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# MMIT PBM Profile

## Optum Rx

September 2023

## Executive Summary

- Optum Rx is a subsidiary of UnitedHealth Group and is housed within the company's Optum health care services division. Optum Rx provides pharmacy care services through its network of more than 67,000 retail pharmacies and through home delivery, in-home and other methods of distribution.
- Optum Rx is the third-largest PBM in the U.S. with just over 51 million covered lives. CVS Caremark is the largest PBM with 74.1 million lives, followed by Express Scripts with nearly 57.4 million lives.
- In 2022, Optum Rx managed \$124 billion in pharmaceutical spending and fulfilled more than 1.4 billion prescriptions.
- Commercial is Optum Rx's largest channel with nearly 26.9 million lives, representing 52.6% of the PBM's total lives.
- Optum Rx's other segments include Medicare with nearly 15 million lives, managed Medicaid with more than 6.8 million lives and health exchange with nearly 1.4 million lives.
- Optum Rx also operates PBM services for fee-for-service Medicaid programs in Arizona, Georgia, Indiana and South Dakota.
- After UnitedHealth Group's second-quarter earnings call in July 2023, Credit Suisse analyst A.J. Rice wrote in a note to investors that Optum Rx "continues to outperform," citing the PBM beating Wall Street expectations for revenue and profit.
- Optum Rx launched a few initiatives in 2023 aimed at improving access to pharmaceuticals and health care services in underserved areas and to encourage pregnant women to seek preventative prenatal care.
- The Federal Trade Commission began investigating Optum Rx and other major PBMs' business practices in 2022. The agency also announced in 2023 it was investigating Emisar Pharma Services LLC, Optum Rx's group purchasing organization.

## Company Overview

### Website

<https://www.optumrx.com/>

### Headquarters

Eden Prairie, MN

### Key Personnel

- Andrew Witty, Chief Executive Officer, UnitedHealth Group
- Patrick Conway, Chief Executive Officer, Optum Rx
- Amar Desai, Chief Executive Officer, Optum Health
- Neil de Crescenzo, Chief Executive Officer, Optum Insight
- Heather Cianfrocco, President, Optum
- Dame Vivian Hunt, Chief Innovation Officer, Optum
- Dirk McMahon, President and Chief Operating Officer, UnitedHealth Group
- John Rex, Chief Financial Officer, UnitedHealth Group
- Margaret-Mary Wilson, M.D., Chief Medical Officer, UnitedHealth Group
- Wyatt Decker, M.D., Chief Physician/Value-Based Care, UnitedHealth Group
- Richard Mattera, Chief Development Officer, UnitedHealth Group
- Dan Schumacher, Chief Strategy & Growth Officer, UnitedHealth Group
- Brian Thompson, Chief Executive Officer, UnitedHealth Group
- Terry M. Clark, Chief Marketing Officer, UnitedHealth Group

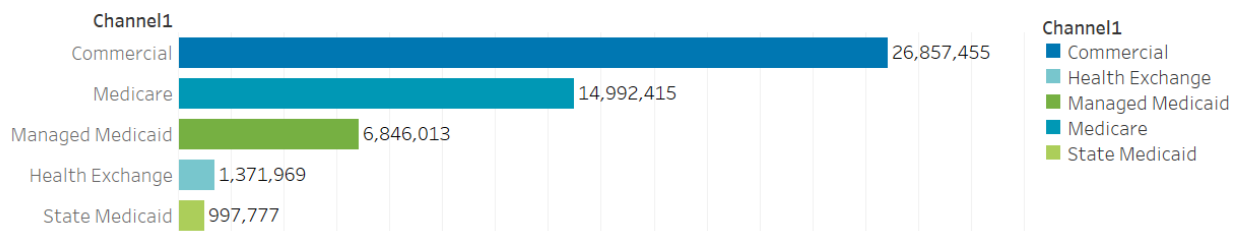
### Ownership Structure

Optum Rx is a subsidiary of UnitedHealth Group, a for-profit, publicly traded company (NYSE: UNH)

## Financial Status

- Optum Rx generated nearly \$99.8 billion in revenue in 2022, a 9.3% increase from about \$91.3 billion of revenue in 2021.
- Optum Rx had more than \$4.4 billion in earnings from operation in 2022, a 7.3% increase from just over \$4.1 billion in 2021.

