

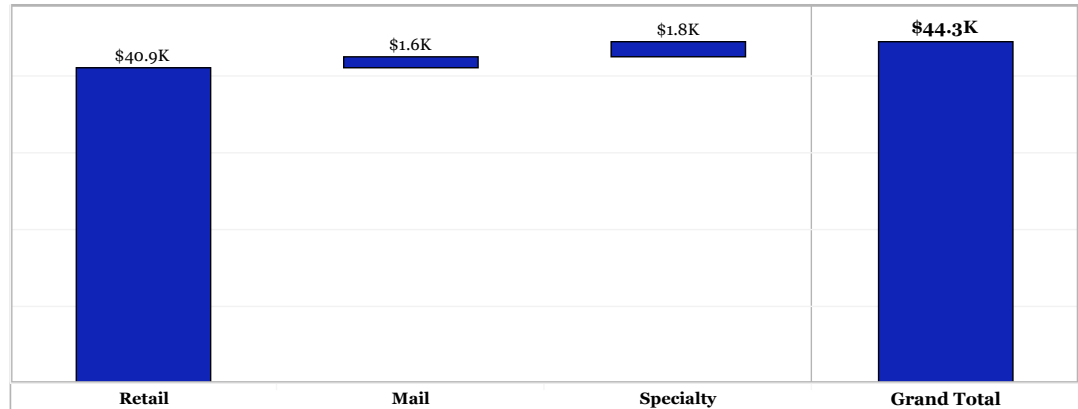
Sample Client Formulary Analysis

Figures annualized off of previous 6 full months of claims

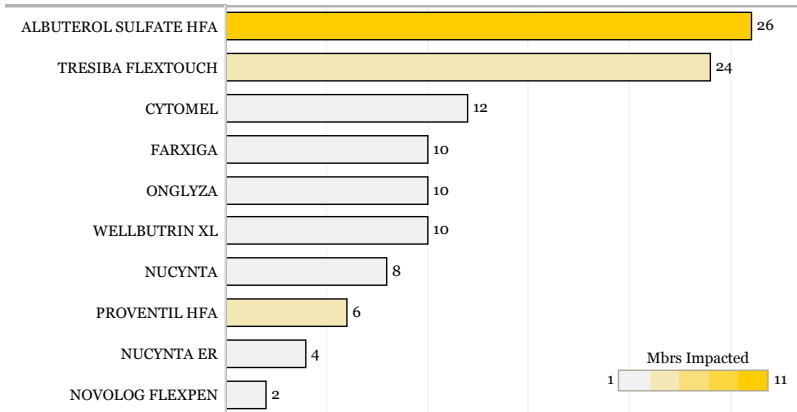


| | <u>Current</u> | <u>Potential</u> |
|---------------------------------|----------------|---------------------|
| Claims | 8,580 | 8,580 |
| Spend | \$829K | \$815K |
| Rebates | \$21K | \$52K |
| Net Spend | \$808K | \$764K |
| Projected Annual Savings | | \$44K (5.5%) |

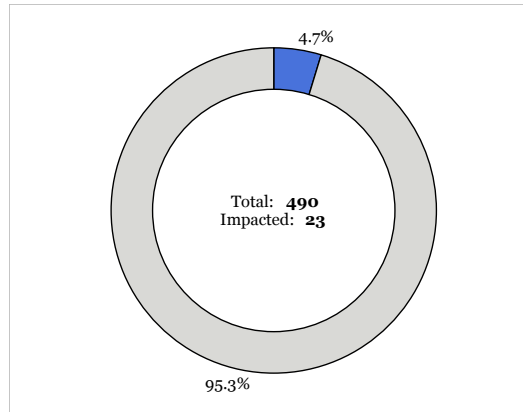
Annual Savings by Channel



Top Drugs - Annual Claims Impacted



Member Impact



Claims Impact

