



## PERIODIC UTILIZATION REPORTS

## Sample Group


Prior Period: 01/01/2009 through 12/31/2009  
Current Period: 01/01/2010 through 12/31/2010

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Region(s)

Group(s)

Subgroup(s)

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**Executive Summary**

**Group Name:** Sample Group  
**Group Number(s):**  
**Subgroup(s):**

**Region:**  
**Prior Period:** Jan 2009 – Dec 2009  
**Current Period:** Jan 2010 – Dec 2010  
Jan09 – Dec09      Jan10 – Dec10  
**Average Members\*:**      606      567

**Claims Summary \$PMPM\***

| <u>Major Service Category</u>      | <u>Jan09 – Dec09</u> | <u>Change</u> | <u>Jan10 – Dec10</u> |
|------------------------------------|----------------------|---------------|----------------------|
| Inpatient                          | \$62.04              | (11.0)%       | \$55.22              |
| Outpatient                         | 124.74               | (5.6)%        | 117.73               |
| Pharmacy                           | 32.85                | (14.8)%       | 28.00                |
| Other                              | 51.47                | (11.7)%       | 45.45                |
| <b>Total Claims Summary \$PMPM</b> | <b>\$271.10</b>      | <b>(9.1)%</b> | <b>\$246.40</b>      |

\* Includes Actives and /or pre 65 Retirees only.

**Membership – Age and Gender Demographics**

Group Name:

Region:

Group Number(s):

Subgroup(s):

**Members\***

| Age                             | Average Jan09–Dec09 |            |            | Average Jan10–Dec10 |            |            | Current as of Jan11 |               |            |            |            |               |
|---------------------------------|---------------------|------------|------------|---------------------|------------|------------|---------------------|---------------|------------|------------|------------|---------------|
|                                 | Male                | Female     | Total      | Percent             | Male       | Female     | Total               | Percent       | Male       | Female     | Total      | Percent       |
| 0-0                             | 4                   | 4          | 8          | 1.4%                | 5          | 6          | 11                  | 2.0%          | 3          | 5          | 8          | 1.5%          |
| 1-4                             | 14                  | 16         | 30         | 5.0%                | 15         | 14         | 28                  | 5.0%          | 17         | 16         | 33         | 6.1%          |
| 5-9                             | 18                  | 14         | 32         | 5.3%                | 18         | 12         | 30                  | 5.3%          | 15         | 12         | 27         | 5.0%          |
| 10-14                           | 12                  | 21         | 33         | 5.4%                | 12         | 21         | 33                  | 5.8%          | 12         | 17         | 29         | 5.3%          |
| 15-19                           | 24                  | 25         | 49         | 8.1%                | 23         | 23         | 46                  | 8.0%          | 20         | 23         | 43         | 7.9%          |
| 20-24                           | 21                  | 27         | 48         | 8.0%                | 15         | 24         | 39                  | 6.9%          | 16         | 24         | 40         | 7.4%          |
| 25-29                           | 27                  | 26         | 53         | 8.7%                | 22         | 24         | 47                  | 8.2%          | 21         | 19         | 40         | 7.4%          |
| 30-34                           | 25                  | 23         | 48         | 7.8%                | 24         | 25         | 49                  | 8.6%          | 26         | 25         | 51         | 9.4%          |
| 35-39                           | 25                  | 19         | 44         | 7.3%                | 22         | 19         | 41                  | 7.3%          | 20         | 20         | 40         | 7.4%          |
| 40-44                           | 22                  | 22         | 43         | 7.2%                | 23         | 20         | 43                  | 7.7%          | 22         | 20         | 42         | 7.7%          |
| 45-49                           | 27                  | 30         | 57         | 9.4%                | 22         | 25         | 47                  | 8.3%          | 18         | 21         | 39         | 7.2%          |
| 50-54                           | 29                  | 31         | 61         | 10.0%               | 26         | 30         | 56                  | 9.9%          | 28         | 31         | 59         | 10.8%         |
| 55-59                           | 22                  | 27         | 49         | 8.0%                | 23         | 24         | 47                  | 8.3%          | 26         | 20         | 46         | 8.5%          |
| 60-64                           | 24                  | 19         | 42         | 7.0%                | 23         | 18         | 41                  | 7.3%          | 19         | 18         | 37         | 6.8%          |
| 65-69                           | 4                   | 3          | 7          | 1.2%                | 3          | 3          | 5                   | 0.9%          | 5          | 2          | 7          | 1.3%          |
| 70-74                           | 1                   | 0          | 1          | 0.2%                | 2          | 0          | 2                   | 0.4%          | 2          | 1          | 3          | 0.6%          |
| 75-79                           | 0                   | 0          | 0          | 0.0%                | 0          | 0          | 0                   | 0.0%          | 0          | 0          | 0          | 0.0%          |
| 80-84                           | 0                   | 0          | 0          | 0.0%                | 0          | 0          | 0                   | 0.0%          | 0          | 0          | 0          | 0.0%          |
| 85+                             | 0                   | 0          | 0          | 0.0%                | 0          | 0          | 0                   | 0.0%          | 0          | 0          | 0          | 0.0%          |
| <b>Total Members</b>            | <b>299</b>          | <b>307</b> | <b>606</b> | <b>100.0%</b>       | <b>278</b> | <b>289</b> | <b>567</b>          | <b>100.0%</b> | <b>270</b> | <b>274</b> | <b>544</b> | <b>100.0%</b> |
| <b>Percentage</b>               | 49.4%               | 50.6%      |            |                     | 49.0%      | 51.0%      |                     |               | 49.6%      | 50.4%      |            |               |
| <b>Health Plan Average Age:</b> | 34.4                | 35.6       | 35.0       |                     | 34.6       | 35.9       | 35.3                |               | 34.6       | 35.9       | 35.3       |               |
| <b>Group Average Age:</b>       | 34.8                | 34.0       | 34.4       |                     | 35.0       | 33.7       | 34.3                |               | 35.2       | 33.7       | 34.4       |               |
| <b>Average Contract Size:</b>   |                     |            | 2.04       |                     |            |            | 2.10                |               |            |            | 2.14       |               |

\* Includes Actives and /or pre 65 Retirees only.

**Overview of Utilization**
**Group Name:**
**Region:**
**Group Number(s):**
**Prior Period:** Jan 2009 – Dec 2009

**Subgroup(s):**
**Current Period:** Jan 2010 – Dec 2010

**Average Members\*:** Jan09 – Dec09: 606      Jan10 – Dec10: 567

**Inpatient Days/1000 \***

| Service Category                 | Jan09 – Dec09 | Change        | Jan10 – Dec10 |
|----------------------------------|---------------|---------------|---------------|
| Medical                          | 97.4          | (45.7)%       | 52.9          |
| Surgical                         | 34.7          | 22.2%         | 42.4          |
| Maternity                        | 26.4          | 73.9%         | 45.9          |
| Mental Health                    | 5.0           | (64.0)%       | 1.8           |
| Substance Abuse                  | 0.0           | N/A           | 5.3           |
| SNF                              | 0.0           | 0.0%          | 0.0           |
| <b>Total Inpatient Days/1000</b> | <b>163.4</b>  | <b>(9.2)%</b> | <b>148.3</b>  |

**Inpatient Admits/1000 \***

| Service Category                   | Jan09 – Dec09 | Change       | Jan10 – Dec10 |
|------------------------------------|---------------|--------------|---------------|
| Medical                            | 23.1          | (46.3)%      | 12.4          |
| Surgical                           | 8.3           | 49.4%        | 12.4          |
| Maternity                          | 11.6          | 82.8%        | 21.2          |
| Mental Health                      | 1.7           | 5.9%         | 1.8           |
| Substance Abuse                    | 0.0           | N/A          | 3.5           |
| SNF                                | 0.0           | 0.0%         | 0.0           |
| <b>Total Inpatient Admits/1000</b> | <b>44.6</b>   | <b>14.8%</b> | <b>51.2</b>   |

**Outpatient Visits/1000 \***

| Service Category                    | Jan09 – Dec09  | Change      | Jan10 – Dec10  |
|-------------------------------------|----------------|-------------|----------------|
| Outpatient Visits                   | 3,333.1        | 10.8%       | 3,694.1        |
| Emergency Room                      | 133.7          | (30.1)%     | 93.5           |
| Surgical / Procedures               | 295.5          | (8.6)%      | 270.0          |
| Lab                                 | 3,522.9        | 1.4%        | 3,572.3        |
| Radiology                           | 941.0          | (10.0)%     | 847.2          |
| <b>Total Outpatient Visits/1000</b> | <b>8,226.2</b> | <b>3.1%</b> | <b>8,477.1</b> |

**Pharmacy Scripts PMPY \***

| Service Category                   | Jan09 – Dec09 | Change      | Jan10 – Dec10 |
|------------------------------------|---------------|-------------|---------------|
| Brand /Formulary                   | 0.4           | 50.0%       | 0.6           |
| Brand / Non-Formulary              | 0.3           | (66.7)%     | 0.1           |
| Generic / Formulary                | 3.9           | 53.8%       | 6.0           |
| Generic / Non-Formulary            | 2.2           | (100.0)%    | 0.0           |
| <b>Total Pharmacy Scripts PMPY</b> | <b>6.8</b>    | <b>0.0%</b> | <b>6.8</b>    |

\* Includes actives and /or pre 65 Retirees Only.