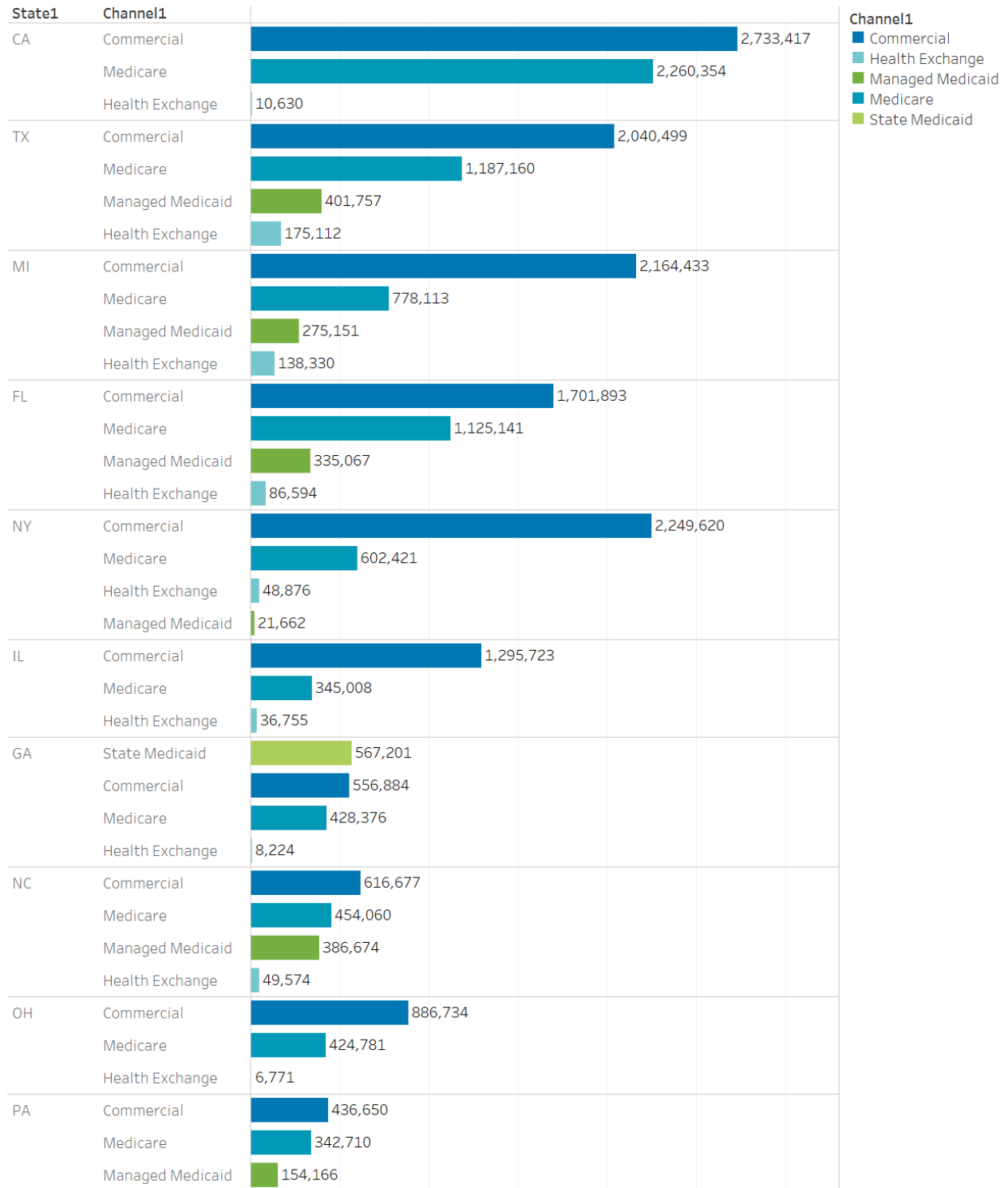
### Pharmacy Lives by Channel



## Geographic Presence

- Optum Rx operates nationwide, with commercial as its largest market.
- The PBM's top five states by lives each have more than 2 million covered beneficiaries: California, Texas, Michigan, Florida and New York.
- Optum Rx's largest market is California, where it has just over 5 million lives, accounting for 9.8% of its total. Texas is next with just over 3.8 million lives (7.5% of the total), followed by Michigan with more than 3.3 million lives (6.6% of the total).

## Top Pharmacy Markets by Channel



## Payer Relationships

- Optum Rx provides pharmacy services to health plans, large national employer plans, unions and trusts, purchasing coalitions and public-sector entities.
- UnitedHealth Group is the PBM's largest client in the commercial segment. Other large clients include Walmart, Inc. and the California Public Employees' Retirement System.

## Vendor Relationships

- Optum Rx provides pharmacy care services through a network of more than 67,000 retail pharmacies.
- Optum Rx offers home delivery, including through its divvyDOSE program, where members can get their prescriptions, vitamins and supplements delivered once per month in pre-sorted packs.
- Optum Rx operates Genoa Healthcare Pharmacy, serving people with complex conditions such as mental illness and substance use disorder.

## Key Market Events

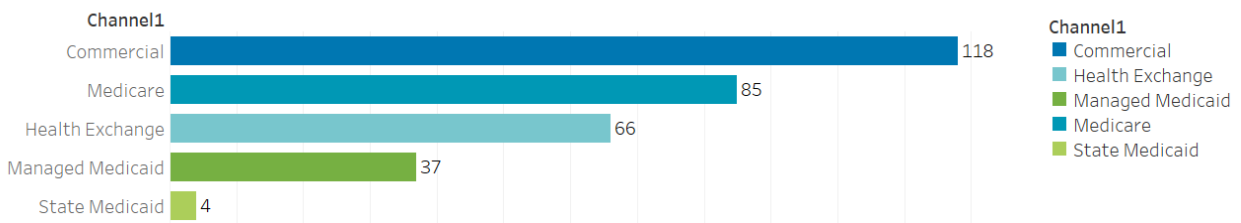
- During the second quarter of 2023, Optum Rx beat analyst expectations with \$28.6 billion in revenue and \$1.2 billion in operating earnings. Credit Suisse analyst A.J. Rice wrote in a note to investors that Optum Rx "continues to outperform."
- In August 2023, Optum Rx promoted Patrick Conway, M.D., to chief executive. He was previously the CEO of Care Solutions at Optum, UnitedHealth Group's health care services arm. Heather Conway, Optum Rx's previous CEO, is now Optum's president.
- Optum Rx has introduced a few recent initiatives related to health equity. In July 2023, for instance, the PBM launched a Maternal & Fetal Health Program to support pharmacies in encouraging pregnant women to seek preventative prenatal care. It also plans on launching a Pharmacy & Provider Desert program in late 2023 focused on providing access to pharmacy and health care services in underserved areas.
- In July 2023, the City of Cleveland filed a lawsuit against Optum Rx and other PBMs and drug manufacturers, alleging they instituted a "pricing scheme" that led to high insulin prices and cost the city millions of dollars in prescription benefit payments.
- The Federal Trade Commission (FTC) in 2022 began investigating Optum Rx and other PBMs and their business practices. The FTC also announced in 2023 that it was investigating Emisar Pharma Services LLC, Optum Rx's group purchasing organization.

## Pharmacy Benefit Management

### Key Takeaways

- Optum Rx operates 310 formularies, with 118 of them in the commercial channel. It has 85 Medicare formularies, 66 health exchange formularies, 37 managed Medicaid formularies and four state Medicaid formularies.
- In the commercial channel, the largest formulary is UnitedHealthcare Advantage Three Tier with more than 6.5 million lives, accounting for 24.3% of total commercial lives.
- AARP Medicare Advantage 5 Tier is the largest Medicare formulary with more than 4.5 million lives, accounting for 30.5% of the segment's total membership.
- In the health exchange channel, BCBS of South Carolina BlueEssentials HIX is the most influential formulary with 281,961 lives, representing 20.6% of the channel's total lives.
- BlueCross BlueShield of Tennessee TennCare is the largest managed Medicaid formulary with 587,273 lives, accounting for 8.6% of the segment's total lives. Optum Rx also operates PBM services for fee-for-service Medicaid programs in Arizona, Georgia, Indiana and South Dakota.

