



COVID-19 Weekly Trend Insights

Data Week Ending March 20th, 2020
Compiled on March 27th, 2020

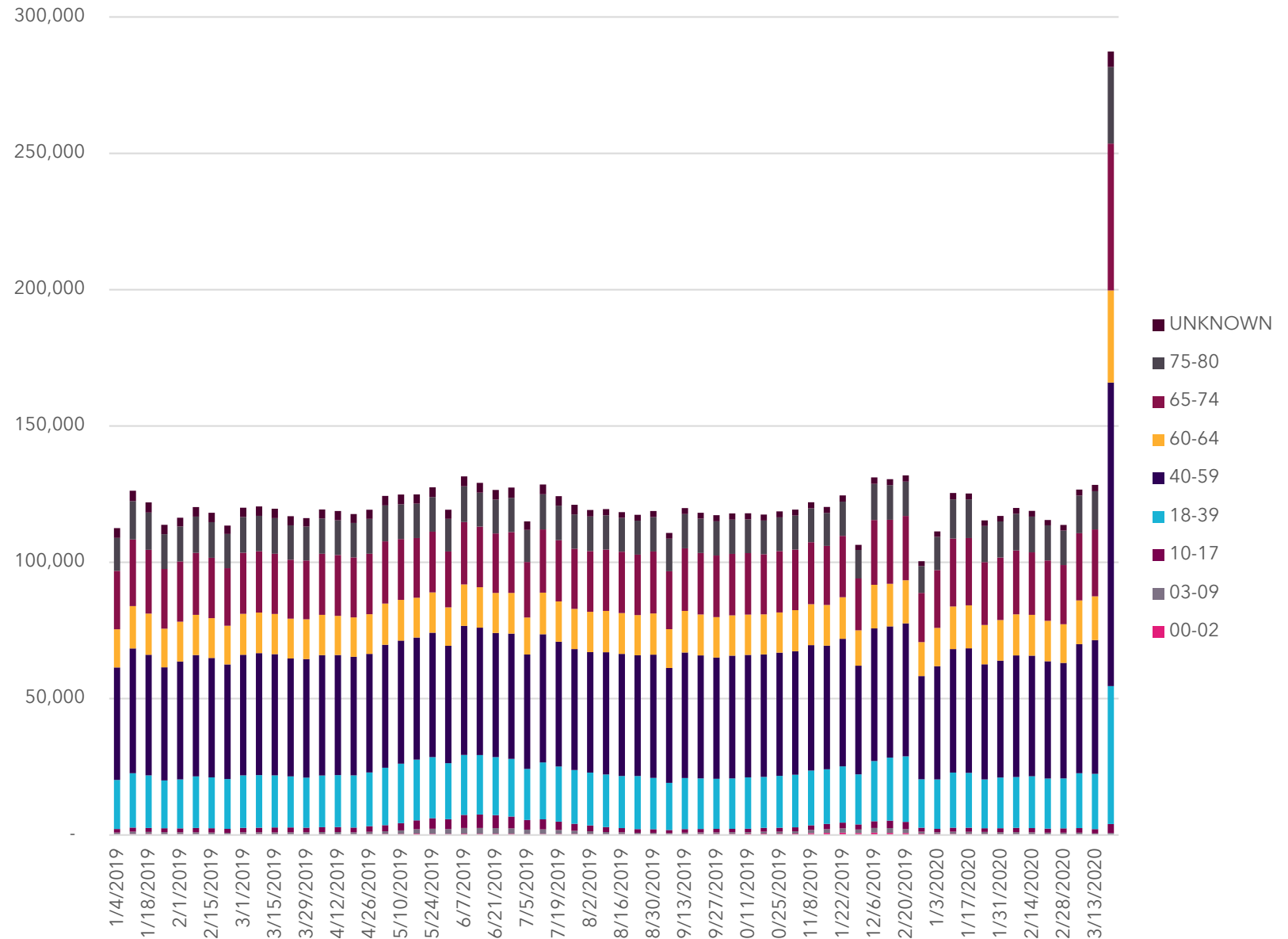


COVID-19 INSIGHTS

Immediate Response to COVID-19

- Antimalarials are traditionally used to treat autoimmune disorders, Lupus, and Rheumatoid Arthritis
- Significant increase in unprojected Trxs in the week ending March 20th, 2020 for ages 10 and older.
- Increase is followed by a statement made by the Trump administration on March 19th, that Antimalaria drugs could be a possible treatment for COVID-19.
- Patients relying on these therapies for regular maintenance could run into challenges with prescription fills due to the large increase in demand from COVID-19 patients.