**Inpatient – \$ PMPM and \$/Day**

Group Name:

Region:

Group Number(s):

Prior Period: Jan 2009 – Dec 2009

Subgroup(s):

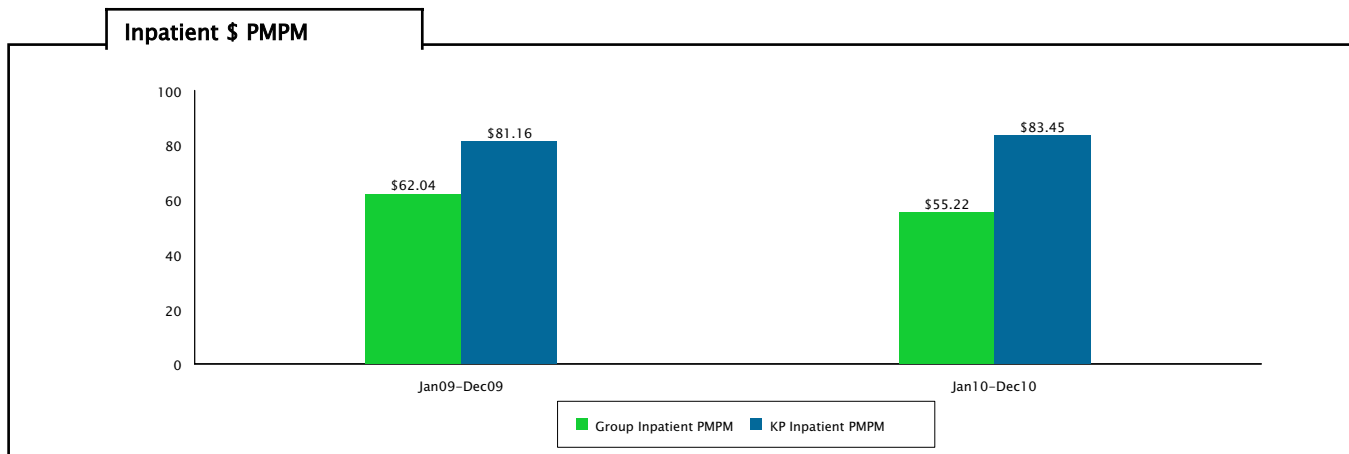
Current Period: Jan 2010 – Dec 2010

Jan09 – Dec09
Jan10 – Dec10

Average Members\*:

606

567


**Inpatient \$ PMPM \***

| <u>Service Category</u>        | <u>Jan09 – Dec09</u> | <u>Change</u>  | <u>Jan10 – Dec10</u> |
|--------------------------------|----------------------|----------------|----------------------|
| Medical                        |                      |                |                      |
| Hospital Medical               | \$20.97              | (28.5)%        | \$15.00              |
| Professional Medical           | 2.58                 | 22.5%          | 3.16                 |
| Surgical                       |                      |                |                      |
| Hospital Surgical              | 21.09                | (36.0)%        | 13.50                |
| Professional Surgical          | 6.62                 | (27.6)%        | 4.79                 |
| Maternity                      |                      |                |                      |
| Hospital Maternity             | 5.23                 | 111.9%         | 11.08                |
| Professional Maternity         | 4.56                 | 49.8%          | 6.83                 |
| Mental Health                  | 0.98                 | (87.8)%        | 0.12                 |
| Substance Abuse                | 0.00                 | N/A            | 0.72                 |
| SNF                            | 0.00                 | 0.0%           | 0.00                 |
| <b>Total Inpatient \$ PMPM</b> | <b>\$62.04</b>       | <b>(11.0)%</b> | <b>\$55.22</b>       |

**Inpatient \$/Day \***

| <u>Service Category</u>       | <u>Jan09 – Dec09</u> | <u>Change</u> | <u>Jan10 – Dec10</u> |
|-------------------------------|----------------------|---------------|----------------------|
| Medical                       |                      |               |                      |
| Hospital Medical              | \$2,583.83           | 31.6%         | \$3,400.34           |
| Professional Medical          | 318.21               | 125.1%        | 716.32               |
| Surgical                      |                      |               |                      |
| Hospital Surgical             | 7,301.72             | (47.6)%       | 3,825.60             |
| Professional Surgical         | 2,290.73             | (40.7)%       | 1,357.55             |
| Maternity                     |                      |               |                      |
| Hospital Maternity            | 2,374.57             | 22.0%         | 2,897.88             |
| Professional Maternity        | 2,071.21             | (13.8)%       | 1,786.38             |
| Mental Health                 | 2,382.35             | (65.2)%       | 830.00               |
| Substance Abuse               | 0.00                 | N/A           | 1,637.71             |
| SNF                           | 0.00                 | 0.0%          | 0.00                 |
| <b>Total Inpatient \$/Day</b> | <b>\$4,554.97</b>    | <b>(1.9)%</b> | <b>\$4,469.40</b>    |

\* Includes Actives and /or pre 65 Retirees only.


**Inpatient – Days/1000 and ALOS**

Group Name:

Region:

Group Number(s):

Prior Period: Jan 2009 – Dec 2009

Subgroup(s):

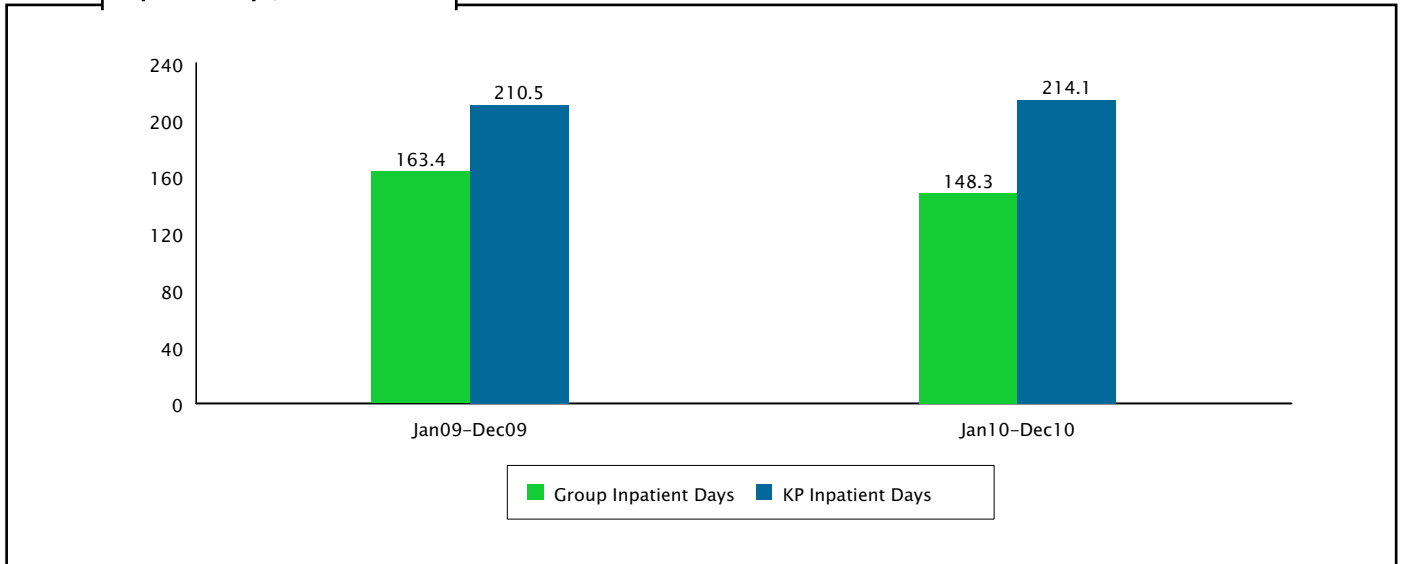
Current Period: Jan 2010 – Dec 2010

Jan09 – Dec09
Jan10 – Dec10

Average Members\*:

606

567

**Inpatient Days/1000**

**Inpatient Days/1000 \***

| <u>Service Category</u>          | <u>Jan09 – Dec09</u> | <u>Change</u> | <u>Jan10 – Dec10</u> |
|----------------------------------|----------------------|---------------|----------------------|
| Medical                          | 97.4                 | (45.7)%       | 52.9                 |
| Surgical                         | 34.7                 | 22.2%         | 42.4                 |
| Maternity                        | 26.4                 | 73.9%         | 45.9                 |
| Mental Health                    | 5.0                  | (64.0)%       | 1.8                  |
| Substance Abuse                  | 0.0                  | N/A           | 5.3                  |
| SNF                              | 0.0                  | 0.0%          | 0.0                  |
| <b>Total Inpatient Days/1000</b> | <b>163.4</b>         | <b>(9.2)%</b> | <b>148.3</b>         |

**Inpatient ALOS \***

| <u>Service Category</u>     | <u>Jan09 – Dec09</u> | <u>Change</u>  | <u>Jan10 – Dec10</u> |
|-----------------------------|----------------------|----------------|----------------------|
| Medical                     | 4.2                  | 2.4%           | 4.3                  |
| Surgical                    | 4.2                  | (19.0)%        | 3.4                  |
| Maternity                   | 2.3                  | (4.3)%         | 2.2                  |
| Mental Health               | 3.0                  | (66.7)%        | 1.0                  |
| Substance Abuse             | 0.0                  | N/A            | 1.5                  |
| SNF                         | 0.0                  | 0.0%           | 0.0                  |
| <b>Total Inpatient ALOS</b> | <b>3.7</b>           | <b>(21.6)%</b> | <b>2.9</b>           |

\* Includes Actives and /or pre 65 Retirees only.


**Inpatient – Admits/1000**

Group Name:  
 Group Number(s):  
 Subgroup(s):

Region:

Prior Period: Jan 2009 – Dec 2009

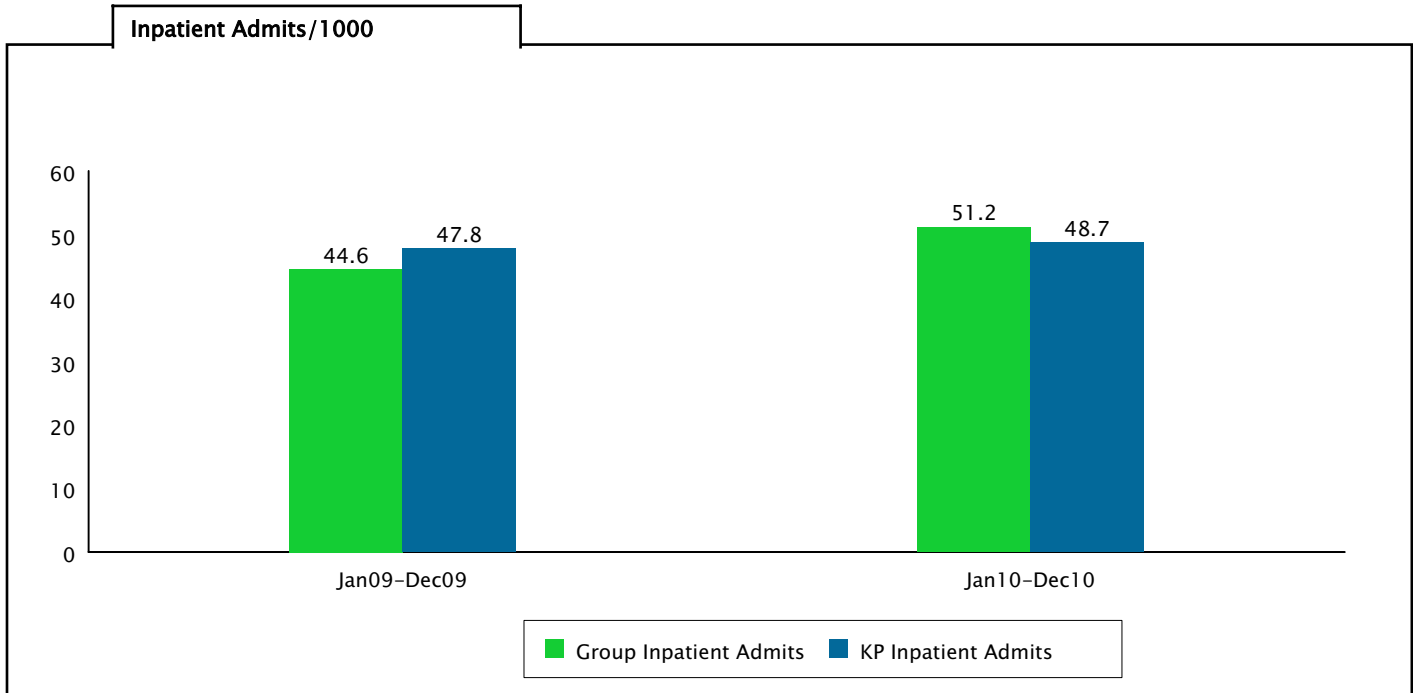
Current Period: Jan 2010 – Dec 2010

Jan09 – Dec09

Jan10 – Dec10

Average Members\*: 606


567



| Service Category                   | Jan09 – Dec09 | Change       | Jan10 – Dec10 |
|------------------------------------|---------------|--------------|---------------|
| Medical                            | 23.1          | (46.3)%      | 12.4          |
| Surgical                           | 8.3           | 49.4%        | 12.4          |
| Maternity                          | 11.6          | 82.8%        | 21.2          |
| Mental Health                      | 1.7           | 5.9%         | 1.8           |
| Substance Abuse                    | 0.0           | N/A          | 3.5           |
| SNF                                | 0.0           | 0.0%         | 0.0           |
| <b>Total Inpatient Admits/1000</b> | <b>44.6</b>   | <b>14.8%</b> | <b>51.2</b>   |

\* Includes Actives and /or pre 65 Retirees only.

