

Optum Rx

Optum Rx is helping people access safe and effective prescription medications and therapies at more affordable costs than those charged by manufacturers. Powered by deep clinical expertise and integrated data and analytics, our full spectrum of pharmacy services is designed to improve patient experiences, deliver better health outcomes and lower the total cost of care.

Supporting personalized, integrated pharmacy care

Our specialty pharmacy, infusion services, community pharmacy and home delivery capabilities help deliver the right medication to the right person at the right time.

Expanding access to affordable medications

Our pharmacy benefit management services are designed to optimize drug effectiveness while managing affordability through negotiated discounts and clinical tools that deliver savings and better patient health.

Optum Rx Highlights

Lowering the cost of prescription drugs

Optum Rx plays an essential role in ensuring consumers have access to safe and effective prescription medications and therapies, while managing their costs.

The median annual list price set by drug manufacturers for a new medicine has more than doubled since 2021. Pharmacy benefit managers (PBMs) act as a counterweight to the substantial market and pricing power of drug manufacturers, and our negotiated discounts and clinical tools deliver more than \$2,000 in average annual drug savings per person to our customers. More than 5,000 customers – from local businesses and national companies to unions, labor groups and public sector organizations – rely on us to secure the lowest net cost for prescription drugs. Optum Rx generated more than \$85 billion in savings last year through negotiations with drug manufacturers and pharmacies. With the savings Optum Rx generates, our customers can choose to reduce premiums, provide point-of-sale discounts and invest in population health and wellness programs.

>\$2,000

**annual drug savings per person
delivered to our customers**

We support the broader transition to value-based care and limit risk for customers through value-based contracts with pharmaceutical manufacturers. These contracts align the cost of a drug to patient outcomes, while ensuring patients have the option to switch to a more effective medication. We also help customers manage the cost of specialty drugs and gene therapies with solutions that protect against potentially catastrophic risk.

We help clients manage rising obesity drug costs by offering multiple coverage options and negotiating with manufacturers to ensure access to appropriate medications. We have partnered with vendors to enable nutrition guidance, coaching, fitness and expert-led care for people with obesity. Since launching in mid-2023, more than 80% of enrollees in the behavioral change program continue to engage in coaching and educational curriculums, working toward their weight-loss goals.

>62M

**people served through
Optum Rx**

Optum Rx Highlights

To help our health plan clients comply with requirements under the federal Inflation Reduction Act, we developed a service to make it easier for patients to pay for medications, giving people with Medicare coverage the option to spread out the total cost of medications in monthly installments.

Delivering affordable pharmacy care

Our community pharmacies help more than 1 million patients manage behavioral health, substance use disorders and complex medications. By integrating medical and pharmacy care, we deliver high-touch engagement, which results in positive clinical outcomes and strong NPS performance for patients and care providers.

~625K

30-day adjusted prescriptions delivered to consumer homes daily

Our infusion services, provided at home and at infusion suites, lead to strong outcomes, with savings of more than 80% compared to hospitals for immunoglobulins and biologic drugs. We provide health systems with support in sourcing and dispensing specialty medications, including infusion therapies, and helping care transitions. In 2024, we expanded our services in these settings, operating inpatient and specialty pharmacies.

Specialty drug costs continue to be a challenge for consumers and employers in both access and cost. Through dedicated programs designed to serve people with complex and rare conditions, we are delivering integrated, high-quality pharmacy care to those who need it most. Our specialty pharmacy is on track to save clients and patients more than \$5,000 for each brand drug switched to a generic. By connecting specialty patients to available financial resources, we are helping them save more than \$2.5 billion in out-of-pocket costs by the end of 2024.

We help care providers identify the best treatment regimen, weighing clinical and financial information. Our specialty pharmacy provides care and clinical expertise covering more than 200 conditions, including in oncology, neurology and immunology. These end-to-end clinical and care management models lead to better adherence. For example, patients on oral oncology medications have adherence rates greater than 90%.

Providing greater price clarity

Our digital tools give consumers and providers transparent, clear cost information, helping them find effective drugs at affordable prices.

Both consumers and providers have access to real-time medication costs, allowing them to choose the best option at the lowest cost. Consumers can easily search prices personalized to their benefits by using our mobile app or website, or by calling a representative, saving an average of \$58 per prescription.

~\$1B

consumer savings in 2024 through price scanning and alerts for lower cost drugs

This year, we integrated an automatic price scanning tool, available to more than 9 million people, to help them shop at the pharmacy counter for on-benefit and non-covered generic drugs. We are on track to generate nearly \$1 billion in savings opportunities in 2024 through our price scanning tool and by alerting consumers when they have a lower cost option.

Optum Rx growth outlook

Optum Rx expects long-term revenue growth at an average annual rate of 5% to 8%, with operating margins in the 3% to 5% range. We expect continued growth in our pharmacy care services business that will allow us to grow faster than the overall market, while maintaining operating margins in our target range going forward.