Weekly Antimalarial Unprojected Trxs





COVID-19 INSIGHTS

Immediate Response to COVID-19

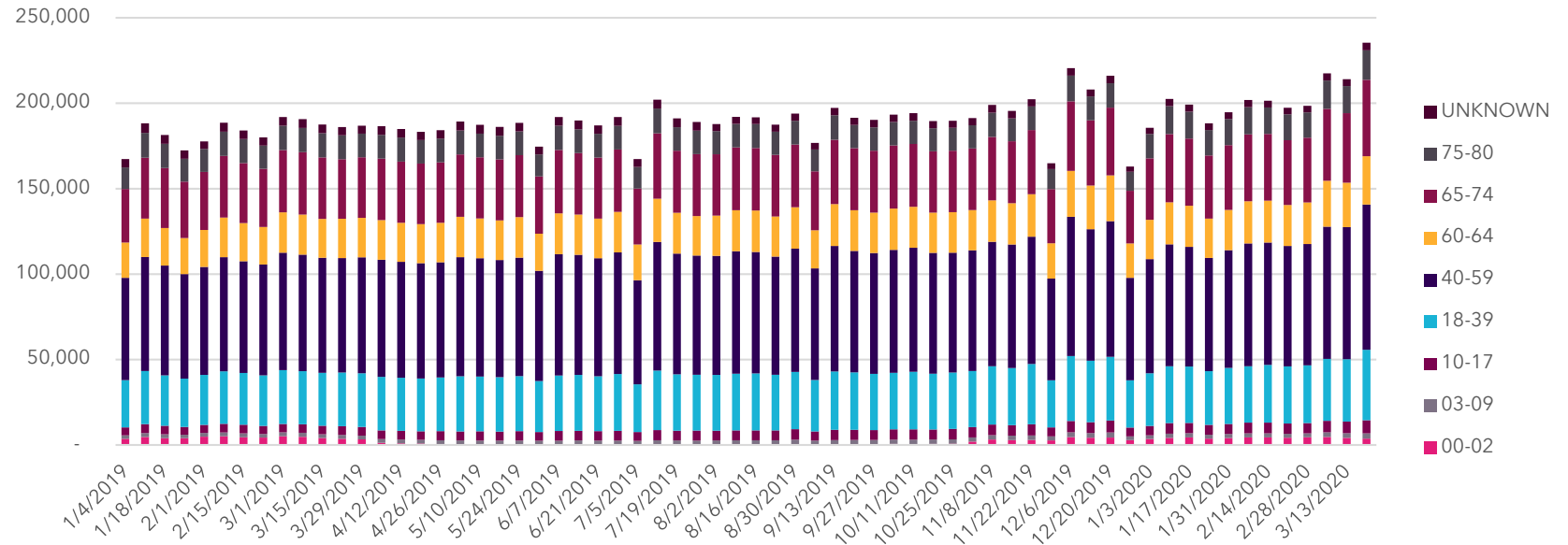
- Immunologic Agents (Ages 3+)
 - Significant increase with week ending 3/20/2020 across ages 3+
- Respiratory Therapies (All Ages)
 - Regular spikes in weekly prescription activity starting with week ending 3/6/2020 (following the first reported COVID-19 death near Seattle, WA on 2/28/2020)

CDC Note:

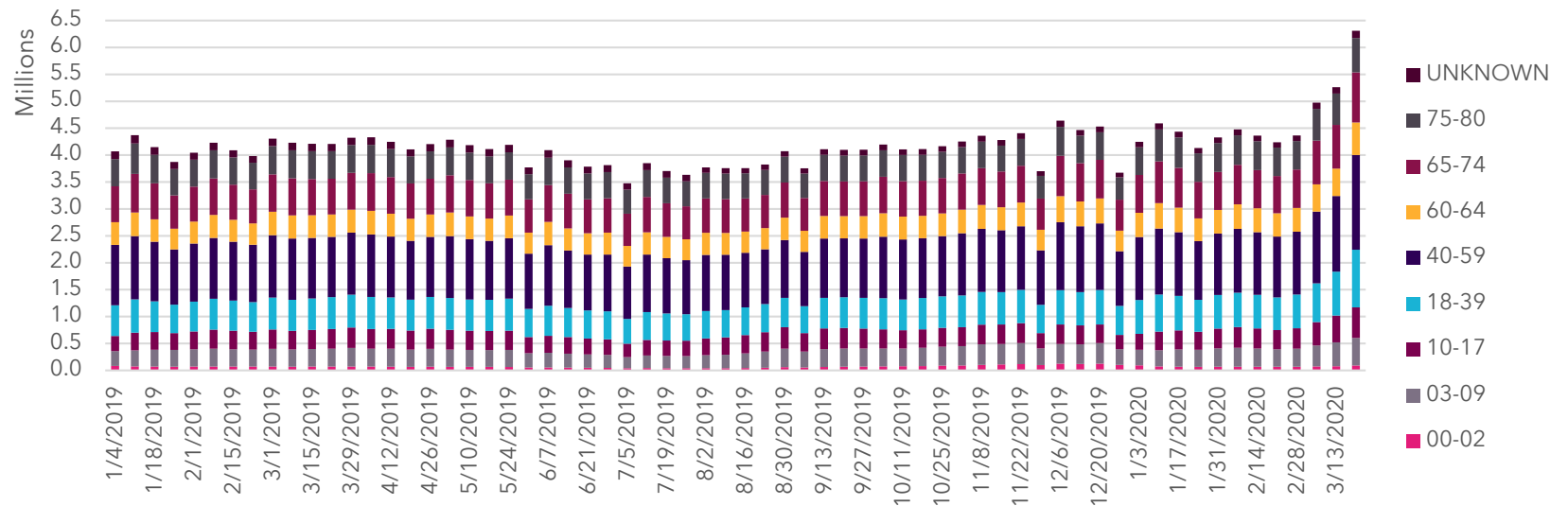
These symptoms may appear 2-14 days after exposure (based on the incubation period of MERS-CoV viruses).

Fever
Cough
Shortness of Breath

Weekly Immunologic Agent Unprojected Trx Count



Weekly Respiratory Therapy Unprojected Trx Count





COVID-19 INSIGHTS

Increase Response in Maintenance Therapies