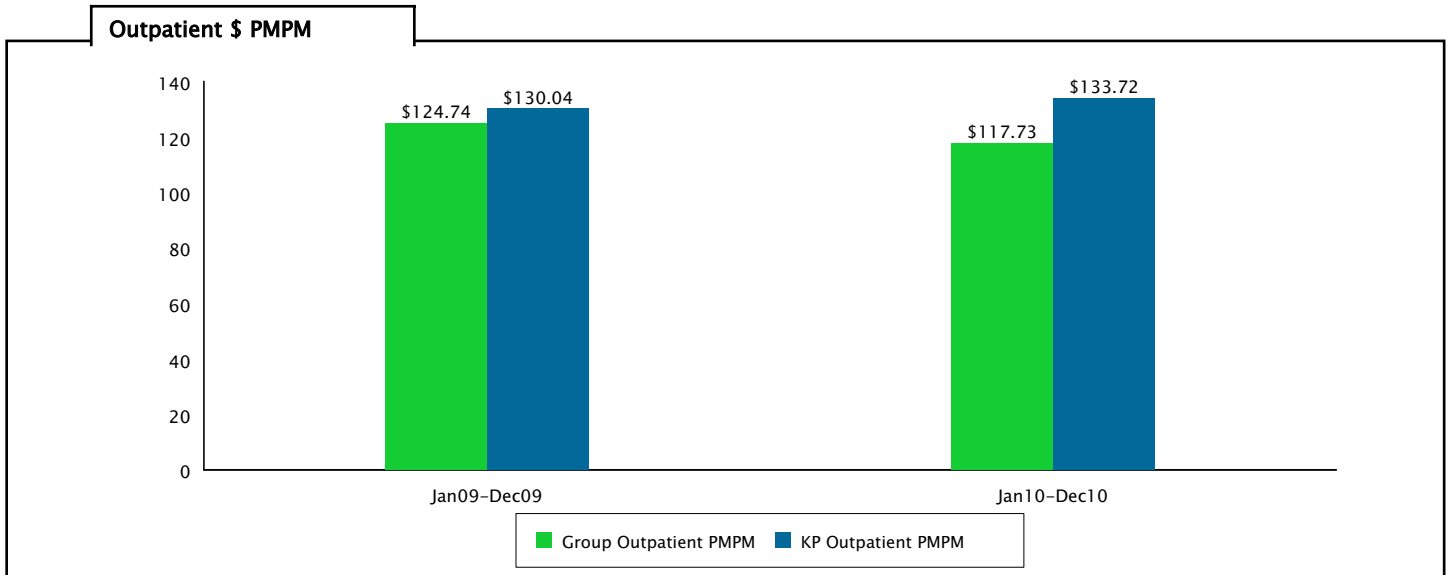



**Outpatient – \$ PMPM and \$/Visit**

Group Name:  
Group Number(s):  
Subgroup(s):

Region:  
Prior Period: Jan 2009 – Dec 2009  
Current Period: Jan 2010 – Dec 2010

|                          |                      |                      |
|--------------------------|----------------------|----------------------|
|                          | <u>Jan09 – Dec09</u> | <u>Jan10 – Dec10</u> |
| <b>Average Members*:</b> | 606                  | 567                  |



**Outpatient \$ PMPM \***

| <u>Service Category</u>         | <u>Jan09 – Dec09</u> | <u>Change</u> | <u>Jan10 – Dec10</u> |
|---------------------------------|----------------------|---------------|----------------------|
| Outpatient Visits               | \$47.37              | (11.3)%       | \$42.04              |
| Emergency Room                  | 16.30                | 7.7%          | 17.55                |
| Surgical/Procedures             |                      |               |                      |
| Outpatient Surgery Facility     | 20.75                | (17.9)%       | 17.03                |
| Outpatient Surgery Professional | 10.61                | 32.8%         | 14.09                |
| Lab                             | 12.87                | (0.2)%        | 12.85                |
| Radiology                       | 16.84                | (15.9)%       | 14.16                |
| <b>Total Outpatient \$ PMPM</b> | <b>\$124.74</b>      | <b>(5.6)%</b> | <b>\$117.73</b>      |

**Outpatient \$/Visit \***

| <u>Service Category</u>          | <u>Jan09 – Dec09</u> | <u>Change</u> | <u>Jan10 – Dec10</u> |
|----------------------------------|----------------------|---------------|----------------------|
| Outpatient Visits                | \$170.56             | (19.9)%       | \$136.55             |
| Emergency Room                   | 1,463.17             | 53.9%         | 2,251.31             |
| Surgical/Procedures              |                      |               |                      |
| Outpatient Surgery Facility      | 842.58               | (10.2)%       | 756.87               |
| Outpatient Surgery Professional  | 430.84               | 45.3%         | 626.21               |
| Lab                              | 43.82                | (1.5)%        | 43.18                |
| Radiology                        | 214.76               | (6.6)%        | 200.62               |
| <b>Total Outpatient \$/Visit</b> | <b>\$181.97</b>      | <b>(8.4)%</b> | <b>\$166.65</b>      |

\* Includes Actives and /or pre 65 Retirees only.


**Outpatient – Visits/1000**

Group Name:

Region:

Group Number(s):

Prior Period: Jan 2009 – Dec 2009

Subgroup(s):

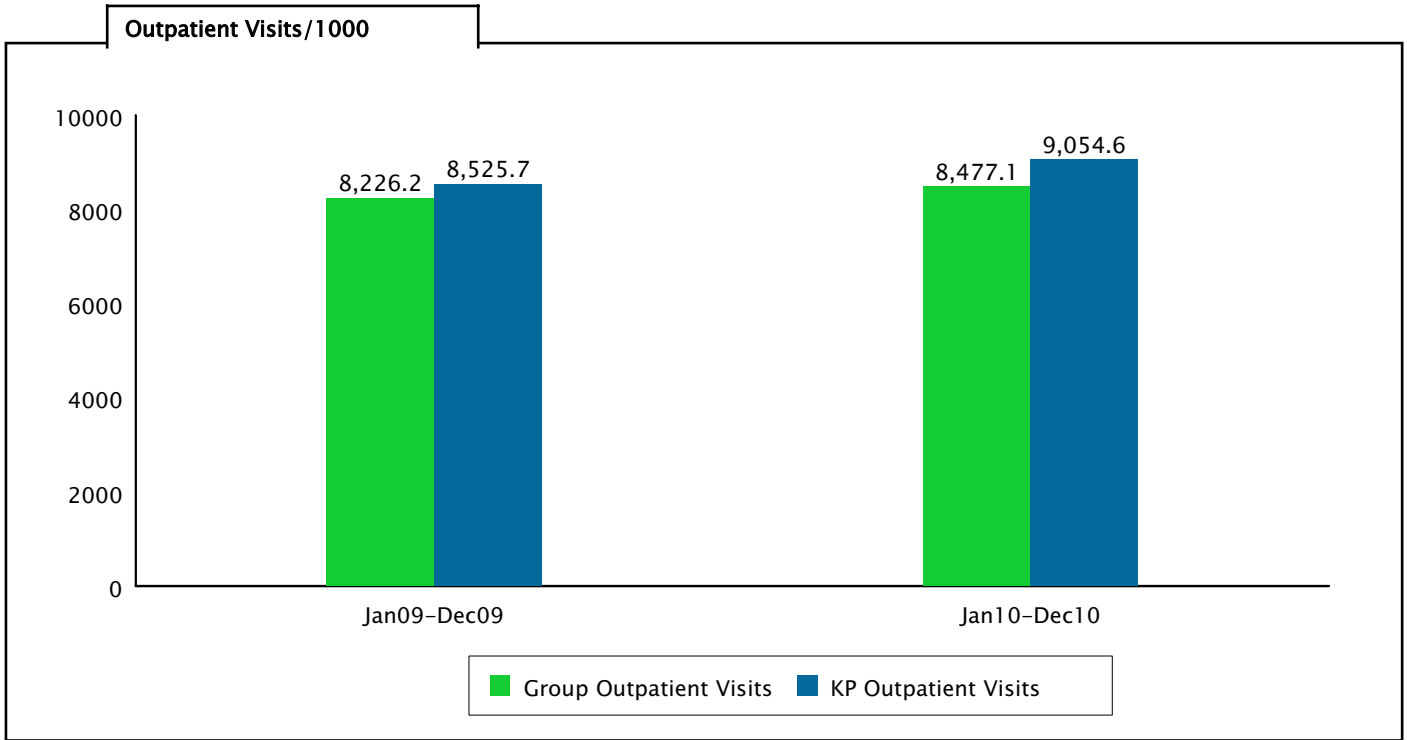
Current Period: Jan 2010 – Dec 2010

**Jan09 – Dec09**
**Jan10 – Dec10**

Average Members\*:

