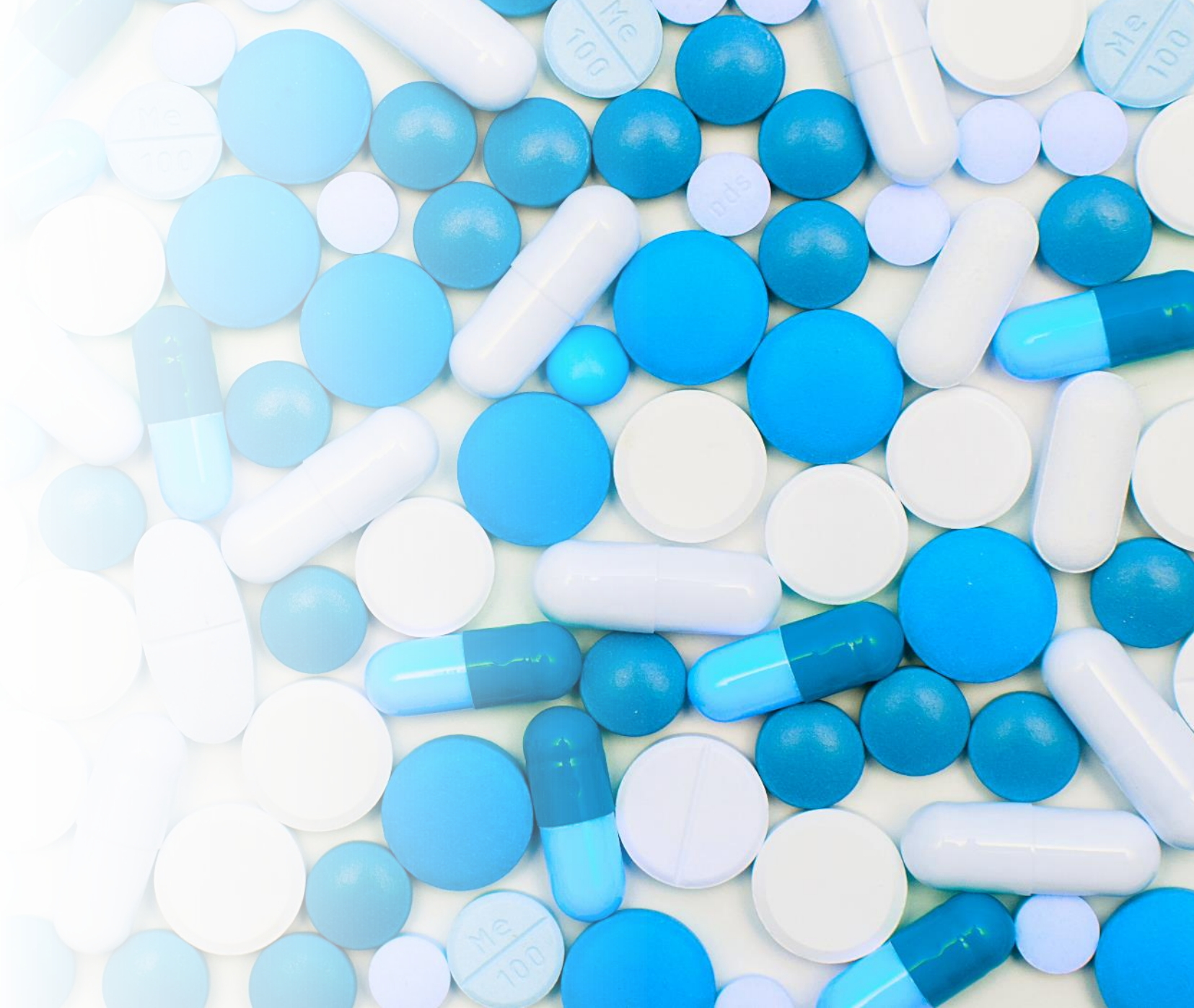


Q&A

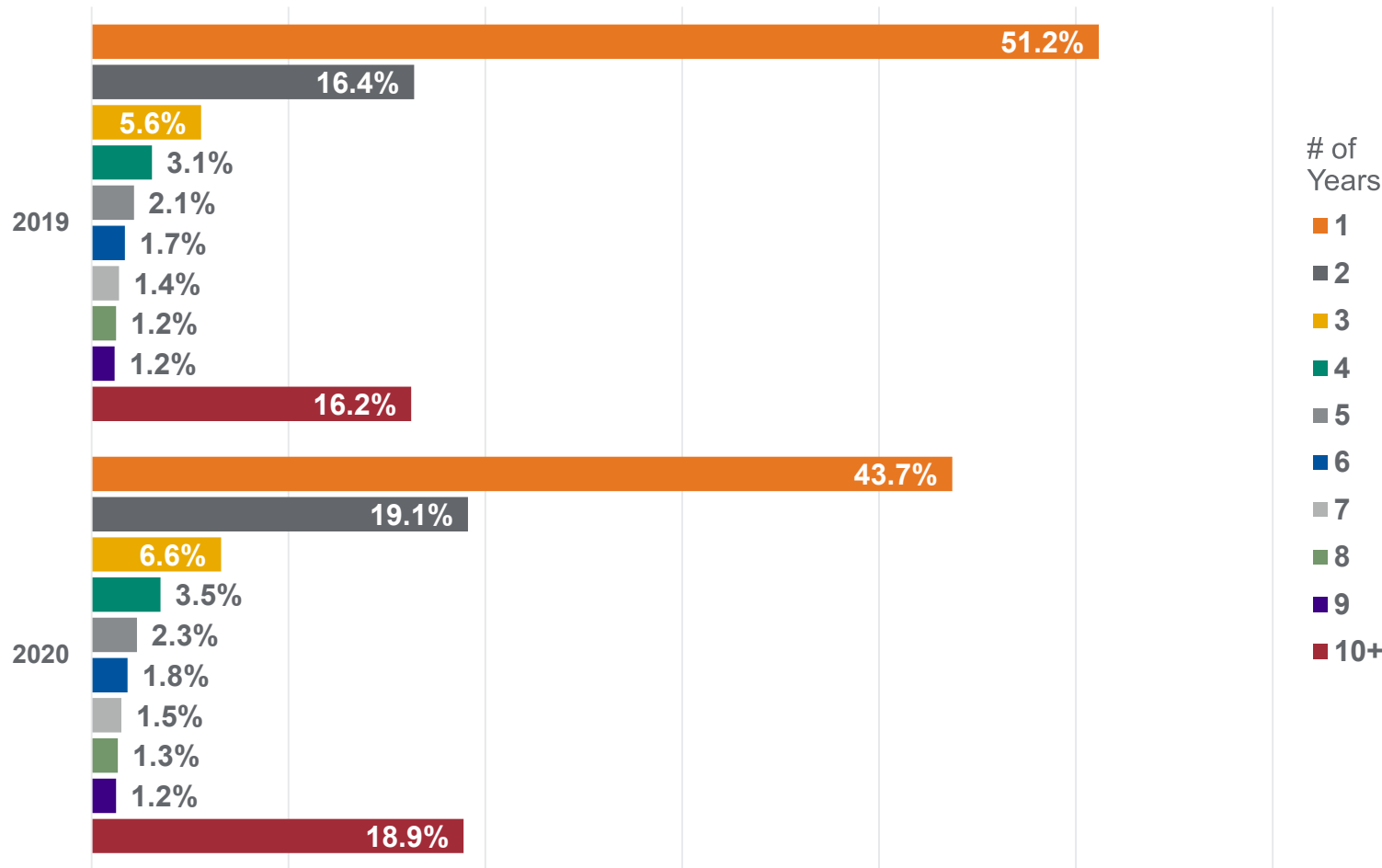
Enter your question

Submit

Impact of claim age



Optum 2020 data: Claim age drives costs and utilization – % of claims