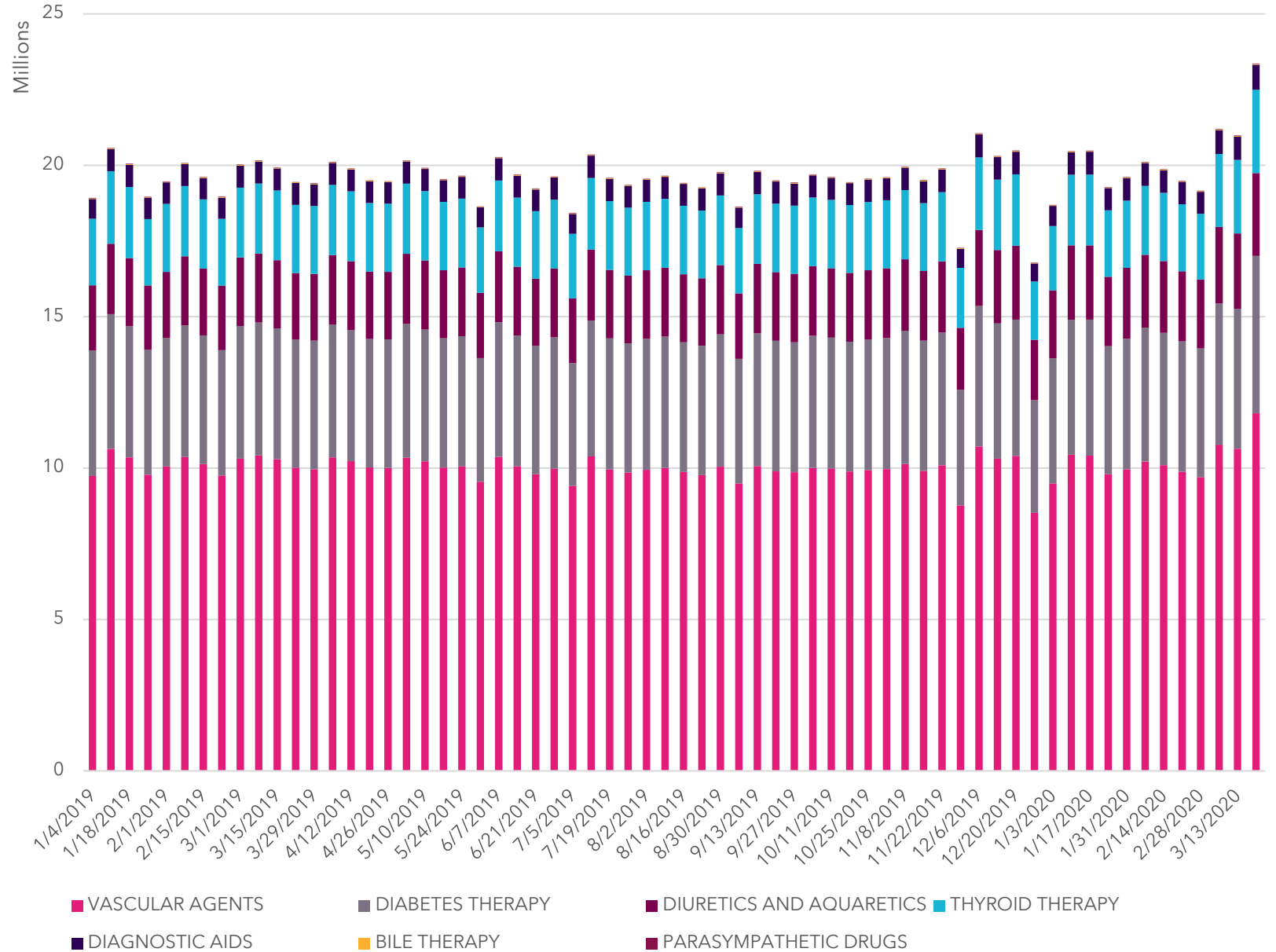
- Potential Indicators for increase in Patient Compliance to maintain health:
 - Bile Therapy (Ages 10+), Diabetes Therapy & Supplies (Ages 3+), Diagnostic Aid (Ages 3+), Diuretics (All Ages), Parasympathetic Drugs - Muscle Strengtheners (Ages 18-74), Thyroid Therapies (All Ages), and Vascular Agents (Ages 0-2 & 18+)