606

567


**Outpatient Visits/1000 \***

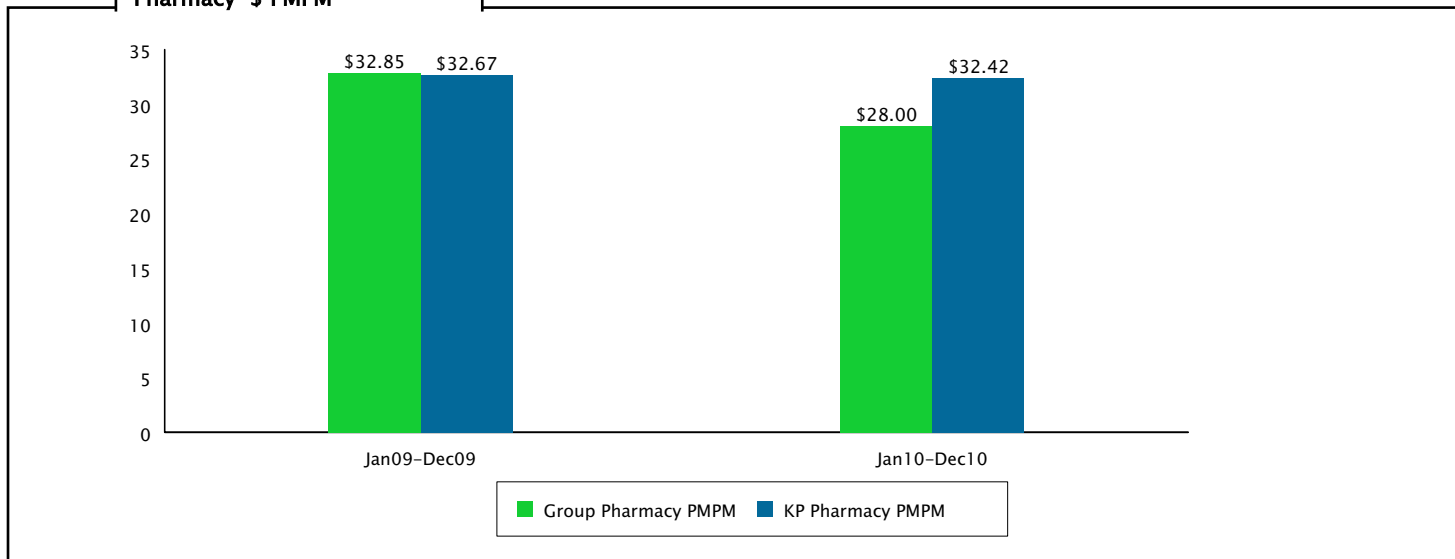
| <u>Service Category</u>             | <u>Jan09 – Dec09</u> | <u>Change</u> | <u>Jan10 – Dec10</u> |
|-------------------------------------|----------------------|---------------|----------------------|
| Outpatient Visits                   | 3,333.1              | 10.8%         | 3,694.1              |
| Emergency Room                      | 133.7                | (30.1)%       | 93.5                 |
| Surgical/Procedures                 | 295.5                | (8.6)%        | 270.0                |
| Lab                                 | 3,522.9              | 1.4%          | 3,572.3              |
| Radiology                           | 941.0                | (10.0)%       | 847.2                |
| <b>Total Outpatient Visits/1000</b> | <b>8,226.2</b>       | <b>3.1%</b>   | <b>8,477.1</b>       |

\* Includes Actives and /or pre 65 Retirees only.


**Pharmacy – \$ PMPM and \$/Script**
**Group Name:**
**Region:**
**Group Number(s):**
**Prior Period:** Jan 2009 – Dec 2009

**Subgroup(s):**
**Current Period:** Jan 2010 – Dec 2010

|                          |                      |                      |
|--------------------------|----------------------|----------------------|
|                          | <u>Jan09 – Dec09</u> | <u>Jan10 – Dec10</u> |
| <b>Average Members*:</b> | 606                  | 567                  |

**Pharmacy \$ PMPM**

**Pharmacy \$ PMPM \***


| <u>Service Category</u>       | <u>Jan09 – Dec09</u> | <u>Change</u>  | <u>Jan10 – Dec10</u> |
|-------------------------------|----------------------|----------------|----------------------|
| Brand /Formulary              | \$9.19               | 81.6%          | \$16.69              |
| Brand/Non-Formulary           | 14.76                | (79.3)%        | 3.05                 |
| Generic/Formulary             | 4.59                 | 78.2%          | 8.18                 |
| Generic/Non-Formulary         | 4.25                 | (98.8)%        | 0.05                 |
| Other**                       | 0.06                 | (50.0)%        | 0.03                 |
| <b>Total Pharmacy \$ PMPM</b> | <b>\$32.85</b>       | <b>(14.8)%</b> | <b>\$28.00</b>       |

**Pharmacy \$/Script \***

| <u>Service Category</u>         | <u>Jan09 – Dec09</u> | <u>Change</u>  | <u>Jan10 – Dec10</u> |
|---------------------------------|----------------------|----------------|----------------------|
| Brand /Formulary                | \$309.22             | 10.2%          | \$340.76             |
| Brand/Non-Formulary             | 533.83               | (17.3)%        | 441.57               |
| Generic/Formulary               | 14.16                | 15.0%          | 16.28                |
| Generic/Non-Formulary           | 23.03                | (37.6)%        | 14.36                |
| Other**                         | 29.27                | (40.5)%        | 17.42                |
| <b>Total Pharmacy \$/Script</b> | <b>\$57.81</b>       | <b>(14.1)%</b> | <b>\$49.67</b>       |

\* Includes Actives and /or pre 65 Retirees only.

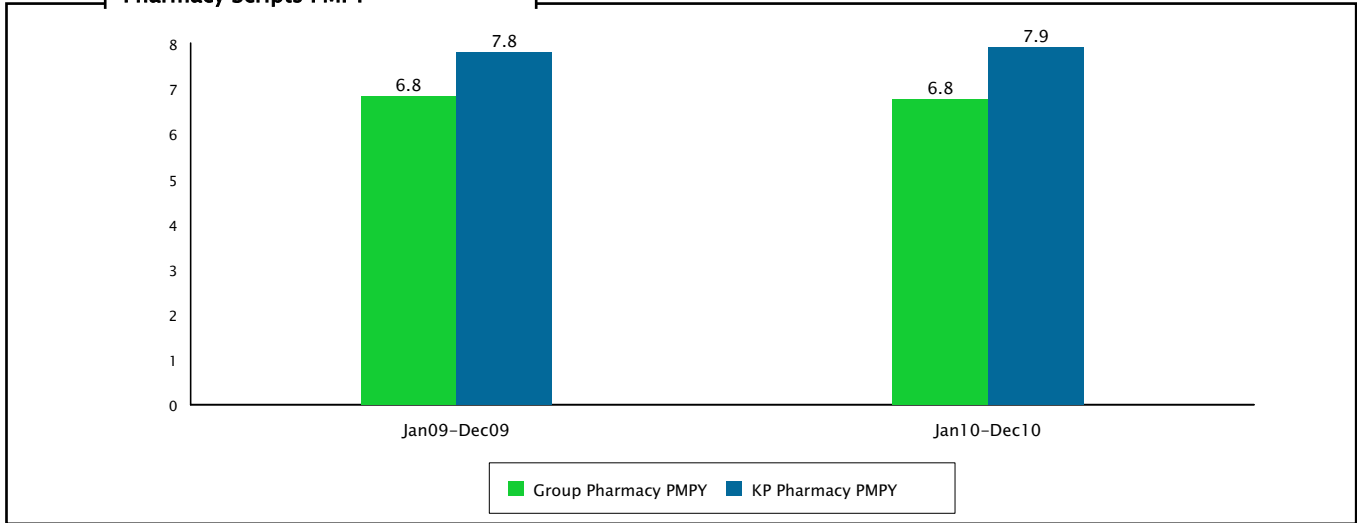
\*\*The Other category includes claims that cannot be broken out by the categories indicated.