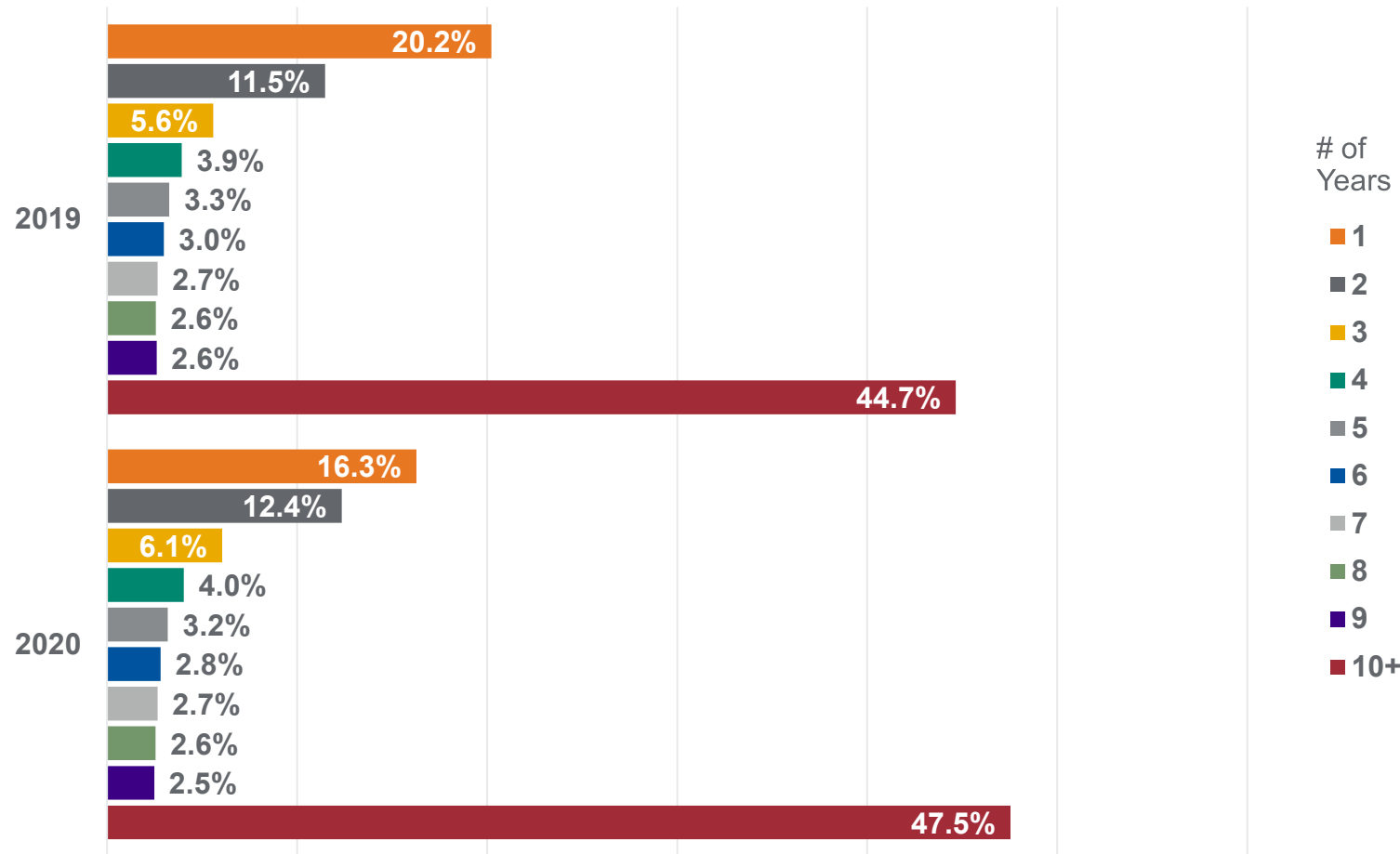


2019 to 2020

↓ **7.5% PTS**
New, one-year old claims

↑ **2.7% PTS**
10+ year old claims

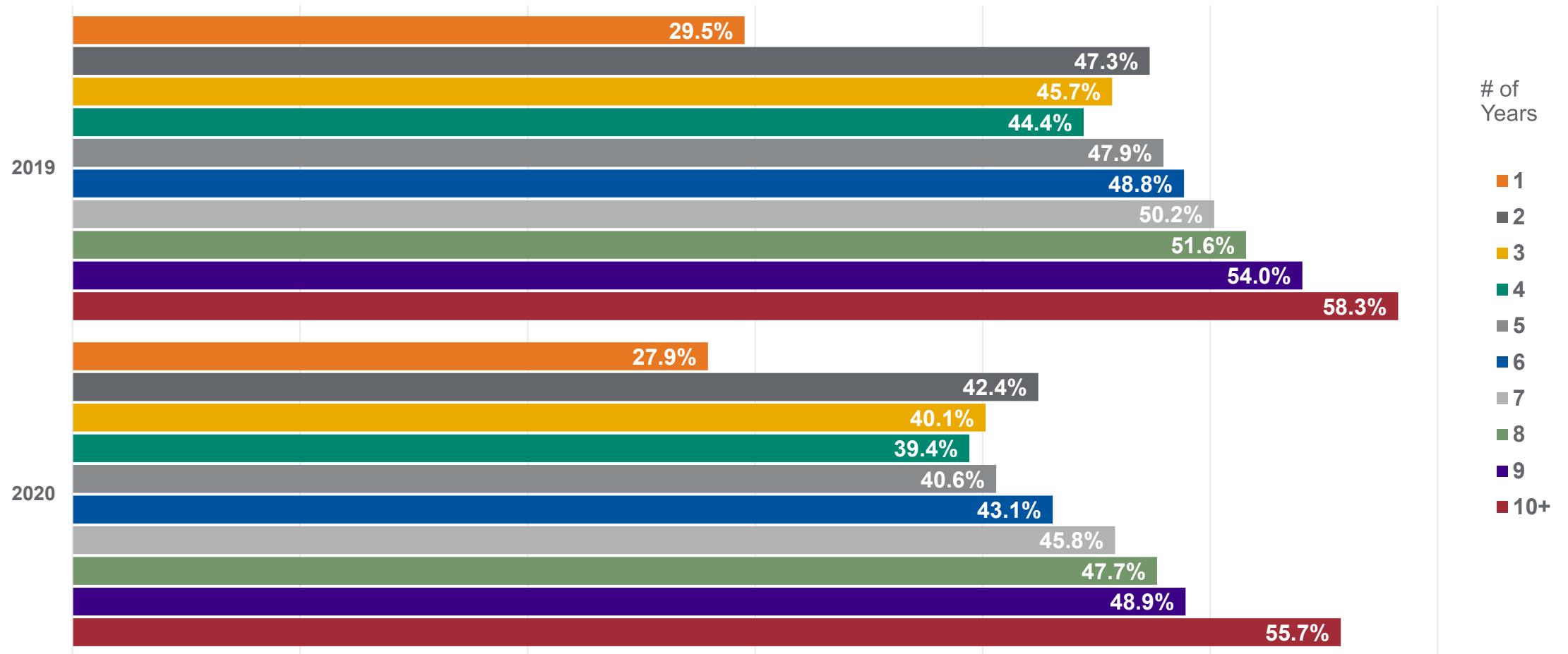
