



February 2002

Dear Friends of ESI Canada/CAPSS:

We are pleased to provide you with our newest *Top 100 Therapy Classes* report. Since the year 2000, we have experienced many changes in the pharmaceutical landscape. We'd like to share with you some insight into the developments of 2001.

Our *Top 100 Therapy Classes* report ranks drug classes by ingredient cost, including markup. Our report reflects drug costs due to pricing and utilization. It does not include professional fees except in Quebec where the ingredient cost and professional fees are typically bundled. The report currently covers claims available on the ESI Canada system. Claims from the CAPSS system will be added to this report in future editions.

We have looked closely at the trends of the year past and identified those we believe most significantly define the path for managing the pharmacy benefit. Developments occurred throughout the year — most of them were affected by the introduction of new drugs. These new drugs are increasingly sophisticated but they also carry a high price tag.

We'd like to highlight the impact of some new drugs:

Drug	Indication	Launched	2001 Rank
Enbrel®	Rheumatoid arthritis	late 2000	68
Xenical®	Obesity	1999	19
Meridia®	Obesity	mid 2001	78

In addition, two new products were recently launched in a drug class used for diabetes. This class ranked 54th in 2000 but has jumped up to 20th in 2001. Two classes of asthma drugs occupy ranks 27 and 34. New products have also been released in these classes.

Evista®, a drug launched in early 1999, has been experiencing increased utilization. It ranked 60th in 2001. We can expect to see the new drugs noted above experience increased utilization as the products become established in the market.

We noted a 17.45% increase in the net cost for progestin products. Although the ingredient cost rank for this class did not change much, it is important to note that the cost of providing this therapy is going up.

New or expanding use for existing products may also explain some of the changes from earlier years. This may apply to the high cost erythropoietins, used to increase blood counts, ranked at number 55. One drug class for high blood pressure moved from 19th in 2000 to 13th in 2001. Products for multiple sclerosis and hepatitis resulted in rank number 11. Viagra® moved from 51st in 2000 to 43rd in 2001, and in the future there will be more products for erectile dysfunction.

A trend to using a greater number of drugs for HIV disease and the increasing availability of combination dosage forms can be seen with the change from ranking 108th in 2000 to 66th in 2001. These combinations reduce the number of tablets taken daily for HIV treatment and can improve compliance.

For your reference, the *Top 100 Therapy Classes* report includes the rankings by number of prescriptions and net cost. The number of prescriptions does not account for varied number of days' supply per prescription. Net cost includes all costs less member payments. We noted that for the top 100 therapy classes there was a

10% increase in the average net cost per prescription. These top 100 therapy classes account for 87% of the 2001 total net costs.

New drugs, increasing utilization, increasing drug prices, expanding uses, and combination therapies are just a few of the past year's most significant pharmaceutical developments. After contemplating them all, one fact is overwhelmingly clear: Enormous challenges lie ahead for insurers, third party administrators, plan sponsors, and for consumers of prescription medications. In each case, awareness and knowledge provide the best tools for arriving at solutions. In that context, we invite you to explore with us the *Top 100 Therapy Classes* for 2001.

Sincerely,

Dr. Steven Semelman
Vice President, Health Management Services

Top 100 Therapy Classes of 2001 (by ingredient cost)
Prescriptions Filled from 01/2001 through 12/2001 compared to 01/2000 through 12/2000