 Pharmacy – Scripts / PMPY

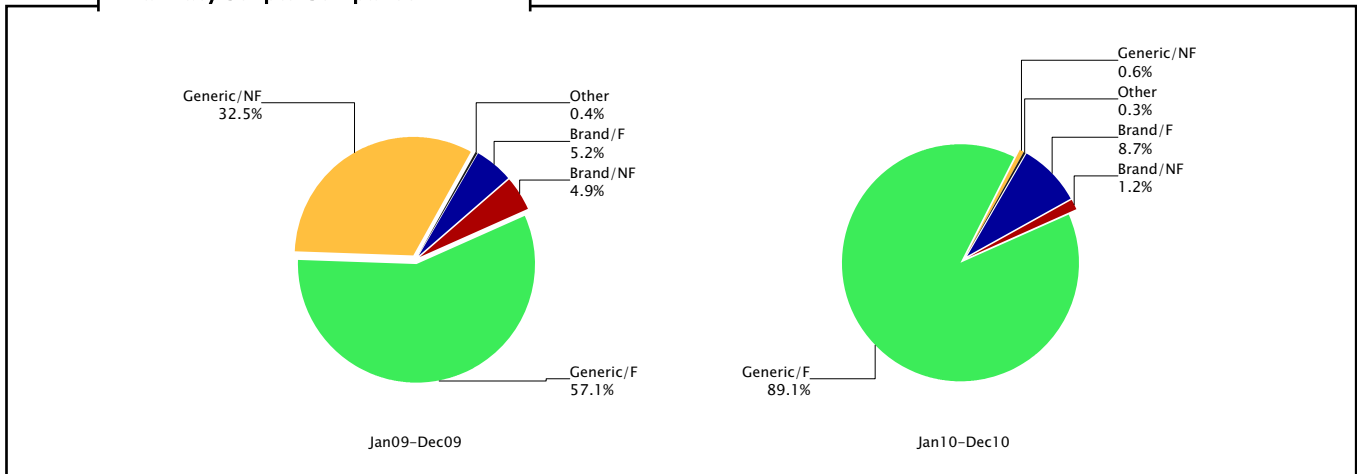
Group Name:  
Group Number(s):  
Subgroup(s):

Region:  
Prior Period: Jan 2009 – Dec 2009  
Current Period: Jan 2010 – Dec 2010  
Average Members\*: **Jan09 – Dec09** 606 **Jan10 – Dec10** 567

**Pharmacy Scripts PMPY**



**Pharmacy Scripts Comparison**



**Pharmacy Scripts PMPY \***

| Service Category                   | Jan09 – Dec09 | Change      | Jan10 – Dec10 |
|------------------------------------|---------------|-------------|---------------|
| Brand /Formulary (F)               | 0.4           | 50.0%       | 0.6           |
| Brand/Non-Formulary (NF)           | 0.3           | (66.7)%     | 0.1           |
| Generic/Formulary (F)              | 3.9           | 53.8%       | 6.0           |
| Generic/Non-Formulary (NF)         | 2.2           | (100.0)%    | 0.0           |
| <b>Total Pharmacy Scripts PMPY</b> | <b>6.8</b>    | <b>0.0%</b> | <b>6.8</b>    |

\* Includes Actives and /or pre 65 Retirees only.

**Pharmacy Detail**
**Group Name:**
**Group Number(s):**
**Subgroup(s):**
**Region:**
**Prior Period:** Jan 2009 – Dec 2009

**Current Period:** Jan 2010 – Dec 2010

**Average Members \*:** Jan09 – Dec09 606 Jan10 – Dec10 567
**Jan 2009 – Dec 2009**

| <u>GENERIC</u>  | \$ Claims       | % of Total Rx Claims | PMPM Claims   | Scripts      | % of Total Scripts | \$ per Script  |
|-----------------|-----------------|----------------------|---------------|--------------|--------------------|----------------|
| Formulary       | \$33,391        | 14.0%                | \$4.59        | 2,358        | 57.1%              | \$14.16        |
| Non-Formulary   | 30,885          | 12.9%                | 4.25          | 1,341        | 32.5%              | 23.03          |
| <b>Rx Total</b> | <b>\$64,276</b> | <b>26.9%</b>         | <b>\$8.84</b> | <b>3,699</b> | <b>89.5%</b>       | <b>\$17.38</b> |

| <u>BRAND</u>    | \$ Claims        | % of Total Rx Claims | PMPM Claims    | Scripts    | % of Total Scripts | \$ per Script   |
|-----------------|------------------|----------------------|----------------|------------|--------------------|-----------------|
| Formulary       | \$66,793         | 28.0%                | \$9.19         | 216        | 5.2%               | \$309.22        |
| Non-Formulary   | 107,300          | 44.9%                | 14.76          | 201        | 4.9%               | 533.83          |
| <b>Rx Total</b> | <b>\$174,093</b> | <b>72.9%</b>         | <b>\$23.95</b> | <b>417</b> | <b>10.1%</b>       | <b>\$417.49</b> |

| <u>TOTAL</u>    | \$ Claims        | % of Total Rx Claims | PMPM Claims    | Scripts      | % of Total Scripts | \$ per Script  |
|-----------------|------------------|----------------------|----------------|--------------|--------------------|----------------|
| Formulary       | \$100,184        | 42.0%                | \$13.78        | 2,574        | 62.3%              | \$38.92        |
| Non-Formulary   | 138,186          | 57.9%                | 19.01          | 1,542        | 37.3%              | 89.61          |
| Other**         | 439              | 0.2%                 | 0.06           | 15           | 0.4%               | 29.27          |
| <b>Rx Total</b> | <b>\$238,808</b> | <b>100.0%</b>        | <b>\$32.85</b> | <b>4,131</b> | <b>100.0%</b>      | <b>\$57.81</b> |

\* Includes Actives and /or pre 65 Retirees Only.

\*\* The Other category includes claims that cannot be broken out by the categories indicated.

**Jan 2010 – Dec 2010**

| <u>GENERIC</u>  | \$ Claims       | % of Total Rx Claims | PMPM Claims   | Scripts      | % of Total Scripts | \$ per Script  |
|-----------------|-----------------|----------------------|---------------|--------------|--------------------|----------------|
| Formulary       | \$55,622        | 29.2%                | \$8.18        | 3,417        | 89.1%              | \$16.28        |
| Non-Formulary   | 345             | 0.2%                 | 0.05          | 24           | 0.6%               | 14.36          |
| <b>Rx Total</b> | <b>\$55,967</b> | <b>29.4%</b>         | <b>\$8.23</b> | <b>3,441</b> | <b>89.8%</b>       | <b>\$16.26</b> |

| <u>BRAND</u>    | \$ Claims        | % of Total Rx Claims | PMPM Claims    | Scripts    | % of Total Scripts | \$ per Script   |
|-----------------|------------------|----------------------|----------------|------------|--------------------|-----------------|
| Formulary       | \$113,472        | 59.6%                | \$16.69        | 333        | 8.7%               | \$340.76        |
| Non-Formulary   | 20,754           | 10.9%                | 3.05           | 47         | 1.2%               | 441.57          |
| <b>Rx Total</b> | <b>\$134,225</b> | <b>70.5%</b>         | <b>\$19.74</b> | <b>380</b> | <b>9.9%</b>        | <b>\$353.22</b> |

| <u>TOTAL</u>    | \$ Claims        | % of Total Rx Claims | PMPM Claims    | Scripts      | % of Total Scripts | \$ per Script  |
|-----------------|------------------|----------------------|----------------|--------------|--------------------|----------------|
| Formulary       | \$169,094        | 88.8%                | \$24.87        | 3,750        | 97.8%              | \$45.09        |
| Non-Formulary   | 21,098           | 11.1%                | 3.10           | 71           | 1.9%               | 297.16         |
| Other**         | 209              | 0.1%                 | 0.03           | 12           | 0.3%               | 17.42          |
| <b>Rx Total</b> | <b>\$190,401</b> | <b>100.0%</b>        | <b>\$28.00</b> | <b>3,833</b> | <b>100.0%</b>      | <b>\$49.67</b> |