Number of Formularies by Channel



### Formulary Name and Lives by Line of Business

Channel	Formulary Name	Lives
Commercial	UnitedHealthcare Advantage Three Tier	6,527,579
	OptumRx Select Standard	4,227,344
	OptumRx Premium Standard	2,197,878
	Walmart Associates Formulary	1,823,221
	UnitedHealthcare Traditional Three Tier	1,822,200
	CalPERS	593,699
	UnitedHealthcare Access Three Tier	537,124
	UnitedHealthcare Advantage Four Tier	512,700
	BCBS of Michigan Custom 3 Tier	511,893
	UnitedHealthcare California Advantage Three Tier	459,957
	UnitedHealthcare Oxford Health Plan Traditional Three Tier	358,329
	Harvard Pilgrim Premium 3 Tier	336,884
	BCBS of South Carolina Lowest Net Cost Formulary	329,263
	BCN Michigan Custom 3T Formulary	323,843
	UnitedHealthcare Essential 4 Tier	305,272
	Health Select of Texas	282,735
	UnitedHealthcare Oxford Health Plan Advantage Three Tier	280,875
	Kaiser Permanente Washington Three Tier	272,920
	Tufts Health Plan Premium 3 Tier	214,518
	UnitedHealthcare Plan River Valley - Advantage 4 Tier	194,025
	BCBS Michigan Preferred 5 Tier Formulary	189,650
	UnitedHealthcare SignatureValue 3 Tier	182,764
	BCBS of Arizona with Specialty	181,203
	Health Plan of Nevada Three Tier	158,147
	UnitedHealthcare Oxford Health Plan Advantage Four Tier	154,998
	BCBS Michigan Preferred 3 Tier Formulary	153,544
	State of NJ School Employees Benefits Program	150,044
	UnitedHealthcare Access Four Tier	149,257



CommonSpirit Health Employee Formulary	140,427
State of NJ Health Benefits Program	136,023
UnitedHealthcare Plan River Valley - Advantage 3 Tier	131,996
Culinary Health Fund Formulary	125,036
BCN Michigan Custom 5T Formulary	112,099
BCBS Kansas City MO 3 Tier	107,968
Alabama SEIB	106,004
Health Plans of Nevada Four Tier	95,663
BCBS Michigan Custom 5 Tier Formulary	86,368
Western Health Advantage Commercial	86,331
UnitedHealthcare California SignatureValue 3 Tier	86,305
BSWHP Group Value	81,504
BCN Michigan Custom Formulary 2 Tier Closed	80,960
Kaiser Permanente Washington Two Tier	80,213
Health Alliance Standard Commercial Formulary	79,128
UnitedHealthcare Flex Base 3 Tier	75,719
Sanford Health Plan Commercial 3 Tier	74,556
Health New England 3 Tier	73,340
Harvard Pilgrim Premium 4 Tier	61,042
Sierra Health and Life Three Tier	60,396
BCBS of Vermont	58,567
UnitedHealthcare of California SignatureValue 4 Tier	57,875
BCBS of Michigan Clinical Drug List	57,579
Atrium Health Drug Formulary	57,280
Health Alliance Enhanced Commercial Formulary	54,189
Kaiser Permanente Washington 5 Tier	51,336
BCBS of Vermont National Performance Formulary	51,060
UnitedHealthcare California Advantage Four Tier	48,737
BCBS Kansas City MO Premium 3 Tier	47,564
BCN Michigan Custom 6T Formulary	43,594

UnitedHealthcare Golden Rule Four Tier	42,645
Alabama Local Government Health Insurance Board Formulary	41,212
UnitedHealthcare Flex Advantage 3 Tier	40,614
BCBS Kansas City MO 3 Tier with Specialty	37,663
OptumRx Premium Value	37,548
BCN Michigan Preferred 3 Tier Formulary	37,366
NDPERS Formulary	36,136
Hawaii Medical Assurance Association	35,003
UnitedHealthcare Oxford Health Plan Access 3 Tier	34,876
Kaiser Permanente Washington FEHBP 5 Tier	33,776
UnitedHealthcare California Access Three Tier	31,476
Florida Health Care Plan	31,472
AlaskaCare Employee Plan Prescription Drug Formulary	31,121
Sierra Health and Life Four Tier	30,198
Kaiser Permanente Washington Formulary	28,876
Tufts Health Plan Premium 4 Tier	26,814
BCN Michigan Preferred 5 Tier Formulary	24,910
UnitedHealthcare Traditional Four Tier	23,353
AultCare	23,217
Presbyterian Health Plan Group 4 Tier	22,895
UnitedHealthcare California Essential 4 Tier	20,307
BSWHP Group Choice	19,976
UnitedHealthcare Oxford Health Plan Access Four Tier	19,385
UnitedHealthcare Plan River Valley - Traditional	19,291
BCBS Kansas City MO Premium 3 Tier with Specialty	17,576
UnitedHealthcare Plan River Valley - Access 3 Tier	17,261
BCBS Kansas City MO 4 Tier	16,320
UnitedHealthcare California Access Four Tier	16,245
UnitedHealthcare Flex Standard 3 Tier	16,245

Tufts Health Plan Value 3 Tier	16,088
UnitedHealthcare Oxford Connecticut Advantage Three Tier	13,543
BCBS Kansas City MO Premium 4 Tier	12,554
BCN Michigan FEHBP	11,638
Tufts Health Plan Value 4 Tier	10,725
UnitedHealthcare Oxford Connecticut Traditional Three Tier	10,622
Medical Associates Health Plan	10,616
UnitedHealthcare FEHBP - MD IPA	10,456
UnitedHealthcare Plan River Valley - Access 4 Tier	10,153
Presbyterian Health Plan FEHBP	10,099
UnitedHealthcare FEHBP Advantage Formulary	10,053
BCBS Kansas City MO Performance	10,043
Kaiser Permanente Washington Four Tier	9,625
FirstCarolinaCare	9,002
BCBS Kansas City MO 2 Tier	8,788
UnitedHealthcare Flex Plus 3 Tier	7,107
UnitedHealthcare Oxford Connecticut Advantage Four Tier	6,816
UnitedHealthcare Oxford Connecticut Access Three-Tier	5,753
UnitedHealthcare Flex Access 4 Tier	5,076
AultCare Premium Managed Formulary	3,779
Florida Health Care Plan Non-Grandfathered	3,112
Sanford Health Plan Commercial 5 Tier	2,716
UnitedHealthcare FEHBP - Choice Plus Advanced	1,976
AultCare FEHB Managed Formulary	1,282
Samaritan Large Group Everyday Choices Plans	797
Samaritan Choice Plan	531
State of Nevada PEBP	2
Union Pacific Railroad Employees Health System (UPREHS)	1