Optum 2020 data: Claim age drives costs and utilization – % of scripts



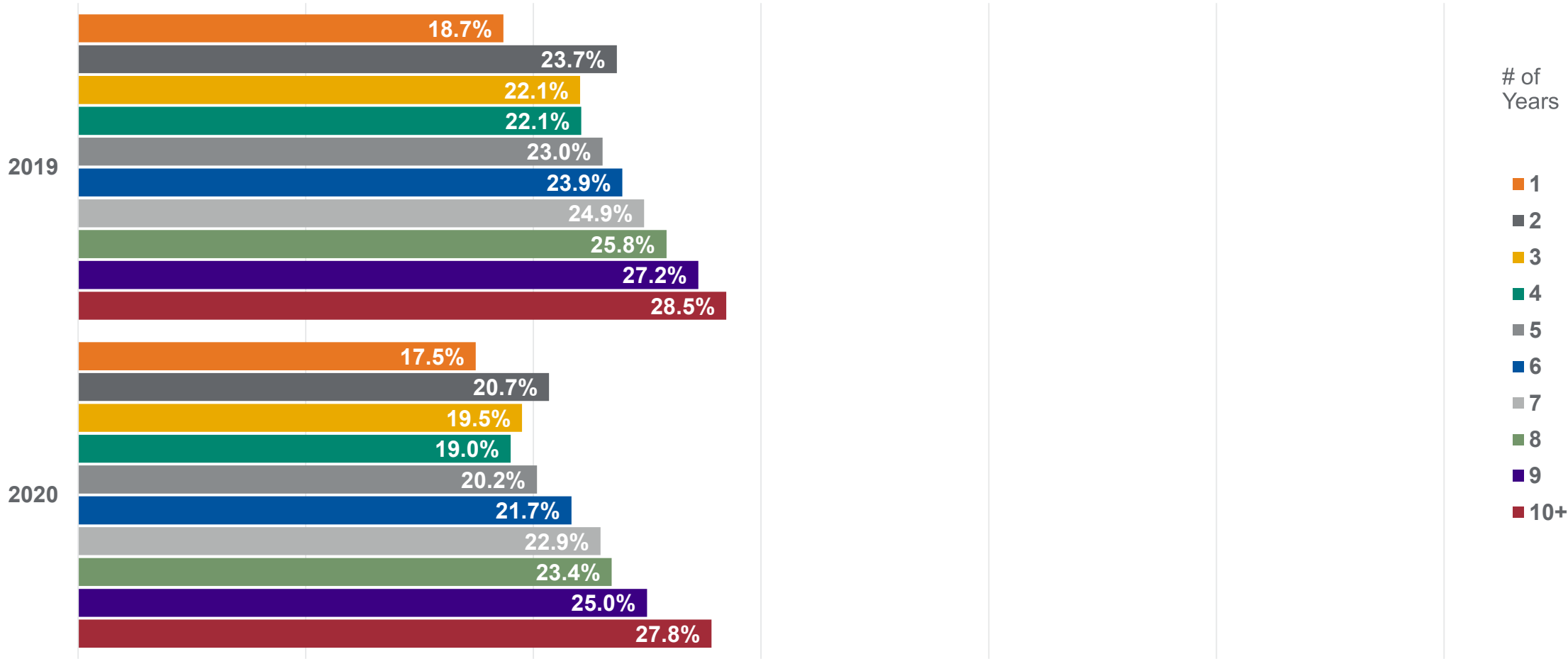
2020
 New, one-year old claims make up 43.7% of claims but only **16.3%** of prescriptions

