

reformulary® GROUP

2020 YEAR - IN - REVIEW

NEW CLIENTS, MORE SAVINGS

529
new clients
in 2020

43% ↓

of clients had **lower PMPM drug spend** than prior to implementing the Reformulary
PMPM = Per Member Per Month

1.5%



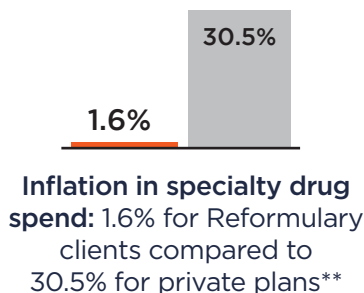
PMPY* drug spend for Reformulary clients grew at 1.5% CAGR between 2015 and 2020. **Compared to 3.28% industry average.**

*Weighted average Per Member Per Year (PMPY)



Our clients would have spent **9.4% more*** if they had not implemented the Reformulary

*Present value (PV) of savings between 2015 and 2020



**Weighted average from block of private plans comprising ~2.5 million claimants

WE PUT IN THE TIME

64

new pipeline drugs reviewed



71 detailed drug reviews for new Health Canada-approved drugs



major drug class reviews completed



Expert-informed criteria for **53 new specialty drugs**

9,914

DINs reviewed and verified in rebuilding the drug price file within our master analytics database



350 clinical publications reviewed for Cannabis Standard formulary

ADDED VALUE

Cannabis standard

Launched **Cannabis Standard Index**, creating searchable web platform of **160 unique cannabis products**, categorized according to **36 different fields**



Launched **Quality of Life** survey tool & developed **Productivity tool** for Canadians

myRequest™

Launched **myRequest Services** for plan members



Connecting our vast data assets using data fabric technology by Cinchy

TOGETHER, WE WENT VIRTUAL



virtual meetings hosted by our CEO, replacing in-person meetings

GIVING IT OUR BEST



Signed pledge to join the **BlackNorth Initiative**

EVERYDAY HEROES



Thanks to our **frontline workers** – nurses, doctors, pharmacists, truck drivers, transit operators, grocery store staff, among many others