	BCBS of Michigan Custom PPO 2 Tier Closed	0
	Health New England 5 Tier	0
	State of Illinois Employees Group Formulary Health Alliance	0
Health Exchange	BCBS of South Carolina BlueEssentials HIX	281,961
	UnitedHealthcare TX HIX	112,975
	Tufts Health Standard HIX	98,753
	BCN MI Custom Select 6T HIX	92,633
	Common Ground Healthcare Cooperative HIX WI	71,187
	BCBS of AZ HIX EverydayHealth, TrueHealth, and AdvancedHealth	53,544
	UnitedHealthcare NC HIX	49,574
	Florida Health Care Plan HIX	48,391
	Baylor Scott and White Health Plan Essential Health Benefits Formulary	47,397
	BCBS of Arizona HIX Portfolio	45,685
	Health Plan of Nevada 4 Tier HIX	42,618
	Kaiser Permanente Washington HIX 4 Tier	38,406
	UnitedHealthcare FL HIX	38,203
	Sanford Health Plan HIX	37,889
	BCBS Michigan Custom Select 5 Tier HIX	37,052
	Health Alliance Medical Plans HIX	31,566
	UnitedHealthcare Community Plan NY Essential Plan	28,369
	Harvard Pilgrim Value Formulary 5 Tier	22,356
	UnitedHealthcare 3 Tier Advantage HIX - NY	20,507
	FirstCare Health Plans Essential Health Benefits Formulary (HIX)	14,740
	UnitedHealthcare AZ HIX	14,155
	UnitedHealthcare VA HIX	13,857
	BCBS of Vermont HIX	13,771
	Rocky Mountain Essential Plus HIX	13,210
	UnitedHealthcare MD HIX	11,405
	Western Health Advantage HIX CA	10,630
	UnitedHealthcare MI HIX	8,645
	Presbyterian Health Plan HIX	8,524

	UnitedHealthcare GA HIX	8,224
	Harvard Pilgrim Core Formulary 5 Tier	7,030
	BCBS Kansas City Missouri HIX	6,822
	AultCare MarketPlace HIX OH	6,771
	Health New England HIX 3 Tier	6,689
	UnitedHealthcare TN HIX	5,960
	UnitedHealthcare IL HIX	5,189
	BCBS Kansas City Kansas HIX	4,323
	UnitedHealthcare WA HIX	2,901
	UnitedHealthcare OK HIX	2,503
	Harvard Pilgrim Value Formulary 3 Tier	2,428
	UnitedHealthcare AL HIX	1,918
	Health New England 5 Tier HIX	1,858
	UnitedHealthcare LA HIX	829
	UnitedHealthcare MA 3 Tier HIX	521
	BCBS of AZ HIX Standardized Plans	0
	Fallon Community Health Plan 3 Tier	0
	Rocky Mountain Option HIX	0
	UnitedHealthcare 4T AL HIX	0
	UnitedHealthcare 4T AZ HIX	0
	UnitedHealthcare 4T FL HIX	0
	UnitedHealthcare 4T GA HIX	0
	UnitedHealthcare 4T IL HIX	0
	UnitedHealthcare 4T KS HIX	0
	UnitedHealthcare 4T LA HIX	0
	UnitedHealthcare 4T MI HIX	0
	UnitedHealthcare 4T MO HIX	0
	UnitedHealthcare 4T MS HIX	0
	UnitedHealthcare 4T NC HIX	0
	UnitedHealthcare 4T OH HIX	0
	UnitedHealthcare 4T OK HIX	0
	UnitedHealthcare 4T TN HIX	0
	UnitedHealthcare 4T TX HIX	0
	UnitedHealthcare 4T VA HIX	0
	UnitedHealthcare KS HIX	0
	UnitedHealthcare MO HIX	0
	UnitedHealthcare MS HIX	0
	UnitedHealthcare OH HIX	0
Managed Medicaid	BlueCross BlueShield of Tennessee TennCare	587,273

UnitedHealthcare Community Plan Arizona Physicians IPA	468,692
CareOregon (OHP)	464,290
UnitedHealthcare Community Plan TennCare	438,232
Amerigroup Community Care Tennessee	437,487
UnitedHealthcare Community Plan of Louisiana	398,578
UnitedHealthcare Community Plan of North Carolina	386,674
UnitedHealthcare Community Plan of New Jersey	380,732
Presbyterian Health Plan Centennial Care	375,358
UnitedHealthcare Community Plan MPlus MMA	335,067
UnitedHealthcare Community Plan of Michigan (formerly Great Lakes HP)	275,151
UnitedHealthcare Community Plan of Texas STAR	256,975
UnitedHealthcare Community Plan of Washington Apple Health	224,877
Health Plan of Nevada Medicaid	179,267
UnitedHealthcare Community Plan of Maryland	175,715
UnitedHealthcare Community Plan of Kansas - KANCARE	154,271
UnitedHealthcare Community Plan MississippiCAN	153,529
UnitedHealthcare Community Plan of Virginia Medicaid	149,595
UnitedHealthcare Community Plan of Pennsylvania	132,730
UnitedHealthcare Community Plan of Nebraska	114,649
UnitedHealthcare Community Plan of Texas STAR+PLUS	113,027
Fallon Community Health Plan MassHealth	99,702
UnitedHealthcare Community Plan of Rhode Island	87,748
InterCommunity Health Network CCO	70,796
Rocky Mountain Health Plans Prime Medicaid and CHP Plus	63,861
Tufts Health Together	57,618
UnitedHealthcare Community Plan QUEST Integration Program	54,957
Health New England Be Healthy	40,412

	UnitedHealthcare Community Plan of MN Medicaid	36,983
	UnitedHealthcare Community Plan Texas STAR Kids	28,957
	UnitedHealthcare Community Plan of Mississippi - MS CHIP	26,274
	UnitedHealthcare Community Plan of New York CHIP	21,662
	UnitedHealthcare Community Plan of Pennsylvania CHIP	21,436
	Tufts Health RITogether	17,151
	UnitedHealthcare Community Plan of Arizona Evercare Select	7,527
	UnitedHealthcare Community Plan of Indiana Hoosier Care Connect	5,962
	UnitedHealthcare Community Plan Texas CHIP	2,798
Medicare	AARP Medicare Advantage 5 Tier	4,567,261
	UnitedHealthcare Medicare Advantage & Dual Complete 1 Tier	1,968,439
	Kaiser Permanente Senior Advantage	1,591,956
	AARP MedicareRx Preferred	1,422,052
	UnitedHealthcare Medicare Advantage 5 Tier MCSNP	1,311,832
	AARP Medicare Rx Walgreens	825,453
	AARP MedicareRx Saver Plus	778,685
	UnitedHealthcare MedicareRx for Groups	591,785
	BCBS Michigan Medicare Plus Blue PPO	297,773
	UAW Retiree PDP	168,555
	MPSERS EGWP	162,360
	Kaiser Permanente Medicare Advantage	117,077
	HealthSelect Medicare Rx	115,114
	Health Options Program Basic and Enhanced Medicare Rx Options	94,683
	Tufts Health Plan Medicare Preferred	91,659
	Kaiser Permanente Senior Advantage SNP	91,558
	BCN Advantage of Michigan	72,189
	Peoples Health	62,922
	UnitedHealthcare Medicare Advantage 1 Tier MCSNP	61,983
	Presbyterian Senior Care	39,872