CDC Note:

Early information out of China, where COVID-19 first started, shows that certain groups are at higher risk of getting very sick from this illness.

This includes: Elderly Populations, Heart Disease, Diabetes, Lung Disease

Weekly Maintenance Therapies Unprojected Trxs



Markets of Interest: USC 2: 26000 Bile Therapy, 31000 Vascular Agents, 39000 Diabetes Therapy, 40000 Diagnostic Aids, 41000 Diuretics and Aquaretics, 63000 Parasympathetic Drugs, 72000 Thyroid Therapy
Data Ending: March 20th, 2020

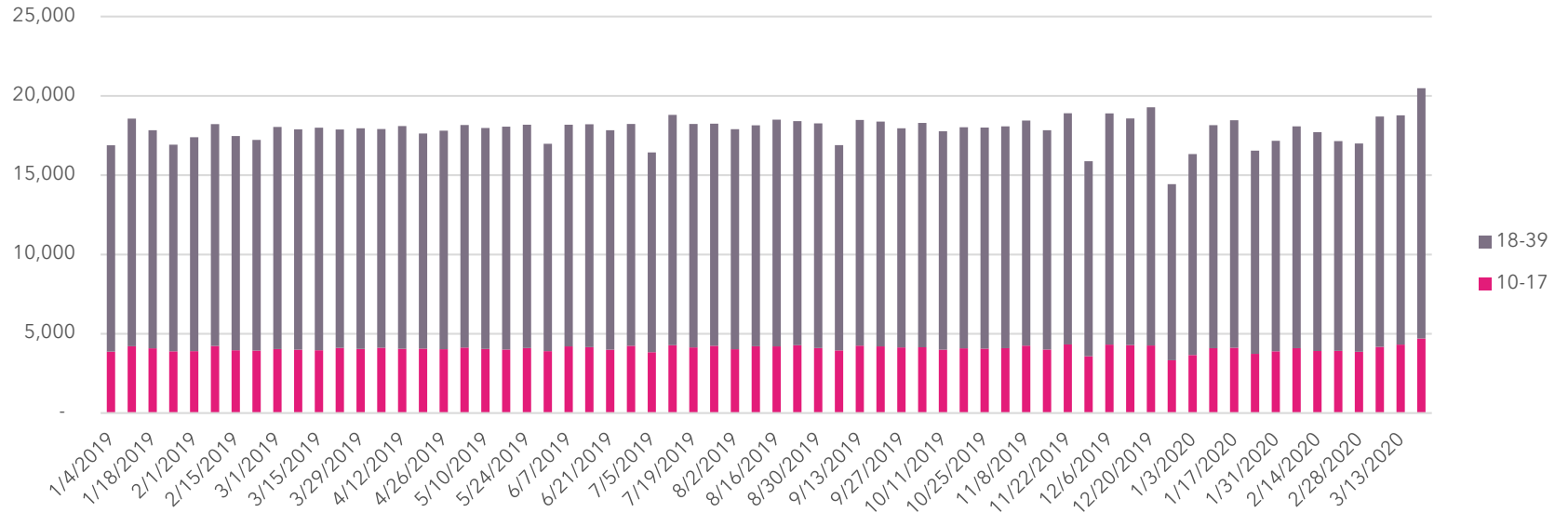


COVID-19 INSIGHTS

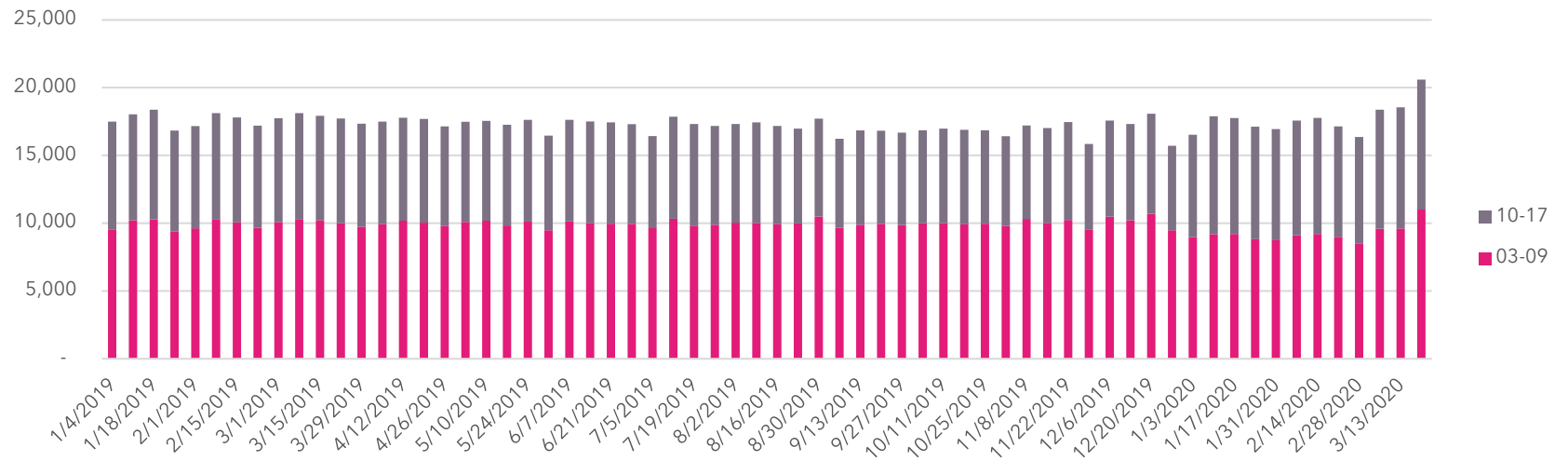
Market Increases in Select Age Groups

- Antineoplastic Chemotherapy (Ages 10-39)
- Blood Thinners (Ages 3-39)
- Cholesterol Drugs (Ages 60+)
- Neurological / Neuromuscular Disorders, Epileptic Seizures (Ages 0-9)
- Psychotherapeutics (Ages 65-74)
- Sedatives & Hypnotics (Ages 3-17)
 - There is a notable increase in sedatives for children with week ending 3/20/2020 as social distancing efforts continue following the CDC's recommendations on March 15th