10+ year old claims make up 18.9% of claims but **47.5%** of prescriptions

Optum 2020 data: % of opioid claims by claim age



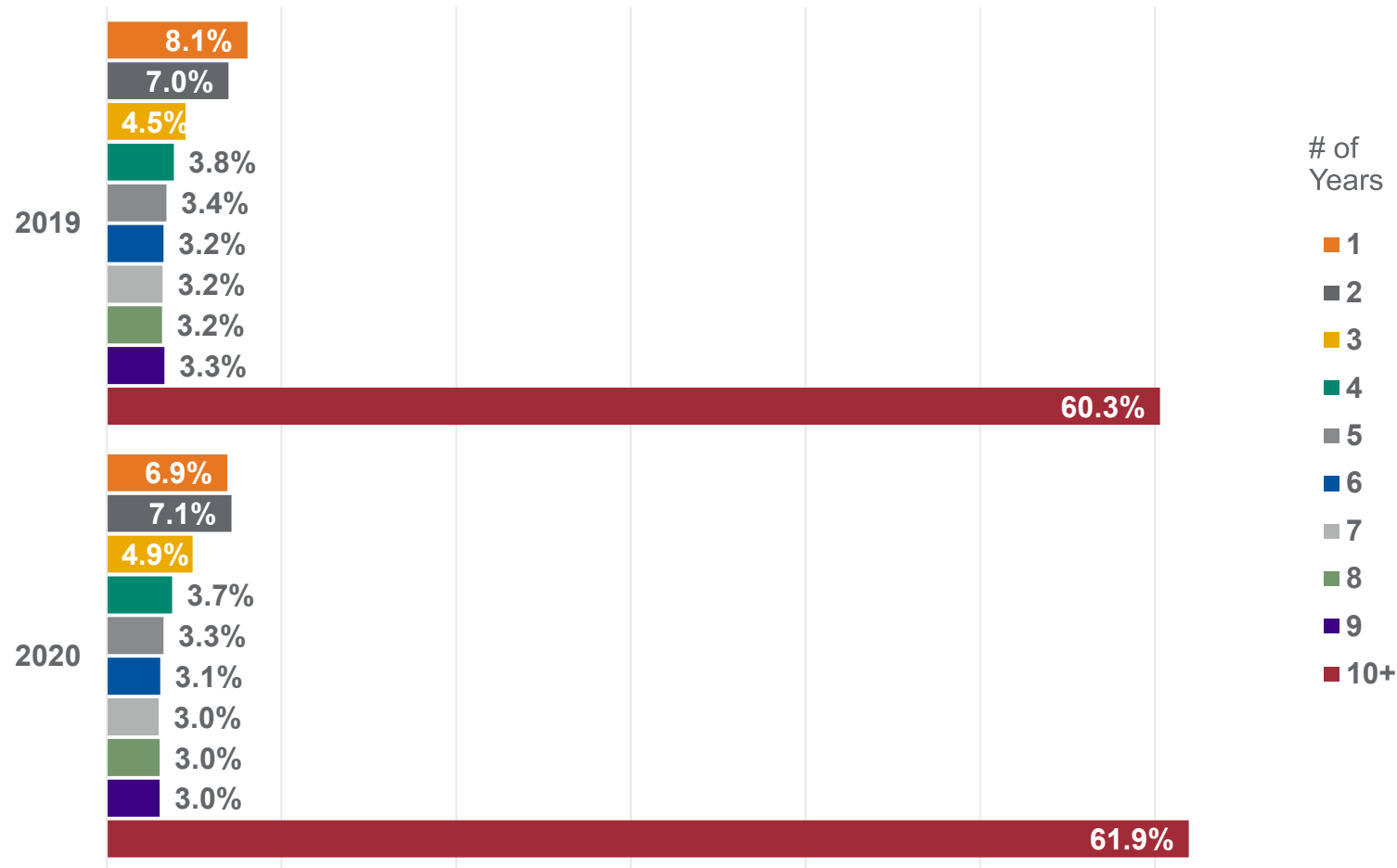
Optum 2020 data: % of opioid scripts by claim age



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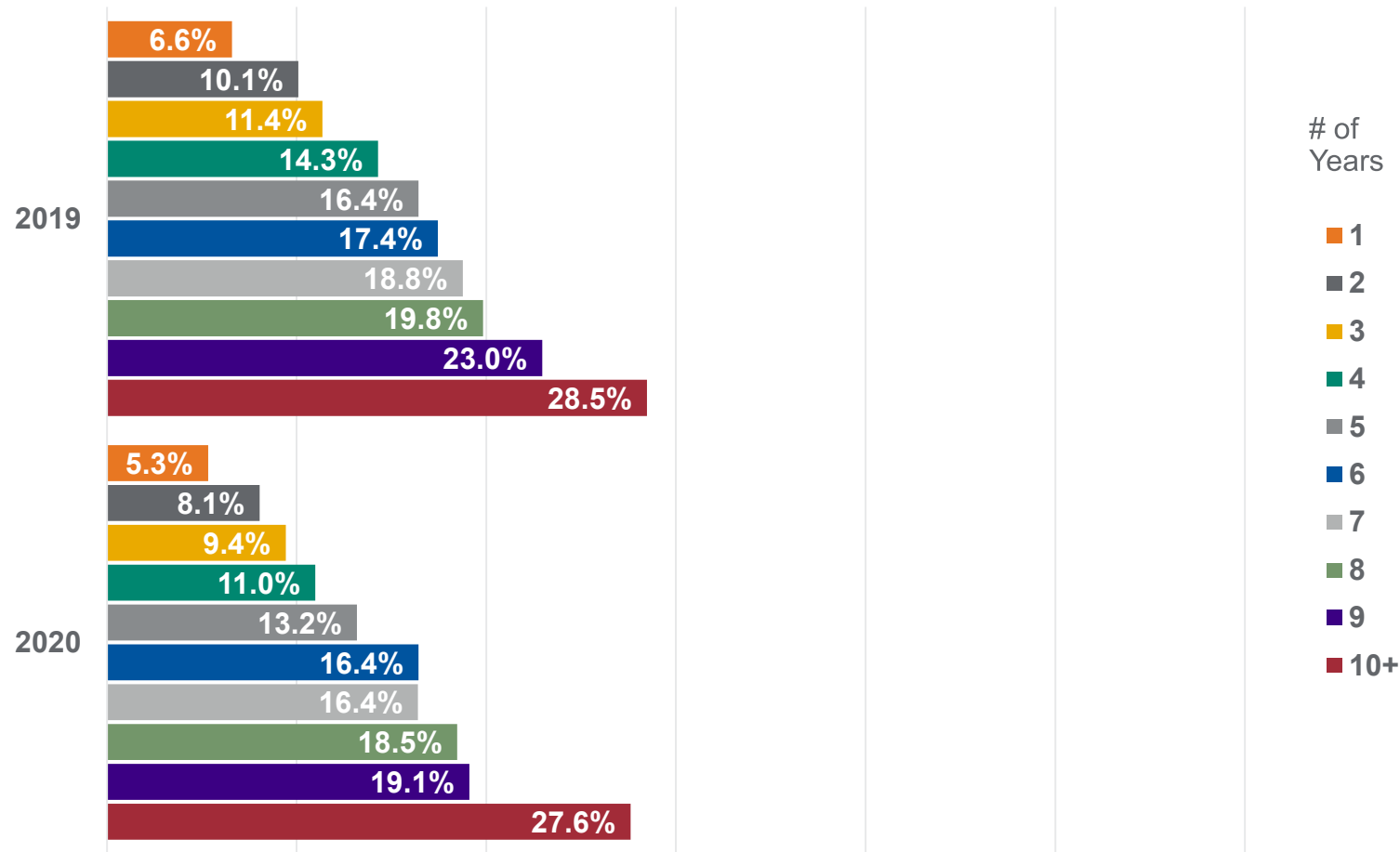
Optum 2020 data: Claim age drives costs and utilization – % of spend



2020

Nearly **62%**
of overall costs came
from 10+ year old
claims

Optum 2020 data: % of opioid spend by claim age




A steady increase in overall opioid prescription costs as the claim ages

Poll #3

- You must answer **all three poll questions** to qualify for CE credit.
- If you cannot see the poll question, **it will be read aloud multiple times.**

To submit your poll question answer:

Use the Submit button on your screen



Example poll question?