	Preferred Choice Plans	35,189
	Peoples Health Medicare SNP	33,863
	BCBS Kansas City Blue Medicare Advantage HMO and PPO Plans	30,982
	Preferred Care Network MedicareMax	27,892
	Preferred Complete Care	27,135
	Baylor Scott and White SeniorCare Advantage	26,324
	BCBS MI Standard Formulary	25,574
	CalPERS PDP	23,751
	FHCP Medvantage/Premier	16,390
	CareOregon Advantage Plus	16,337
	Presbyterian Dual Plus	16,183
	BlueCross Secure and Total	15,808
	BlueCross Rx Essential	15,257
	PrimeTime Health Plan	12,955
	Health Alliance Northwest	12,425
	Health Alliance Medicare	12,312
	Fallon Senior Plan	12,023
	BlueCross Rx Plus and Value	11,883
	Preferred Care Network MedicareMax Plus	11,707
	UnitedHealthcare Connected for MyCare Ohio MMP	10,793
	Vermont Blue Advantage Freedom and Freedom Plus	10,725
	Health New England Medicare	10,413
	Health Alliance - Simplete	10,293
	Harvard Pilgrim Health Care Stride	9,836
	NaviCare	9,204
	Tufts Health Plan Medicare Employer Group PDP	9,125
	Tufts Medicare Preferred Senior Care Options	8,771
	NextBlue of North Dakota Classic and Premium	7,630
	Ultimate Health Plans - SNP	7,273
	Rocky Mountain Health Medicare CareAdvantage	6,242
	Tufts Medicare Employer Group	5,936
	Tufts Health Unify MMP	5,849
	FirstMedicare Direct HMO	5,457
	Samaritan Advantage Medicare Premier and Premier Plus	5,052
	Erickson Advantage	4,876



	CarePartners of Connecticut	4,772
	Ultimate Health Plans	4,499
	BlueCross Total Value	4,245
	Rocky Mountain Health Medicare DualCare Plus	4,008
	UnitedHealthcare Connected MMP	3,862
	UnitedHealthcare Connected for One Care MMP	3,632
	Farm Bureau Select Rx	3,117
	BCBS MI Core Formulary	2,861
	Western Health Advantage	2,699
	Sanford Health Plan Align ChoiceElite and ChoicePlus	2,373
	Health Alliance - OSF MedAdvantage	2,000
	Preferred Special Care	1,607
	Samaritan Advantage Special Needs Plan HMO	1,476
	BCN Advantage Healthy Value Comprehensive Formulary	1,004
	Ultimate Health Plans DSNP	818
	Preferred Care Network MedicareMax 5 Tier MCSNP	759
	Erickson Advantage Champion	578
	Farm Bureau Essential Rx	547
	Vermont Blue Advantage Unity	508
	Commonwealth Care Alliance Medicare Excel and Ultima MI	473
	CarePartners of Connecticut PPO	410
	Farm Bureau Advantage	359
	Commonwealth Care Alliance Medicare Maximum Michigan	319
	Great Plains Medicare Advantage Nebraska	288
	Great Plains Medicare Advantage South Dakota	201
	eternalHealth Medicare	152
	Great Plains Medicare Advantage North Dakota	138
	Great Plains Medicare Advantage Gold SD	19
	Great Plains Medicare Advantage Gold ND	18
	Great Plains Medicare Advantage Gold Nebraska	0
State Medicaid	Georgia Department of Community Health	567,201

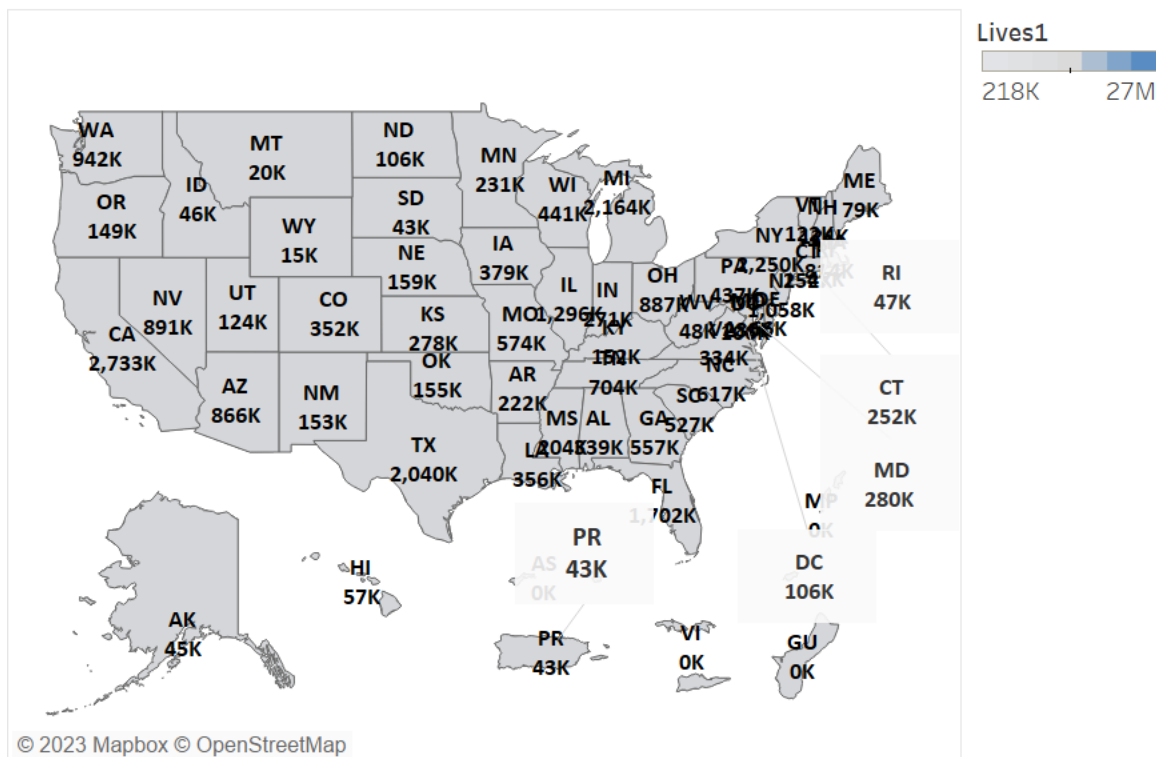
	Arizona State Medicaid Fee For Service	233,038
	South Dakota Medicaid	99,702
	Indiana Medicaid	97,836