Weekly Antineoplastic Chemotherapy Unprojected Trxs



Weekly Sedative & Hypnotics Unprojected Trxs





COVID-19 INSIGHTS

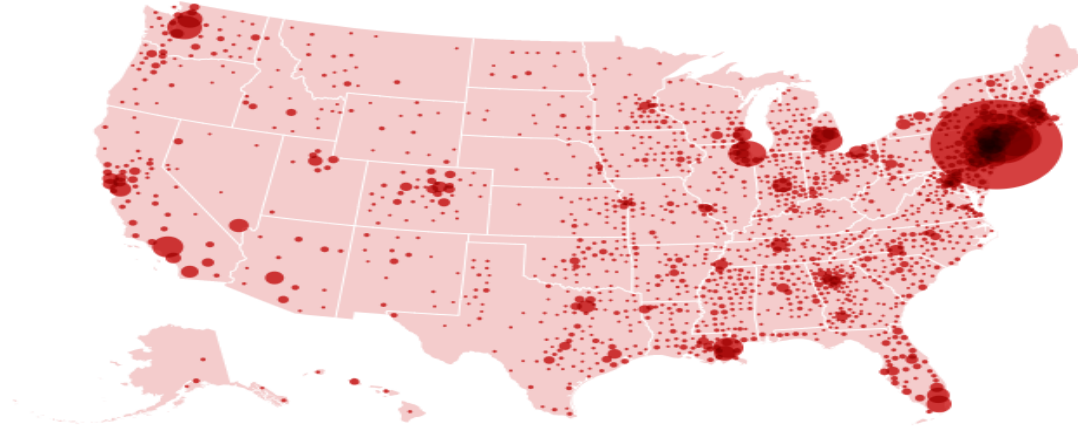
Confirmed Cases in the USA

- The cases of COVID-19 increased by over 13,000 cases from March 26th, 2020 to March 27th, 2020 representing an increase of nearly 16% in one day.

Confirmed cases of Covid-19 in the US

Confirmed cases
97,149
(Today: +13,313)

Deaths
1,475
(Today: +266)



Last updated 27 Mar 4:25pm EST Source: Johns Hopkins CSSE *Note: The CSSE states that its numbers rely upon publicly available data from multiple sources

State/Territory	Confirmed Cases	Deaths
New York	44,745	519
New Jersey	8,825	108
California	4,205	85
Washington	3,218	150
Florida	2,900	35
Michigan	2,845	61
Louisiana	2,744	119
Illinois	2,541	26
Massachusetts	2,417	25
Pennsylvania	2,345	22



COVID-19 INSIGHTS

State Trends

- **Increase Across Key COVID-19 Markets**
 - Antimalarials, Immunologic Agents, & Respiratory Therapy
- **Timeframe:** Current week compared to week ending 2/21/2020
 - Pre-escalation of COVID-19 restrictions in the U.S. which officially started with the “do not travel” warning issued 2/29/2020 by the Trump administration
 - Fat Tuesday celebrations impacted reporting trends with week ending 2/28/2020, particularly in Louisiana

Percent Change in Unprojected Trxs

STATE	WE 3/20/2020 vs WE 2/21/2020	STATE	WE 3/20/2020 vs WE 2/21/2020
ME	+80%	RI	+48%
AK	+72%	DE	+48%
OR	+70%	SC	+47%
CO*	+67%	SD	+47%
VT	+67%	IA	+47%
ID	+66%	FL*	+47%
MN	+65%	AZ	+46%
UT	+65%	MO	+45%
NH	+65%	TX*	+45%
MA*	+64%	PA*	+44%
WA*	+63%	NM	+44%
WY	+60%	MS	+44%
MT	+60%	MI*	+42%
NY*	+59%	AR	+42%
NJ*	+59%	OK	+42%
WI	+58%	IN	+42%
ND	+56%	TN*	+40%
HI	+56%	OH*	+40%
AL	+55%	PR	+38%
DC	+54%	KY	+36%
NC	+53%	WV	+33%
CT*	+53%		
NE	+53%		
GA*	+52%		
NV	+52%		
CA*	+51%		
IL*	+51%		
LA*	+51%		
VA	+51%		
KS	+50%		
MD	+50%		

