

DID YOU KNOW?

PBMs, Plans and Wholesalers Continually Rank Higher on Fortune 500 Lists than Biopharmaceutical Companies

THE TOP 10

2022

Fortune 500 Rankings

1. Walmart
2. Amazon
3. Apple
4. CVS Health ●
5. UnitedHealth Group ●
6. Exxon Mobil
7. Berkshire Hathaway
8. Alphabet
9. McKesson ●
10. AmerisourceBergen ●

- Health Plan, PBM, Pharmacy
- Health Plan, PBM
- Wholesale Distributor

FORTUNE

<https://fortune.com/ranking/fortune500/2022/search/>

PBMs, Plans and Wholesalers Continually Rank Higher on Fortune 500 Lists than Biopharmaceutical Companies

TOP RANKED PBMS AND PLANS

4. CVS Health (Caremark and Aetna)
5. UnitedHealth Group (OptumRx)
12. Cigna (Express Scripts)

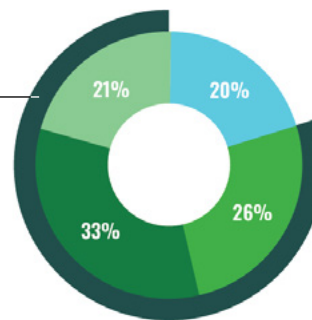
TOP RANKED BIOPHARMA COMPANIES

37. Johnson & Johnson
43. Pfizer
63. AbbVie

Insurers and PBMs Control Access to Pharmacies and Leverage for Medicine Costs

TOP 3 MARKET SHARE:
80%

- All Other
- OptumRx (UnitedHealth Group)
- Express Scripts
- CVS Health (Caremark)



INSURERS DETERMINE:

FORMULARY

if a medicine is covered

TIER PLACEMENT

patient cost sharing

ACCESSIBILITY

utilization management through prior authorization or fail first

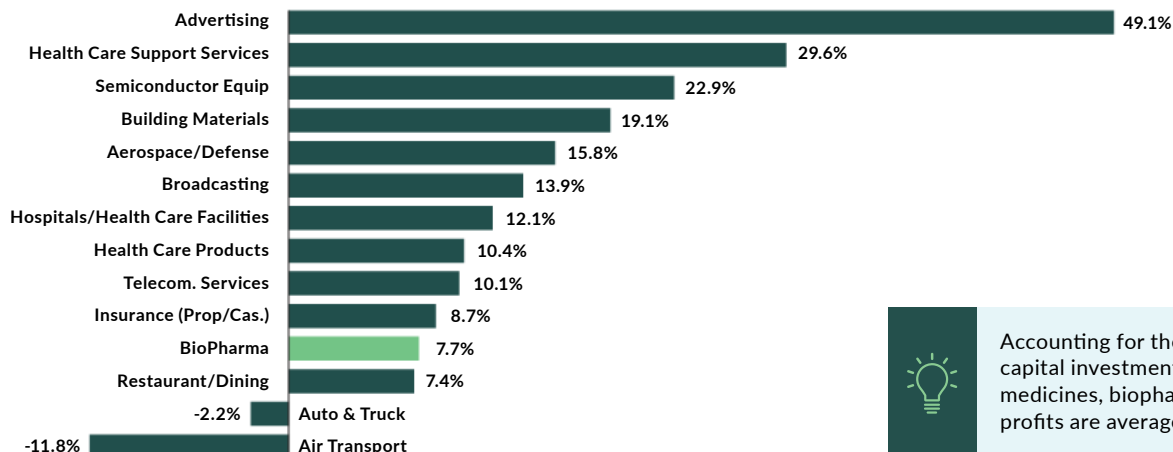
PROVIDER INCENTIVES

preferred treatment guidelines and pathways

HOW DOES THE BIOPHARMACEUTICAL INDUSTRY COMPARE TO OTHER INDUSTRIES?

Biopharmaceutical Profits Are in Line With Those of Other Industries

AVERAGE ECONOMIC PROFIT FOR SELECTED INDUSTRIES, 2019-2021*



Accounting for the significant risk and capital investments required to develop medicines, biopharmaceutical industry profits are average among industries.

*Economic profits are accounting profits minus capital expenses.

†Represents the weighted average of pharmaceuticals (8.2%) and biotechnology (2.2%), which are listed as separate industries in the source data.

Source: Adapted from R. Manning and A. Subramaniam, Intensity, LLC. Economic Profitability of the Biopharmaceutical Industry, 2022.

<https://intensity.com/news/economic-profitability-of-the-biopharmaceutical-industry-2022>