**Non – Medicare**
**Top 25 Drugs by Total Scripts**

**Group Name:**
**Group Number:**
**Subgroups:**
**Region:**
**Current Period:** Jan 2010 – Dec 2010

**Average Members \*:** Jan10 – Dec10  
567

| Therapeutic Class                                  | NDC         | Drug Name                                  | Brand/<br>Generic | Formulary<br>/Non-For<br>mulary | Annual<br>Scripts per<br>Member | Group   |      | Health Plan           |      |                       |
|--|-------------|--|-------------------|---------------------------------|---------------------------------|---------|------|-----------------------|------|-----------------------|
|  |             |  |                   |                                 |                                 | Scripts | Rank | % of Total<br>Scripts | Rank | % of Total<br>Scripts |
| GASTROINTESTINAL<br>THERAPY AGENTS                 | 62175011843 | OMEPRAZOLE 20 MG CPDR                      | G                 | F                               | 0.28                            | 160     | 1    | 4.2%                  | 1    | 2.7 %                 |
| ANALGESIC,<br>ANTI-INFLAMMATORY<br>OR ANTIPIYRETIC | 00603388128 | HYDROCODONE--ACETAMINOPHEN 5-500<br>MG TAB | G                 | F                               | 0.17                            | 99      | 2    | 2.6%                  | 2    | 2.0 %                 |
| CONTRACEPTIVES                                     | 52544027928 | LEVORA-28 0.15-30 MG--MCG TAB              | G                 | F                               | 0.16                            | 90      | 3    | 2.3%                  | 7    | 1.2 %                 |
| RESPIRATORY THERAPY<br>AGENTS                      | 59310057920 | PROAIR HFA 90 MCG/ACTUATION HFAA           | B                 | F                               | 0.15                            | 84      | 4    | 2.2%                  | 3    | 1.8 %                 |
| RESPIRATORY THERAPY<br>AGENTS                      | 60505082901 | FLUTICASON 50 MCG/ACTUATION SPSN           | G                 | F                               | 0.11                            | 65      | 5    | 1.7%                  | 6    | 1.3 %                 |
| RESPIRATORY THERAPY<br>AGENTS                      | 59310017780 | QVAR 80 MCG/ACTUATION AERO                 | B                 | F                               | 0.11                            | 64      | 6    | 1.7%                  | 20   | 0.6 %                 |
| ANTI-INFECTIVE<br>AGENTS                           | 00143993905 | AMOXICILLIN 500 MG CAP                     | G                 | F                               | 0.10                            | 54      | 7    | 1.4%                  | 9    | 1.0 %                 |
| CONTRACEPTIVES                                     | 00555901658 | SPRINTEC (28) 0.25--35 MG--MCG TAB         | G                 | F                               | 0.09                            | 53      | 8    | 1.4%                  | 24   | 0.6 %                 |
| ANALGESIC,<br>ANTI-INFLAMMATORY<br>OR ANTIPIYRETIC | 00406051201 | OXYCODONE--ACETAMINOPHEN 5-325 MG<br>TAB   | G                 | F                               | 0.09                            | 51      | 9    | 1.3%                  | 5    | 1.5 %                 |
| CARDIOVASCULAR<br>THERAPY AGENTS                   | 00093715610 | SIMVASTATIN 80 MG TAB                      | G                 | F                               | 0.09                            | 50      | 10   | 1.3%                  | 15   | 0.8 %                 |
| CARDIOVASCULAR<br>THERAPY AGENTS                   | 00093715510 | SIMVASTATIN 40 MG TAB                      | G                 | F                               | 0.08                            | 45      | 11   | 1.2%                  | 4    | 1.6 %                 |
| DIAGNOSTIC AGENTS                                  | 53885024450 | ONE TOUCH ULTRA TEST STRP                  | B                 | F                               | 0.07                            | 40      | 12   | 1.0%                  | 12   | 0.8 %                 |
| CARDIOVASCULAR<br>THERAPY AGENTS                   | 00093715410 | SIMVASTATIN 20 MG TAB                      | G                 | F                               | 0.07                            | 40      | 13   | 1.0%                  | 8    | 1.1 %                 |
| CENTRAL NERVOUS<br>SYSTEM AGENTS                   | 13107000605 | CITALOPRAM 20 MG TAB                       | G                 | N                               | 0.07                            | 40      | 14   | 1.0%                  | 11   | 0.8 %                 |
| CARDIOVASCULAR<br>THERAPY AGENTS                   | 00093715310 | SIMVASTATIN 10 MG TAB                      | G                 | F                               | 0.06                            | 36      | 15   | 0.9%                  | 58   | 0.3 %                 |

**Non – Medicare**
**Top 25 Drugs by Total Scripts**

**Group Name:**
**Group Number:**
**Subgroups:**
**Region:**
**Current Period:** Jan 2010 – Dec 2010

**Average Members\*:** Jan10 – Dec10  
567

| Therapeutic Class                | NDC          | Drug Name  | Brand/<br>Generic | Formulary<br>/Non-For<br>mulary | Annual<br>Scripts per<br>Member | Group       |              | Health Plan           |      |                       |
|----------------------------------|--------------|--|-------------------|---------------------------------|---------------------------------|-------------|--------------|-----------------------|------|-----------------------|
|                                  |              |  |                   |                                 |                                 | Scripts     | Rank         | % of Total<br>Scripts | Rank | % of Total<br>Scripts |
| CARDIOVASCULAR<br>THERAPY AGENTS | 68180051902  | LISINAPRIL-HYDROCHLOROTHIAZIDE<br>20-12.5 MG TAB | G                 | F                               | 0.06                            | 36          | 16           | 0.9%                  | 22   | 0.6 %                 |
| CONTRACEPTIVES                   | 525444062928 | NORA-BE 0.35 MG TAB                              | G                 | F                               | 0.06                            | 33          | 17           | 0.9%                  | 78   | 0.2 %                 |
| CENTRAL NERVOUS<br>SYSTEM AGENTS | 00228205750  | LORAZEPAM 0.5 MG TAB                             | G                 | F                               | 0.06                            | 32          | 18           | 0.8%                  | 33   | 0.5 %                 |
| CARDIOVASCULAR<br>THERAPY AGENTS | 68180052002  | LISINAPRIL-HYDROCHLOROTHIAZIDE<br>20-25 MG TAB   | G                 | F                               | 0.06                            | 32          | 19           | 0.8%                  | 47   | 0.4 %                 |
| ANTI-INFECTIVE<br>AGENTS         | 00143211205  | DOXYCYCLINE HYCLATE 100 MG TAB                   | G                 | F                               | 0.05                            | 30          | 20           | 0.8%                  | 14   | 0.8 %                 |
| CENTRAL NERVOUS<br>SYSTEM AGENTS | 00093435610  | FLUOXETINE 20 MG CAP                             | G                 | N                               | 0.05                            | 30          | 21           | 0.8%                  | 38   | 0.4 %                 |
| ENDOCRINE                        | 00456132301  | LEVOTHROID 100 MCG TAB                           | G                 | F                               | 0.05                            | 29          | 22           | 0.8%                  | 48   | 0.4 %                 |
| CENTRAL NERVOUS<br>SYSTEM AGENTS | 50111043303  | TRAZODONE 50 MG TAB                              | G                 | F                               | 0.05                            | 29          | 23           | 0.8%                  | 35   | 0.5 %                 |
| ENDOCRINE                        | 00169183411  | NOVOLIN N 100 UNIT/ML SUSP                       | B                 | F                               | 0.05                            | 28          | 24           | 0.7%                  | 32   | 0.5 %                 |
| CENTRAL NERVOUS<br>SYSTEM AGENTS | 00781105310  | BUPROPION HCL 75 MG TAB                          | G                 | F                               | 0.05                            | 28          | 25           | 0.7%                  | 69   | 0.3 %                 |
|                                  |              | ALL OTHER  |                   |                                 | 4.51                            | 2,555       |              | 66.7%                 |      | 77.4 %                |
| <b>TOTAL:</b>                    |              |  |                   |                                 |                                 | <b>6.77</b> | <b>3,833</b> | <b>100.0 %</b>        |      | <b>100.0 %</b>        |

\* Includes actives and /or pre 65 Retirees Only.



**Other – \$ PMPM**

Group Name:

Region:

Group Number(s):

Prior Period: Jan 2009 – Dec 2009

Subgroup(s):