* States with 1000+ reported COVID-19 cases as of 3/27/2020

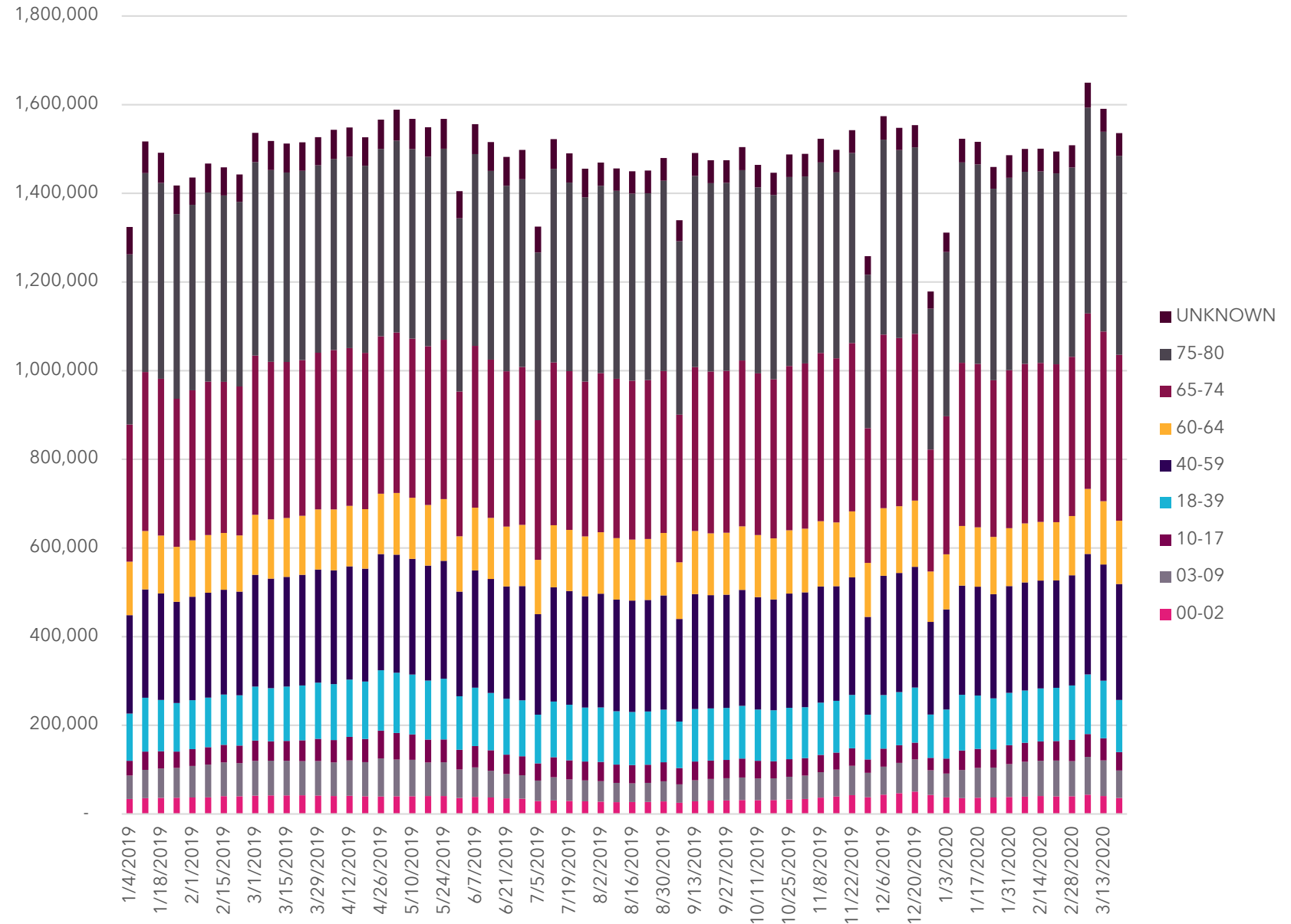


COVID-19 INSIGHTS

Trends to Watch

- Overall activity in the Mail Order Channel increased by 14% with week ending 3/20/2020 compared to average of 2 baseline weeks (2/28/2020 and 3/6/2020)
 - Potential for higher refill quantities (90-day refills for maintenance medications and 30-60 day refills for specialty drugs)
 - Retail prescription trends increased by 8% in comparison
- Office visits shift to telemedicine: Due to lag in patient claims reporting, initial trend view anticipated by month end
- Cancellation of standard check-ups and elective surgeries
 - Ophthalmic Market: Continued decline in activity as eye surgeries are classified as "elective"

Weekly Ophthalmic Preparations Unprojected Trxs





Trends to WATCH

- Implications of rising unemployment to plan trends and patient utilization rates
 - Over 3.3M unemployment claims in U.S. filed in March (so far)
 - Source: Department of Labor
- \$2 Trillion Aid Package passed by the Senate on 3/24/2020
 - Includes \$130B for hospitals and medical centers to handle surging caseloads
 - Source: <https://www.cnn.com/2020/03/25/politics/stimulus-senate-action-coronavirus/index.html>