## Commercial Market

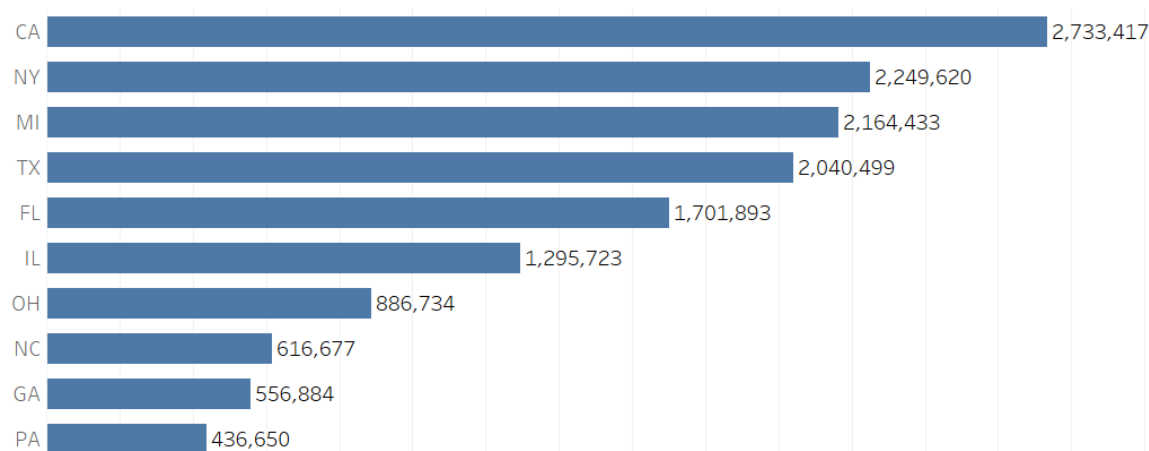
### Key Takeaways

- Optum Rx covers nearly 26.9 million commercial lives, accounting for 52.6% of the PBM's total lives.
- Optum Rx has more than 2 million commercial members in four states: California, New York, Michigan and Texas.
- California is Optum Rx's largest commercial market with more than 2.7 million lives, representing 10.2% of its total lives in the segment.
- New York is the PBM's second-largest commercial market (more than 2.2 million lives), followed closely by Michigan (just over 2.1 million lives) and Texas (just over 2 million lives).