A. Option 1

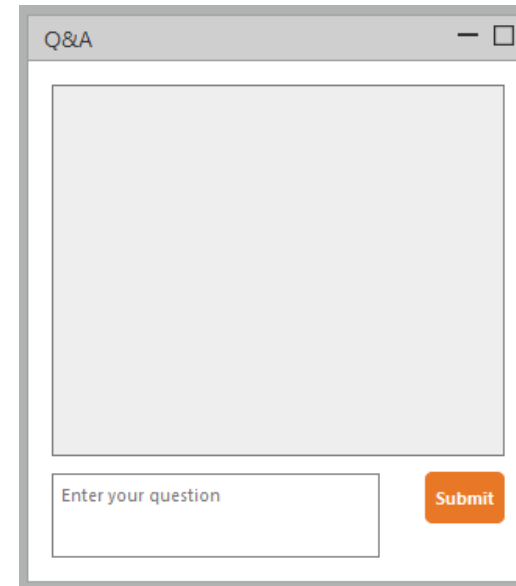
B. Option 2

C. Option 3

Submit

OR

Send your answer in the Q&A panel

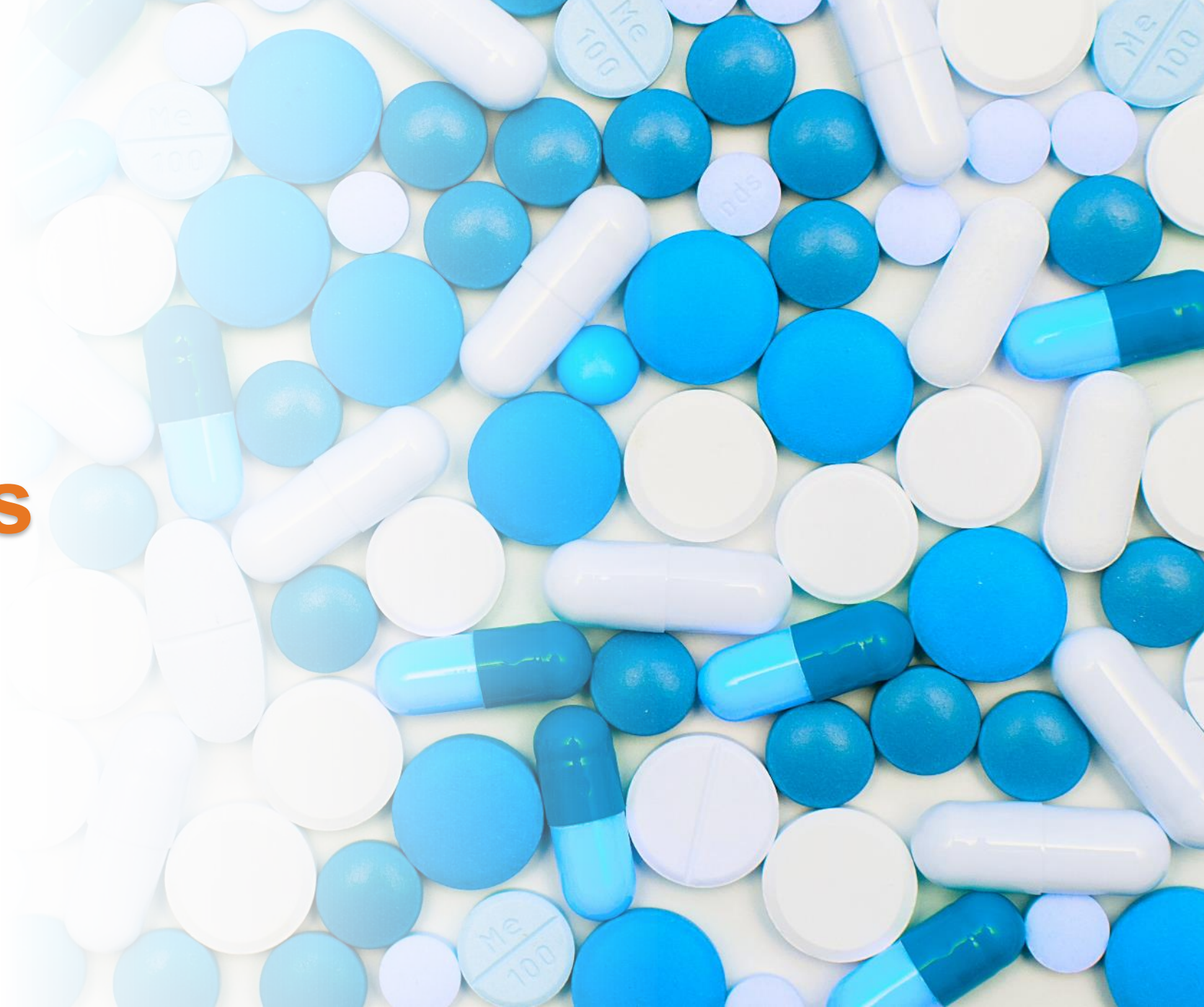


Q&A

Enter your question

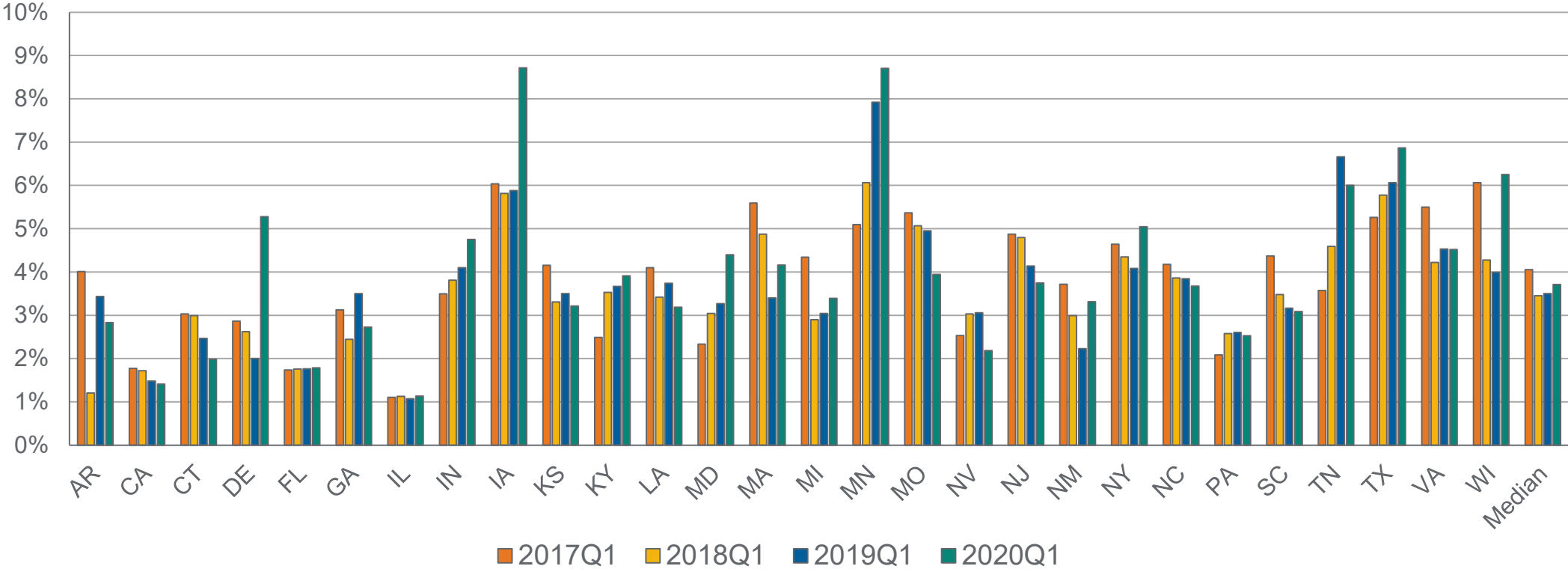
Submit

Behavioral health medications



WCRI data: Cost share of antidepressants increasing in some states

Percentage of Rx Payments That Were for Antidepressants



2020Q1: Prescriptions filled in the first quarter of 2020, for all medical claims with injuries occurring within