



State of Utah

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Utah Drug Transparency Report June 2022

The *Utah Drug Transparency Report – June 2022* was prepared by Jeffrey E. Hawley, Ph.D. and Heather Sandberg, B.S. of the Health & Life Insurance Division for the Utah Insurance Commissioner pursuant to Utah Code § 31A-48-103. Publication date: July 28, 2022.

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Overview

As required by Utah Code § 31A-48-103(1), drug manufacturers that are manufacturing a drug available for purchase by Utah residents with a wholesale acquisition cost (WAC) of at least \$100 or more for a 30-day supply are required to submit to the Utah Insurance Department (Department) the information described in § 31A-48-103(1)(b) when an increase in the wholesale acquisition cost of the drug is 1) greater than 16 percent over the preceding two calendar years, or 2) greater than 10 percent over the preceding calendar year.

The information provided to the Department may not be released in a manner that: 1) would allow for the identification of an individual drug, therapeutic class of drugs, or manufacturer, or 2) is likely to compromise the financial, competitive, or proprietary nature of the information (see § 31A-48-103(1)(f)).

The Department received 33 drug product reports during June 2022 that were in compliance with § 31A-48-103(1)(a). This report summarizes the following information received by drug manufacturers:

- 1) The effective date of the increase in the WAC price of the drug product,
- 2) The drug type (brand name drug or generic drug),
- 3) The manufacturer's aggregate company-wide research and development costs for the most recent year for which final audit data is available, and
- 4) A written description, suitable for public release, of the factors that led to the increase in the WAC price of the drug product and the significance of each factor.

The information has been de-identified to protect the identity of the individual drug, the therapeutic class of the drug, and the drug manufacturer as required by § 31A-48-103(1)(f).

List of Manufacturer Drug Product WAC Price Increase Reports by Effective Date

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/1/2022	Brand	\$14,502

Factors that led to the increase in the WAC price
Marketing, Supply & Demand

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/1/2022	Brand	\$567,000

Factors that led to the increase in the WAC price

Company carefully evaluates any increase in Wholesale Acquisition Cost and weighs the following factors: maintaining accessibility and affordability of its products for patients and payors while financing important research and development that enables us to bring new and improved products to market for patients, and at the same time meeting our obligations to shareholders.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/1/2022	Brand	\$14,502

Factors that led to the increase in the WAC price
Marketing, supply costs

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/1/2022	Brand	\$18,019,000

Factors that led to the increase in the WAC price

<Manufacturer> prices both <drug products> using a variety of information and factors that are not public in nature and are related to confidential costs incurred coupled with expected drug utilization in a limited <therapeutic class>. Some factors that led to this increase in price include incremental costs of doing business, higher inflation of costs of goods, and increased participation and levels of discounting arrangements to government programs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/1/2022	Brand	\$18,019,000

Factors that led to the increase in the WAC price

<Manufacturer> prices both <drug products> using a variety of information and factors that are not public in nature and are related to confidential costs incurred coupled with expected drug utilization in a limited <therapeutic class>. Some factors that led to this increase in price include incremental costs of doing business, higher inflation of costs of goods, and increased participation and levels of discounting arrangements to government programs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/4/2022	Brand	\$4,120,000,000

Factors that led to the increase in the WAC price

<Manufacturer's> approach to pricing medicines in the U.S. reflects our strong commitment to bringing the right treatment options to patients who may benefit from them. We are thoughtful when we price our medicines, including when we take price increases. In pricing our products, <manufacturer> considers and balances: (i) the value the medicine brings to patients and society; (ii) the ability of patients to access our medicine; and (iii) our mission of continuing to develop, research, and market new medicines to address patients' unmet needs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/4/2022	Brand	\$4,120,000,000

Factors that led to the increase in the WAC price

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/4/2022	Brand	\$4,120,000,000