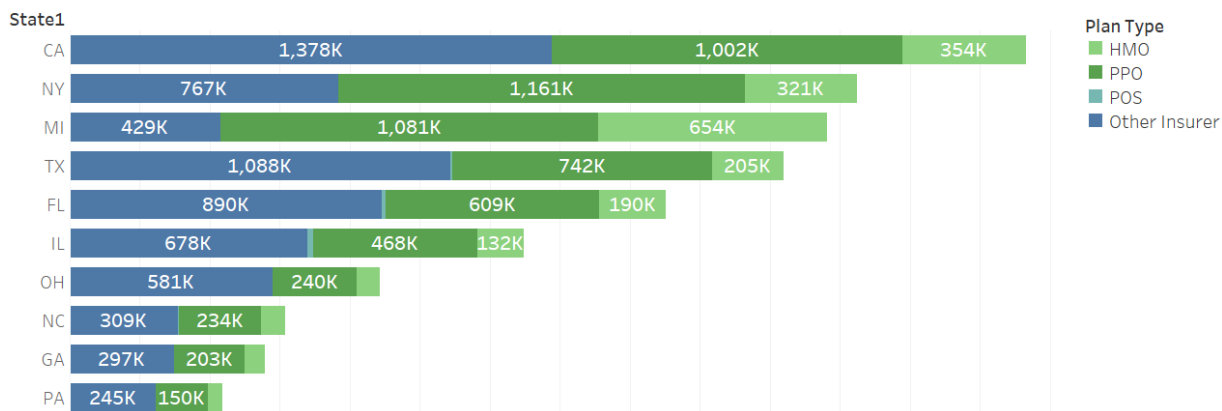
### Commercial Heat Map: Pharmacy Lives



## Top Commercial Markets: Pharmacy Lives



## Top Commercial Markets by Plan Type: Pharmacy Lives





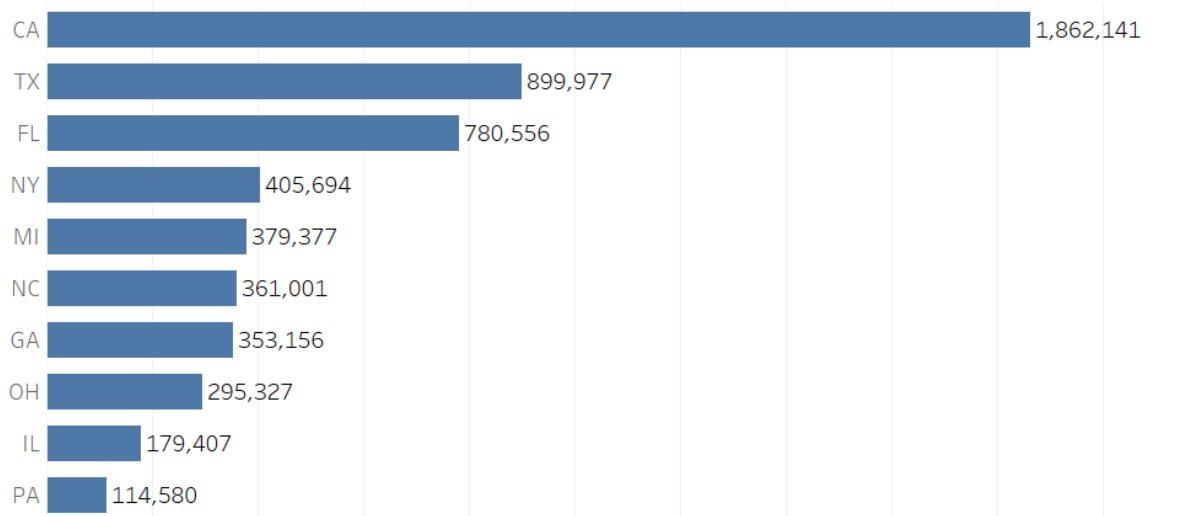
Lives1

38K 2,300K

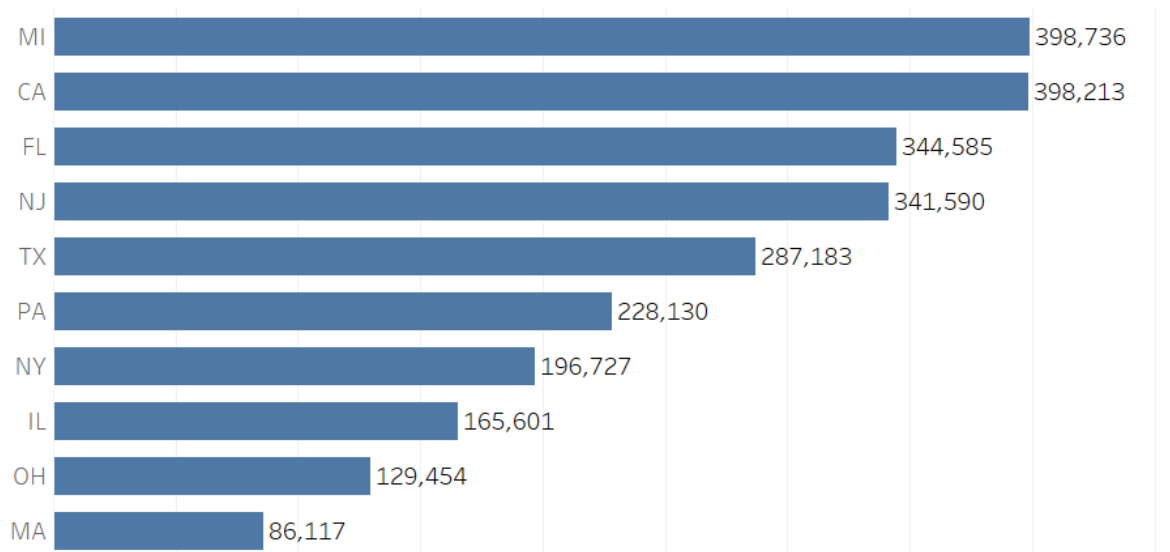
WA 90K, OR 46K, ID 18K, MT 13K, ND 4K, MN 28K, WI 62K, MI 399K, ME 22K, VT 22K, NH 22K, NY 141K, CT 66K, RI 10K, MA 86K, PA 197K, NJ 88K, DE 42K, MD 85K, DC 6K, VA 342K, WV 25K, KY 47K, TN 74K, MS 34K, AL 34K, GA 78K, SC 93K, NC 98K, OH 129K, IN 89K, IL 166K, MO 54K, AR 16K, LA 26K, PR 4K, AS 0K, HI 8K, AK 34K, TX 287K, OK 34K, NM 28K, CO 55K, UT 19K, NV 38K, AZ 108K, CA 398K.

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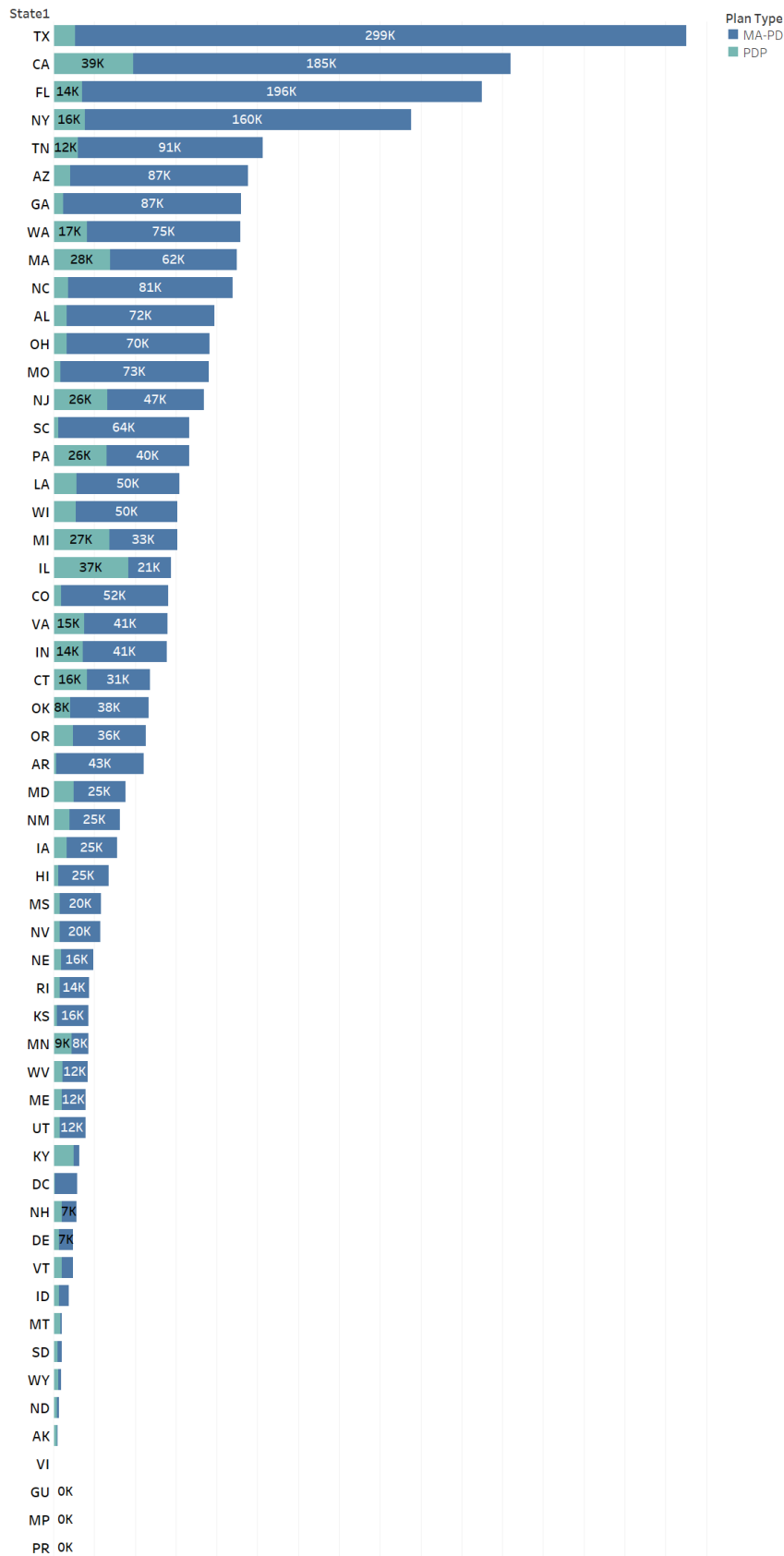
## Top Medicare Advantage Markets: Pharmacy Lives