three years prior to the fill date; similar notation is used for other quarters



Optum 2020 data: Behavioral health medications

	OPTUM 2019 ACTUAL	OPTUM 2020 ACTUAL	OPTUM 2020 PROJECTED WITHOUT COVID
CHANGE IN UTILIZATION	↑ 3.4%	↑ 5.6%	↑ 1.0%
BEHAVIORAL HEALTH AS A % OF TOTAL SCRIPTS	10.7%	11.1%	10.6%
BEHAVIORAL HEALTH AS A % OF TOTAL SPEND	7.9%	7.9%	7.9%
% OF CLAIMS USING BEHAVIORAL HEALTH	11.5%	12.5%	11.7%

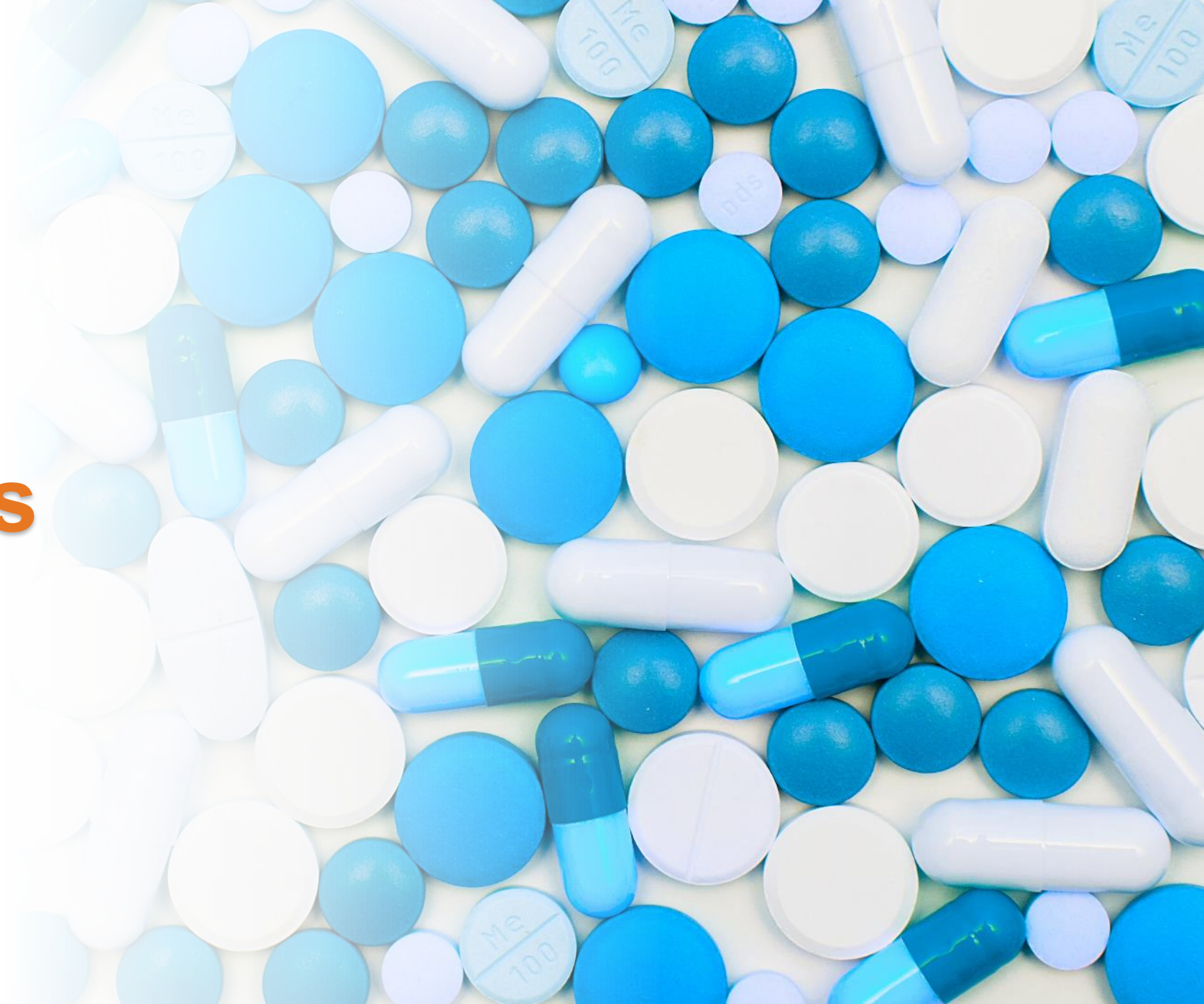
Post Traumatic Stress Disorder (PTSD) Policy activities