Factors that led to the increase in the WAC price

<Manufacturer's> approach to pricing medicines in the U.S. reflects our strong commitment to bringing the right treatment options to patients who may benefit from them. We are thoughtful when we price our medicines, including when we take price increases. In pricing our products, <manufacturer> considers and balances: (i) the value the medicine brings to patients and society; (ii) the ability of patients to access our medicine; and (iii) our mission of continuing to develop, research, and market new medicines to address patients' unmet needs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/6/2022	Brand	\$2,454,285,714

Factors that led to the increase in the WAC price

<Manufacturer> considers a range of factors in making pricing decisions, including (a) discounts, rebates, and other price concessions provided to payors and purchasers to ensure patient access, (b) inflation, (c) market dynamics, (d) operating costs and investment in research and development, (e) fiduciary responsibilities. We do not conceptualize pricing decisions by assigning percentages of price increases attributable to specific factors.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/6/2022	Brand	\$2,454,285,714

Factors that led to the increase in the WAC price

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/6/2022	Brand	\$2,454,285,714

Factors that led to the increase in the WAC price

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/6/2022	Brand	\$2,454,285,714

Factors that led to the increase in the WAC price

<Manufacturer> considers a range of factors in making pricing decisions, including (a) discounts, rebates, and other price concessions provided to payors and purchasers to ensure patient access, (b) inflation, (c) market dynamics, (d) operating costs and investment in research and development, (e) fiduciary responsibilities. We do not conceptualize pricing decisions by assigning percentages of price increases attributable to specific factors.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/10/2022	Brand	\$72,500,000

Factors that led to the increase in the WAC price

<Manufacturer> considers a number of factors, including product value and market factors in determining its pricing actions.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/19/2022	Brand	\$218,485,000

Factors that led to the increase in the WAC price

<Manufacturer's> pricing decisions factor in multiple variables and considerations including but not limited to: competitive and market dynamics, increasing supply chain and overhead costs, distribution and wholesaler fees, and research and development costs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/26/2022	Brand	\$4,819,000,000

Factors that led to the increase in the WAC price

<Manufacturer> understands that the cost of prescription drugs is a concern for many people, and we are committed to the responsible pricing of our medicines. Our approach to pricing across the globe is underpinned by two simple core principles: I. Pricing our products according to the value they deliver II. Employing flexible pricing approaches to ensure patient access

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/26/2022	Brand	\$4,819,000,000

Factors that led to the increase in the WAC price

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/26/2022	Brand	\$4,819,000,000

Factors that led to the increase in the WAC price

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
1/26/2022	Brand	\$4,819,000,000

Factors that led to the increase in the WAC price

<Manufacturer> understands that the cost of prescription drugs is a concern for many people, and we are committed to the responsible pricing of our medicines. Our approach to pricing across the globe is underpinned by two simple core principles: I. Pricing our products according to the value they deliver II. Employing flexible pricing approaches to ensure patient access

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
2/1/2022	Brand	\$0

Factors that led to the increase in the WAC price

Our pricing is guided by the value our products bring to patients and an understanding of the environment in which we operate. The following financial and non-financial factors, along with a narrative description and explanation of these factors, influenced our decisions to take a price action: (1) Covering Operating Expenses. In order to maintain a commercial enterprise, our revenue, at a minimum, must cover operating expenses. We consider covering operating expenses in our decision around the pricing of our products. (2) Recouping Development Costs. In order to maintain a commercial enterprise, our revenue, must, in addition to covering operating costs, recoup the costs expended to develop our products. We consider covering development costs and expenses in our decision around the pricing of our products. (3) Covering and Funding Acquisition Costs. In order to maintain a commercial enterprise, our revenue, must, in addition to covering operating costs and developmental costs, cover the costs expended to acquire drug products. We consider covering acquisition costs in our decision around the pricing of our products. (4) Supporting Investment in New Products. In order to maintain a commercial enterprise, we must invest money to develop and bring new products to market to help patients. We consider the costs to bring new products to market to meet unmet medical needs in our decisions around pricing our products. (5) Supporting Investment in Existing Products. In order to maintain a commercial enterprise, we must invest money to improve our existing products to bring improved products to market to help patients. We consider the costs to improve our existing products in our decisions around the pricing of our products. (6) Discounts and Rebates: We pay rebates and discounts to various stakeholders in the supply chain in connection with the sale of our products, including pharmacy benefits managers, health insurers and health plans, including government payors like State Medicaid programs, as well as wholesalers and pharmacies. Collectively, these price concessions represent substantial dollars, and we consider them in our decisions around pricing our products. (7) Inflation: We consider the rate of annual inflation in our decisions around pricing our products.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
2/1/2022	Brand	\$0