Current Period: Jan 2010 – Dec 2010

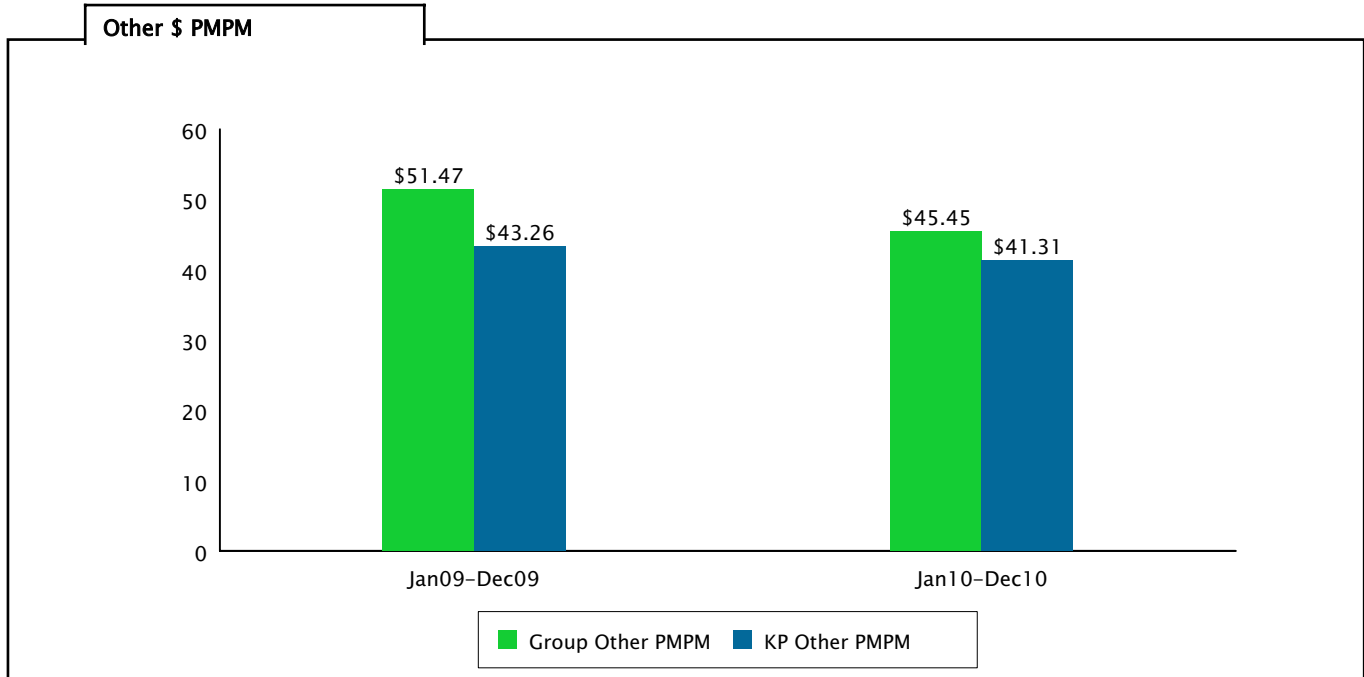
Jan09 – Dec09

Jan10 – Dec10

Average Members\*:

606

567



| Service Category           | Jan09 – Dec09  | Change         | Jan10 – Dec10  |
|----------------------------|----------------|----------------|----------------|
| Ambulance                  | \$1.53         | (45.1)%        | \$0.84         |
| DME                        | 2.98           | (6.7)%         | 2.78           |
| Home Health                | 7.42           | (37.6)%        | 4.63           |
| Hearing Aids               | 0.00           | 0.0%           | 0.00           |
| Vision Hardware            | 0.00           | 0.0%           | 0.00           |
| Other Medical Services     | 39.55          | (5.9)%         | 37.20          |
| <b>Total Other \$ PMPM</b> | <b>\$51.47</b> | <b>(11.7)%</b> | <b>\$45.45</b> |

\* Includes Actives and/or pre 65 Retirees only.



**High Cost Claimants**

Region:

Group Number(s):

Current Period: Jan 2010 - Dec 2010

Subgroup(s):

Jan10 - Dec10

Average Members\*:

Claims In Excess Of:

Pooling Point:

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**Total for High Cost Members:****All Other Claimants Total:**

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**Total for All Claimants:**

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\* Includes Actives and /or pre 65 Retirees Only.


**Monthly Paid Claims**
**Non-Medicare**
**Region:**

**Group Name:** Prior Period: Jan 2009 – Dec 2009  
**Group Numbers:** Current Period: Jan 2010 – Dec 2010  
**Subgroups:** Jan09 – Dec09 Jan10 – Dec10  
 Average Members \*: 606 567

| Current Year      | Medical Claims   |                  |                  | Total Medical Claims | Rx Claims        | Total Claims       | Members      |
|-------------------|------------------|------------------|------------------|----------------------|------------------|--------------------|--------------|
|                   | Inpatient        | Outpatient       | Other            |                      |                  |                    |              |
| Jan 10            | \$15,847         | \$111,512        | \$29,936         | \$157,295            | \$16,699         | \$173,994          | 595          |
| Feb 10            | 24,957           | 77,998           | 25,853           | 128,808              | 13,307           | 142,115            | 596          |
| Mar 10            | 9,409            | 82,344           | 25,763           | 117,516              | 16,704           | 134,220            | 595          |
| Apr 10            | 14,001           | 60,380           | 23,270           | 97,651               | 11,999           | 109,649            | 562          |
| May 10            | 36,351           | 53,676           | 23,317           | 113,344              | 14,955           | 128,298            | 562          |
| Jun 10            | 30,178           | 54,492           | 27,835           | 112,506              | 16,131           | 128,637            | 563          |
| Jul 10            | 87,739           | 85,379           | 25,072           | 198,190              | 18,891           | 217,081            | 559          |
| Aug 10            | 33,765           | 71,896           | 23,385           | 129,046              | 12,735           | 141,781            | 556          |
| Sep 10            | 0                | 52,053           | 26,567           | 78,620               | 17,058           | 95,678             | 555          |
| Oct 10            | 1,626            | 35,569           | 24,337           | 61,532               | 16,946           | 78,478             | 555          |
| Nov 10            | 74,143           | 47,937           | 27,872           | 149,951              | 18,768           | 168,720            | 553          |
| Dec 10            | 47,413           | 67,198           | 25,817           | 140,428              | 16,209           | 156,637            | 548          |
| <b>Total</b>      | <b>\$375,429</b> | <b>\$800,432</b> | <b>\$309,025</b> | <b>\$1,484,887</b>   | <b>\$190,401</b> | <b>\$1,675,288</b> | <b>6,799</b> |
| <b>Prior Year</b> |                  |                  |                  |                      |                  |                    |              |
| Jan 09            | \$4,694          | \$106,174        | \$29,002         | \$139,870            | \$19,865         | \$159,735          | 606          |
| Feb 09            | 20,553           | 59,968           | 38,573           | 119,094              | 18,694           | 137,788            | 607          |
| Mar 09            | 21,941           | 77,440           | 29,769           | 129,151              | 21,080           | 150,231            | 609          |
| Apr 09            | 18,016           | 71,666           | 29,277           | 118,959              | 15,070           | 134,029            | 609          |
| May 09            | 14,887           | 94,856           | 33,065           | 142,808              | 16,090           | 158,898            | 610          |
| Jun 09            | 82,739           | 86,498           | 33,212           | 202,449              | 24,502           | 226,951            | 611          |
| Jul 09            | 96,215           | 80,721           | 30,383           | 207,319              | 24,118           | 231,437            | 611          |
| Aug 09            | 5,945            | 72,192           | 28,217           | 106,354              | 15,230           | 121,584            | 606          |
| Sep 09            | 63,489           | 67,097           | 33,787           | 164,372              | 19,171           | 183,543            | 599          |
| Oct 09            | 36,230           | 53,253           | 28,446           | 117,928              | 22,000           | 139,928            | 602          |
| Nov 09            | 38,723           | 56,905           | 26,690           | 122,318              | 20,767           | 143,085            | 602          |
| Dec 09            | 47,511           | 79,984           | 33,733           | 161,222              | 22,222           | 183,450            | 597          |
| <b>Total</b>      | <b>\$450,942</b> | <b>\$906,753</b> | <b>\$374,154</b> | <b>\$1,731,849</b>   | <b>\$238,808</b> | <b>\$1,970,658</b> | <b>7,269</b> |

\* Includes actives and /or pre 65 Retirees Only.


**Glossary of Terms**
**Term**

Kaiser Foundation Health Plan

|                              |  |
|------------------------------|--|
| Average Members              | The average monthly membership during the reporting period.  |
| Formulary                    | A list of preferred drugs based on their effectiveness and value.  |
| Market Segment               | Group divisions based on group size and/or line of business such as Labor Trust or National Accounts.  |
| Other Medical Services (OMS) | Other Medical Services (OMS) is a component of claims that accounts for medical costs and revenues that are not captured in our claims and encounter systems. OMS reflects capitated services, incomplete coding of KP services, COB and third-party liability   |
| Paid Claims                  | Paid medical expenses for services provided to a health plan member. These are either the result of an internal service, where prices are based on a fee schedule, or an external claim for services from a non-KP provider. Claims are attributed to the month in which they were paid (external) or reported (internal). |
| Reporting Threshold          | Used on the High Cost Claimants report, it is the minimum in total claims in the reporting period required for a member to be displayed. The threshold varies by group size.   |