## Top Medicare PDP Markets: Pharmacy Lives



### Medicare Low-Income Subsidy (LIS) Pharmacy Lives



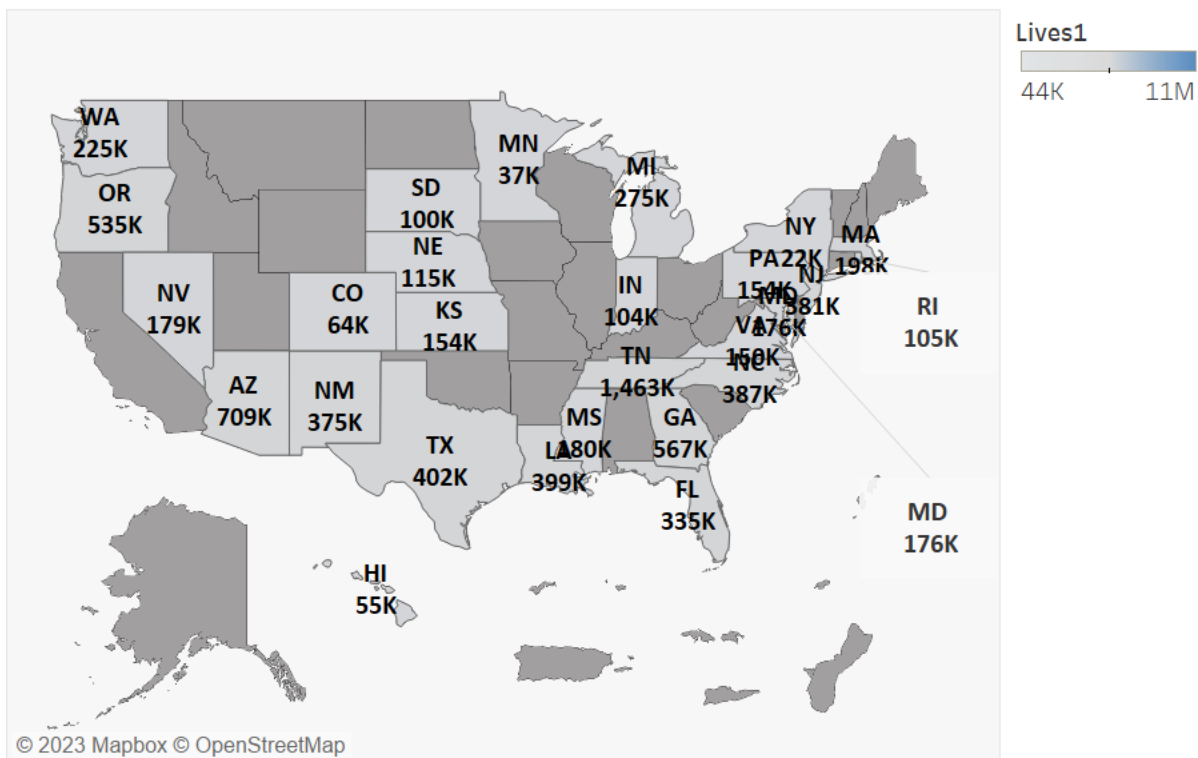


## Medicaid Market

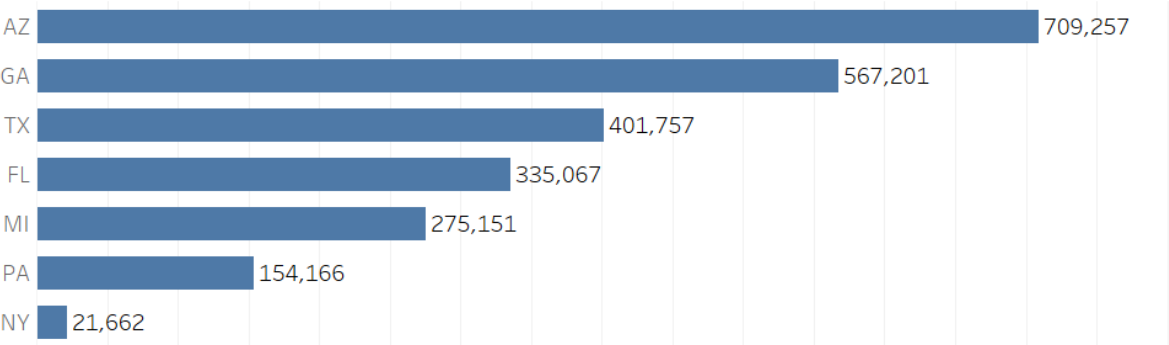
### Key Takeaways

- Managed Medicaid is Optum Rx's third-largest segment with more than 6.8 million lives, accounting for 13.4% of the PBM's total lives.
- Optum Rx also operates PBM services for fee-for-service state Medicaid programs in Arizona, Georgia, Indiana and South Dakota. It has a total of 997,777 state Medicaid beneficiaries.
- Arizona is Optum Rx's largest Medicaid market with 709,257 lives, followed by Georgia (567,201 lives), Texas (401,757 lives) and Florida (335,067 lives).

### Medicaid Heat Map: Pharmacy Lives



Top Medicaid Markets: Pharmacy Lives



## About MMIT

MMIT is a product, solutions and advisory company that brings transparency to pharmacy and medical benefit information. MMIT partners with PBMs, payers and pharmaceutical manufacturers from P&T to point of care. We analyze market access trends and market readiness issues, while providing brand and market access solutions to navigate today's rapidly changing healthcare market.

Our team of experts focuses on pharmaceuticals, business drivers, market intelligence and promotional behavior. Our products and services support brands approaching launch, commercialization efforts, pre-P&T market planning, launch strategy and readiness. We partner with hundreds of payers and manufacturers ensuring that our products continually capture and analyze formulary coverage and restriction criteria for more than 98% of all covered lives.

Learn more at <https://www.mmitnetwork.com>

Contact [support@mmitnetwork.com](mailto:support@mmitnetwork.com)

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