Factors that led to the increase in the WAC price

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2/1/2022	Brand	\$0

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2/1/2022	Brand	\$0

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2/1/2022	Brand	\$0

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
2/1/2022	Brand	\$0

Factors that led to the increase in the WAC price

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<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
2/1/2022	Brand	\$25,795,000

Factors that led to the increase in the WAC price

Financial factors that impacted and contributed to <manufacturer> decision to increase the price of <drug product> include: 1) Costs associated with rare disease education and awareness. <Drug product> is the only FDA approved treatment for <therapeutic class> and related variants of <therapeutic class> which requires significant investment in education and awareness to reach patients and physicians. 2) Costs associated with commercialization. We note that while the Manufacturer Drug Price Increase Report listed <manufacturer> as the manufacturers for <drug product>, this report is being submitted by <manufacturer>, which acquired <manufacturer> in <date>. The listed <NDC> in the report is <manufacturer> and <manufacturer> plans to release its own FDA approved NDC for <drug product> in the near future. <Redacted to protect the identity of the manufacturer>. Since acquiring <drug product> in <date>, <manufacturer>, and now <manufacturer>, have invested significant resources bringing the product to market. Non-financial factors that impacted and contributed to <manufacturer's> decision to increase the price of <drug product> include: Continued investment in research and development. <Manufacturer> continues to make substantial investments in research and development to make available new therapies for rare diseases with significant unmet need. <Redacted to protect the identity of the manufacturer>, revenues from <drug product> help to ensure that the company can continue to make significant investments in research and development for new therapies for those rare diseases with significant unmet need.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
3/15/2022	Brand	\$751,100,000

Factors that led to the increase in the WAC price

<Manufacturer> considers various factors when determining WAC pricing to include various considerations reflecting economic and market factors such as market dynamics, patient access, competition, manufacturing, supply, demand, distribution, research and development, and manufacturing costs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
4/1/2022	Brand	\$0

Factors that led to the increase in the WAC price

The increase factors revolve around the consumer index increases and to reflect increases of supply chain costs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
4/1/2022	Brand	\$0

Factors that led to the increase in the WAC price

The increase factors revolve around the consumer index increases and to reflect increases of supply chain costs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
4/1/2022	Brand	\$72,500,000

Factors that led to the increase in the WAC price

<Manufacturer> considers a number of factors, including product value and market factors in determining its pricing actions.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
4/15/2022	Brand	\$218,485,000

Factors that led to the increase in the WAC price

<Manufacturer's> pricing decisions factor in multiple variables and considerations including but not limited to: competitive and market dynamics, increasing supply chain and overhead costs, distribution and wholesaler fees, and research and development costs.

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
5/26/2022	Brand	\$15,823

Factors that led to the increase in the WAC price

Increase supports ongoing development efforts for the <manufacturer> portfolio and fund ongoing operations

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
5/26/2022	Brand	\$3,355

Factors that led to the increase in the WAC price

Increase supports ongoing development efforts for the <manufacturer> portfolio and fund ongoing operations

<i>Effective Date</i>	<i>Drug Type</i>	<i>Company-Wide Research & Development Costs</i>
5/26/2022	Brand	\$0

Factors that led to the increase in the WAC price

Increase supports ongoing development efforts for the <manufacturer> portfolio and fund ongoing operations