- Vermont became the first to include a PTSD presumption for first responders in 2017
 - Is broadly based compared to more recent statutory efforts
 - Extends to all emergency responders
 - Can be diagnosed by any number of certified or licensed mental health professionals
 - Provides all benefits under existing workers' compensation law with out limitations
- As of June 2020 – thirteen states have adopted some from of PTSD presumption laws

Post Traumatic Stress Disorder (PTSD) Policy activities

- More recent efforts trending to better address and quantify treatment and coverage
 - Indicate certain types of responders and conditions which qualify
 - Initiate a latency limitation
 - Require minimum service requirement
 - Pre-employment psychological screening of eligible employees
 - Mental health education and training to help identify and mitigate treatment
- Ohio HB 308, creates a fund to compensate first responders who suffer from PTSD
- California, Illinois, New York, Michigan, Virginia and Wisconsin all carrying PTSD bills

Other medications



Topical medications policy update

- Colorado posted topical reimbursement caps in their fee schedule for creams and patches
- Mississippi integrated reimbursement caps for topical patches and creams
- South Carolina continues to study reimbursement caps and billing requirements
- Discussions around topical medications with the Florida DWC

Top 5 pre-manufactured topical medications by utilization*

BRAND NAME	GENERIC NAME	INCREASE IN UTILIZATION SINCE 2016
Voltaren Gel	diclofenac	32.5%
Lidoderm Patch	lidocaine	26.3%
Lidocaine Ointment	lidocaine	5.7%
Flector Patch	diclofenac epolamine	5.1%
Bactroban Ointment	mupirocin	5.1%

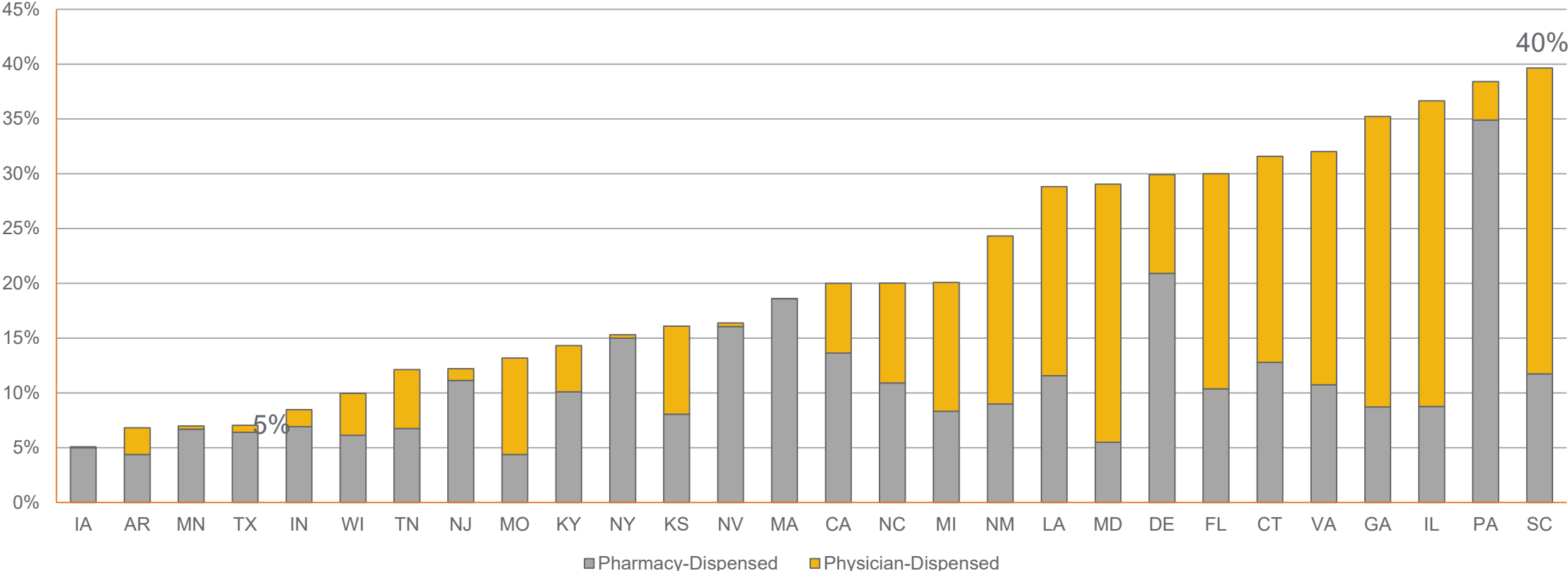
Top 5 pre-manufactured topical medications by cost*

BRAND NAME	GENERIC NAME	INCREASE IN UTILIZATION SINCE 2016
Lidoderm Patch	lidocaine	29.5%
Pennsaid Solutions	diclofenac	20.6%
Lidocaine Ointment	lidocaine	11.5%
Flector Patch	diclofenac epolamine	10.8%
Solaraze Gel	diclofenac	7.1%