GPI	Therapy Class Name	Common Indications	# Rxs Rank		Ing Cost Rank		Net Cost Rank		% of Total Net		Avg Net Cost/Rx		% Change in Avg Net Cost/Rx
			2001	2000	2001	2000	2001	2000	2001	2000	2001	2000	
394000	HMG COA REDUCTASE INHIBITORS	High cholesterol	3	4	1	1	1	1	6.95	6.75	\$90.01	\$85.50	5.27%
492700	PROTON PUMP INHIBITORS	Ulcers, reflux	13	16	2	3	2	3	5.84	5.43	101.21	95.98	5.45%
581600	SELECTIVE SEROTONIN REUPTAKE INHIBITORS (SSRIS)	Depression	2	1	3	2	3	2	5.44	5.58	63.69	61.30	3.90%
661005	CYCLOOXYGENASE 2 (COX-2) INHIBITORS	Arthritis, pain, and inflammation	7	10	4	4	4	4	3.96	3.89	57.73	53.71	7.48%
361000	ACE INHIBITORS	High blood pressure, heart failure	5	7	5	5	5	5	3.76	3.69	52.82	49.99	5.66%
999000	NOT CLASSIFIED	Diabetic supplies, compounding chemicals	1	15	6	8	6	7	2.98	2.62	28.94	43.45	-33.39%
340000	CALCIUM BLOCKERS	High blood pressure, angina	18	17	7	6	7	6	2.87	2.95	62.9	58.42	7.67%
444000	STEROID INHALANTS	Asthma	20	18	8	7	8	8	2.29	2.59	53.28	52.42	1.64%
674060	SELECTIVE SEROTONIN AGONISTS 5-HT(1)	Migraines	40	41	9	9	9	9	2.06	2.12	125.11	121.70	2.80%
583000	MISC. ANTIDEPRESSANTS	Depression	23	28	10	12	10	14	1.85	1.53	60.41	60.27	0.23%
217000	ANTINEOPLASTICS MISC.	Cancer	167	165	11	11	13	13	1.56	1.54	944.57	857.58	10.14%
259900	COMBINATIONS OC'S	Prevention of pregnancy	11	9	12	10	11	10	1.65	1.8	25.5	24.54	3.91%
361500	ANGIOTENSIN II RECEPTOR ANTAGONIST	High blood pressure	29	36	13	19	16	22	1.32	1.16	60.02	56.98	5.34%
661000	NSAIA'S	Pain and inflammation	12	11	14	13	12	11	1.57	1.74	24.57	24.02	2.29%
259920	TRIPHASIC OC'S	Prevention of pregnancy	15	12	15	14	14	12	1.41	1.57	24.93	23.50	6.09%
50000	FLUOROQUINOLONES	Antibiotic-treatment of infection	27	26	16	16	17	19	1.28	1.31	49.13	48.04	2.27%
35000	CLARITHROMYCIN	Antibiotic-treatment of infection	24	23	17	15	18	16	1.24	1.43	42.56	42.07	1.16%
422000	NASAL STEROIDS	Allergies	17	19	18	18	15	17	1.35	1.37	29.13	28.39	2.61%
612535	FAT ABSORPTION DECREASING AGENTS (ORLISTAT)	Obesity	71	70	19	21	24	23	1.07	1.07	147.67	128.32	15.08%
276070	THIAZOLIDINEDIONES	Diabetes	75	146	20	54	25	58	1.02	0.34	147.62	137.90	7.05%
240000	ESTROGENS	Menopausal symptoms, osteoporosis	6	2	21	17	19	15	1.23	1.43	17.78	16.76	6.09%
651000	NARCOTIC AGONISTS	Pain	33	37	22	27	23	26	1.08	0.97	55.34	49.70	11.35%
492000	H-2 ANTAGONISTS	Ulcers, reflux, heartburn	25	22	23	20	22	21	1.12	1.27	38.77	37.00	4.78%
300420	BISPHOSPHONATES	Osteoporosis	43	44	24	25	27	27	1	0.94	66.06	63.72	3.67%
442010	BETA ADRENERGICS	Asthma	9	6	25	22	20	18	1.22	1.35	18.3	17.79	2.87%
332000	BETA BLOCKERS CARDIO-SELECTIVE	High Blood Pressure, angina	19	20	26	24	26	24	1.01	1.06	22.91	22.15	3.43%
442099	ADRENERGIC COMBINATIONS	Asthma	54	84	27	45	28	49	0.89	0.43	80.7	64.14	25.82%
905500	CORTICOSTEROIDS - TOPICAL	Itchy, inflamed skin	10	8	28	23	21	20	1.21	1.30	18.37	17.66	4.02%
726000	MISC. ANTICONVULSANTS	Epilepsy	50	55	29	30	29	33	0.88	0.76	73.42	65.44	12.19%
900500	ACNE PRODUCTS	Acne	37	34	30	26	30	25	0.85	0.98	47.7	47.03	1.42%
34000	AZITHROMYCIN	Antibiotic-treatment of infection	28	30	31	32	31	31	0.84	0.79	35.9	35.49	1.16%
271040	HUMAN INSULIN	Diabetes	32	29	32	29	33	30	0.78	0.82	38.49	35.46	8.54%
525000	INFLAMMATORY BOWEL AGENTS	Crohn's disease and Inflammatory Bowel disease	73	75	33	31	37	35	0.71	0.74	100.27	95.16	5.37%
445050	LEUKOTRIENE RECEPTOR ANTAGONISTS	Asthma	67	67	34	35	36	38	0.72	0.66	83.11	73.90	12.46%
392000	FIBRIC ACID DERIVATIVES	High cholesterol	58	61	35	33	39	36	0.7	0.71	68.25	67.58	0.99%
22000	CEPHALOSPORINS - 2ND GENERATION	Antibiotic-treatment of infection	31	27	36	28	35	29	0.75	0.91	35.54	34.14	4.10%
621000	SMOKING DETERRENENTS	For smoking cessation	46	59	37	37	40	39	0.66	0.63	50.37	56.55	-10.93%
260000	PROGESTINS	With estrogen replacement to prevent endometrial cancer	21	21	38	36	38	34	0.7	0.75	19.38	16.50	17.45%
591500	DIBENZODIAZEPINES	Schizophrenia	92	106	39	40	42	44	0.6	0.51	111.07	116.08	-4.32%
40000	TETRACYCLINES	Antibiotic-treatment of infection	42	38	40	34	41	37	0.62	0.70	38.34	36.22	5.85%
300620	OVULATION STIMULANTS-GONADOTROPINS	Infertility	190	197	41	41	44	45	0.52	0.48	485.16	449.87	7.84%
124050	HERPES AGENTS - PURINE ANALOGUES	Genital herpes, shingles, chickenpox	90	90	42	43	48	46	0.47	0.48	86.59	82.87	4.49%
403040	SELECTIVE CGMP PHOSPHODIESTERASE TYPE 5 INHIBITORS	Erectile Dysfunction	87	101	43	51	49	54	0.45	0.38	79.46	75.28	5.55%
272500	BIGUANIDES	Diabetes	30	33	44	46	46	47	0.5	0.47	23.04	21.91	5.16%
941000	DIAGNOSTIC REAGENTS	Diagnosis of diseases	85	74	45	38	51	42	0.42	0.52	70.27	66.91	5.02%
581200	MODIFIED CYCLICS	Depression	47	45	46	39	50	41	0.45	0.56	35.3	38.30	-7.83%
12000	AMPICILLINS	Antibiotic-treatment of infection	4	3	47	42	32	28	0.81	0.92	11.35	11.07	2.53%
602040	NON-BENZODIAZEPINE - GABA-RECEPTOR MODULATORS	Insomnia	38	42	48	50	47	48	0.48	0.44	27.31	25.74	6.10%
249915	ESTROGENS & ANTI-ANDROGENS	Prostate cancer, menopausal symptoms	62	69	49	57	52	59	0.4	0.33	42.3	39.67	6.63%
624000	MULTIPLE SCLEROSIS AGENTS	Multiple sclerosis	249	272	50	59	54	66	0.37	0.30	971.39	961.10	1.07%
214050	LHRH ANALOGS	Prostate cancer, endometriosis	188	189	51	48	56	55	0.35	0.37	320.79	309.26	3.73%
659910	CODEINE COMBINATIONS	Pain	8	5	52	56	34	32	0.77	0.78	11.31	10.10	11.98%
851500	PLATELET AGGREGATION INHIBITORS	Prevention of harmful blood clots	112	130	53	66	55	71	0.36	0.27	92.09	86.24	6.78%
110000	ANTIFUNGALS	Fungal infections	125	113	54	44	59	51	0.34	0.42	101	102.84	-1.79%

