

epiphany^{TX}TM
A Navitus Company

The PBM Partner



What if you could work with a team focused on providing better pharmacy benefits and changing the industry?

Employers

Deserve



- Specialty drugs make up less than 2% of drug utilization, but 51% of pharmacy spend.
- Over 60% of specialty drugs are processed through 3 PBMs. They account for 33% of their revenue.
- These PBMs have no incentive to control costs when they steer specialty drugs to pharmacies they own and profit from.
- Traditional PBMs are so shady, over 13 states are taking legislative action against their practices.

A SPECIALTY-FOCUSED PBM



SERVICE AND SCALE

- Built to serve employers ~3,000 lives or less
- As a Navitus company, the scale and purchasing power of 12M lives
- Industry-leading NPS scores for Customer Care (76) and Lumicera specialty pharmacy (84)
- Advisor- and employer-centric model and structure



SUSTAINABLE AND STABLE

- Privately owned by SSM and Costco
- Focused on stakeholder, not stockholder, value
- 100% of our revenue comes from client fees: no spread and no surprises
- We manage every dollar as if it were our own.

DESIGNED TO BE DIFFERENT

EpiphanyRx is a fully pass-through PBM founded in 2016 when a team of former PBM executives developed a solution to reduce rising prescription costs in a very conflicted market.

VALUE-BASED PRODUCTS & PROGRAMS

Designed to Manage Cost, Ease Disruption, and Improve Care

COST CONTAINMENT

- Access Guidance for Copay Assistance - Specialty and Traditional
- Medical Specialty
- QALYiQ™
- Specialty Access - Patient Assistance
- Pharmacy Network Options
- Savings Connect



CLINICAL MANAGEMENT

- Modular Formulary with Opt-In Lists
- Specialty/High-Cost Drug Management
- Healthy Weight/Diabetes Solutions - Noom and Virta
- Opioid Safety Solutions
- Utilization Review and Management



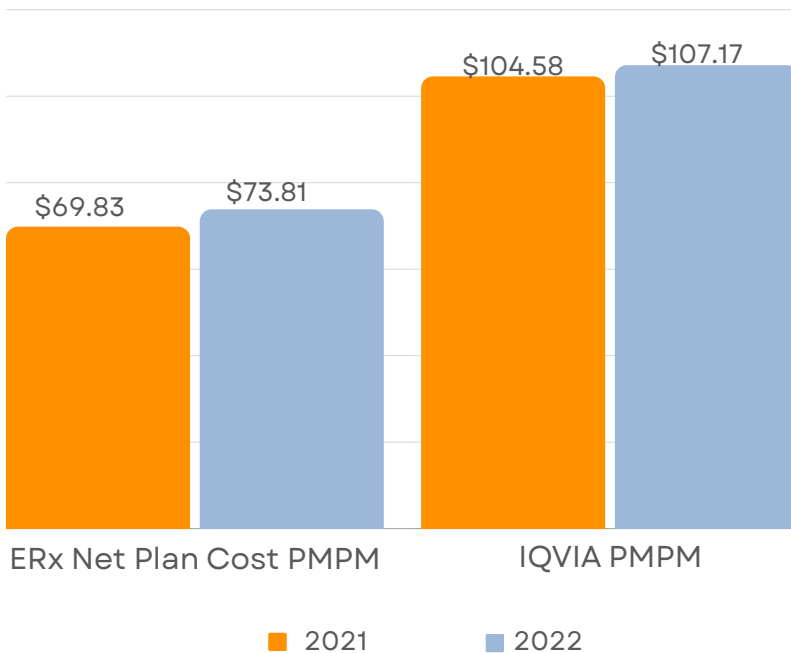
SERVICE EXCELLENCE

- 24/7 Customer Care
- High-Touch Account Service
- Personalized Medication Transition (PMT)
- Clinical Pharmacists on Account Team
- Trend Analytics



TRULY MANAGING TREND

BOOK OF BUSINESS COMPARED TO IQVIA



TOTAL COST NET PMPM BY SEGMENT

EDUCATION



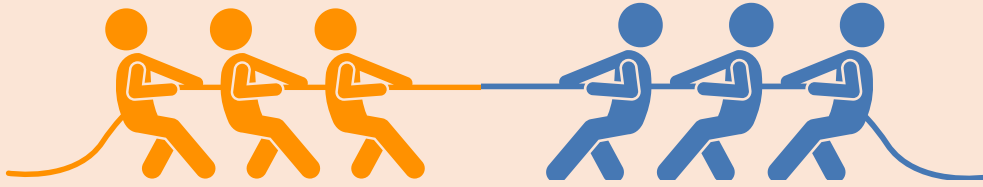
MANUFACTURING



1. Iqvia Institute for Human Data Science. The Use of Medicine in the U.S. 2023. Usage and Spending Trends and Outlook to 2027, April 2023.

Each aspect of our program is intentionally designed for the employers we serve.

Case Study: A Tale of Two PBMs



SPREAD - PROFITS OVER PEOPLE - REBATE-DRIVEN

PASS-THROUGH - CARE MANAGEMENT - TRANSPARENT



THE PATIENT

- Mid-50s cancer survivor
- Takes Tarceva to remain cancer-free
- Previously used a specialty pharmacy from a large PBM



THE CHALLENGE

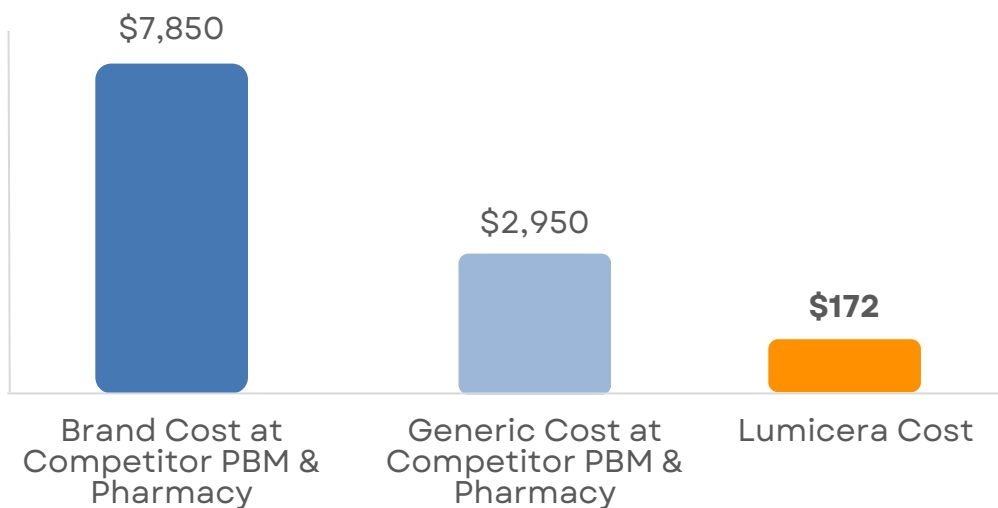
- Drug cost: \$7,847/month
- Generic cost: \$2,950/month
- Member reached out-of-pocket maximum on first claim
- Considered discontinuing medication due to financial expense



THE SOLUTION

- Employer moves to EpiphanyRx and our specialty pharmacy, Lumicera
- Member cost is \$600 per month with **actual out-of-pocket cost of only \$34**
- Member stays on medication

The EpiphanyRx Difference



“It's even in the same bottle!”

Patient received the same medication at a significantly lower price than their previous pharmacy when switching to EpiphanyRx

For more information about EpiphanyRx, contact sales@epiphanyrx.com.

www.epiphanyrx.com