WCRI data: Wide interstate variation in dermatologicals

Significant share is physician-dispensed

Percentage Of Rx Payments For Dermatologicals, 2020Q1

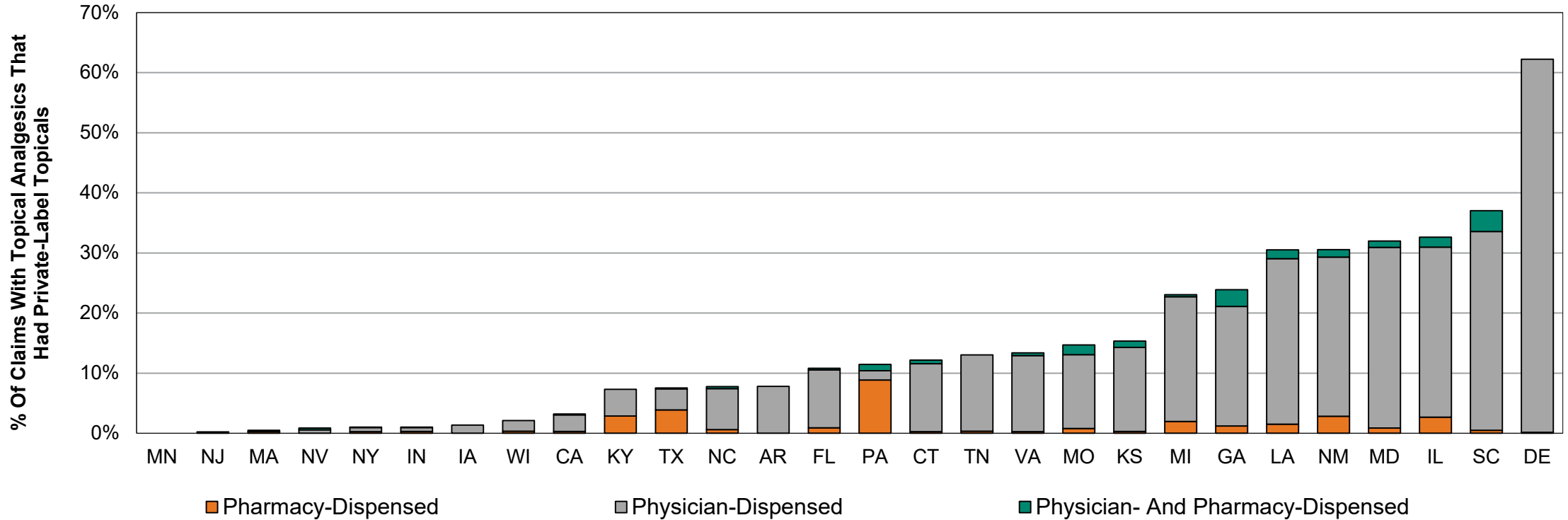


2020Q1: Prescriptions (Rx) Filled In The First Quarter Of 2020, For All Medical Claims With Injuries Occurring Within Three Years Prior To The Fill Date



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WCRI data: Private-label topicals are predominantly physician-dispensed



Private-label topicals are independently manufactured products with common OTC ingredients such as menthol, methyl salicylate, capsaicin, and lidocaine. These products are not FDA approved and are not recommended by evidence-based guidelines as first-line therapy. Examples include Lidopro, Terocin.

Claims With Injuries Occurring From January 1, 2018, To March 31, 2019, Prescriptions Utilization And Diagnosis Tracked For 1 Year Postinjury Through March 31, 2020



WCRI data: Gabapentinoids account for ~90% of anticonvulsants in 2020Q1

	Share Of Rx	Share Of Rx Payments
Pregabalin	14%	43%
Gabapentin	75%	41%
Topiramate	4%	7%
Other	6%	10%

2020Q1: Prescriptions filled in the first quarter of 2020, for all medical claims with injuries occurring within three years prior to the fill date.



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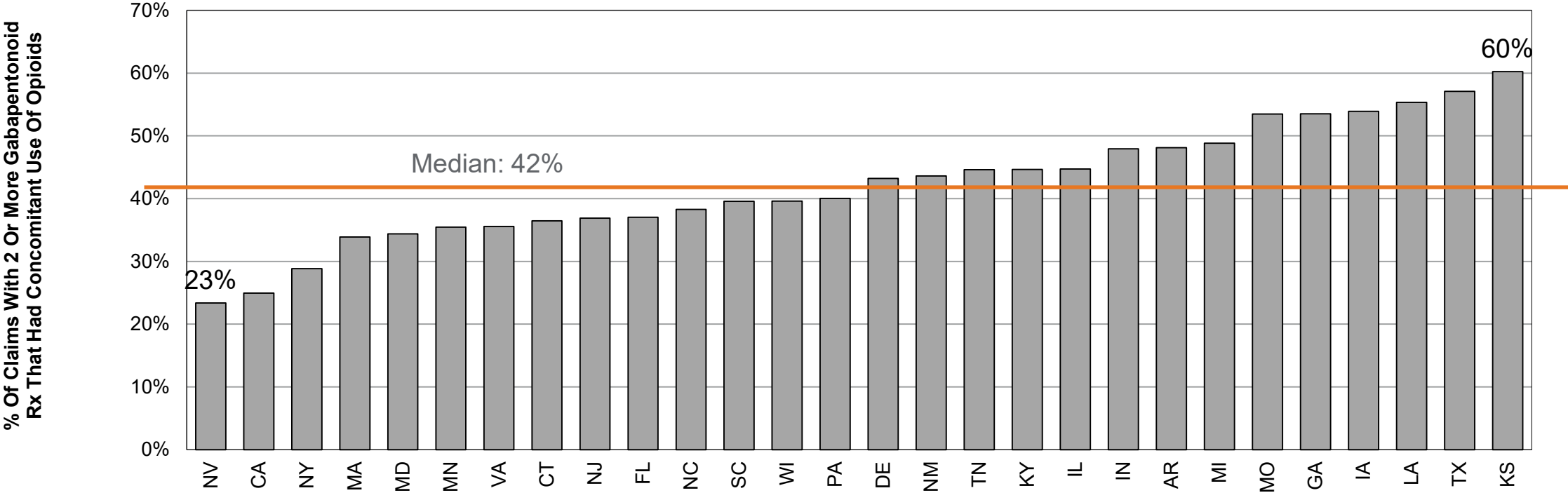
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WCRI data: Most claims with multiple gabapentinoid Rx had neuropathic pain diagnosis, Sizable proportion without neuropathic diagnosis

% Claims With Diagnosis For	Based On Claims With Multiple Gabapentinoid Rx	
	Median Of States Studied	Range Among States Studied
Seizures (FDA approved)	1%	0%-4%
Neuropathic conditions with evidence via RCT (FDA approved)	1%	0%-7%
Other neuropathic conditions (Guideline recommended on limited basis)	74%	52%-86%
No neuropathic conditions (Not recommended)	24%	12%-44%

Claims With Injuries Occurring From January 1, 2018, To March 31, 2019, Prescriptions Utilization And Diagnosis Tracked for 1 Year Post-Injury Through March 31, 2020

WCRI data: Gabapentinoids are often prescribed concomitantly with opioids



Claims with injuries occurring from January 1, 2018, to March 31, 2019, prescriptions utilization and diagnosis tracked for 1 year post injury through March 31, 2020



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Looking forward

- COVID today and tomorrow
- Medical and Recreational Marijuana
- Opioids use and misuse
- NSAIDs
- Anticonvulsants
- Wellness and Behavioral Health
- Aging claims and claimants
- The 10-year claim
- Virtual medicine
- Work from home vs. Return to office
- The new norm



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