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824010	ERYTHROPOIETINS	Anemia	248	256	55	68	61	74	0.33	0.26	853.71	668.74	27.66%
114070	TRIAZOLES	Fungal infections	65	65	56	47	57	52	0.35	0.42	37.31	42.00	-11.17%
272000	SULFONYLUREAS	Diabetes	36	31	57	53	53	50	0.39	0.43	20.39	19.60	4.03%
389000	ANAPHYLAXIS THERAPY AGENTS	Severe allergic reactions	137	137	58	60	62	68	0.31	0.30	112.55	102.58	9.72%
331000	BETA BLOCKERS NON-SELECTIVE	High blood pressure, angina	55	52	59	52	58	53	0.34	0.39	32.48	30.54	6.35%
300530	SELECTIVE ESTROGEN RECEPTOR MODULATORS (SERMS)	Osteoporosis, cancer	114	110	60	61	65	65	0.3	0.30	78.72	70.16	12.20%
571000	BENZODIAZEPINES	Epilepsy, sedation	14	13	61	58	43	40	0.55	0.60	9.69	9.33	3.86%
281000	THYROID HORMONES	Thyroid replacement	16	14	62	65	45	43	0.51	0.52	9.14	8.54	7.03%
614000	MISC. STIMULANTS	Attention deficit disorder	63	62	63	64	64	64	0.3	0.31	31.55	29.66	6.37%
124080	HERPES AGENTS - THYMIDINE ANALOGUES	Genital herpes, shingles, chickenpox	147	141	64	63	68	69	0.27	0.28	108.66	108.83	-0.16%
824015	GRANULOCYTE COLONY-STIMULATING FACTOR (G-CSF)	Low white blood cells	293	294	65	69	69	75	0.26	0.26	1,198.55	1,122.28	6.80%
121099	ANTIRETROVIRAL COMBINATIONS	HIV, AIDS	256	297	66	108	70	115	0.26	0.15	712.32	679.10	4.89%
121045	ANTIRETROVIRALS - PROTEASE INHIBITORS	HIV, AIDS	228	212	67	49	73	57	0.25	0.36	458.15	447.65	2.35%
662900	ETANERCEPT (ANTI-TNF AGENT)	Rheumatoid arthritis	298	\	68	\	74	\	0.25	\	1,282.46	\	\
751000	CENTRAL MUSCLE RELAXANTS	Muscle spasticity	49	50	69	70	63	62	0.3	0.31	25.28	24.67	2.47%
725000	VALPROIC ACID	Epilepsy	82	83	70	67	71	70	0.26	0.28	41.76	41.96	-0.48%
369940	ANGIOTENSIN II RECEPTOR ANTAGONISTS & THIAZIDES	High blood pressure	104	148	71	112	79	122	0.24	0.13	53.72	52.46	2.40%
231000	ANDROGENS	Low testosterone levels, osteoporosis, breast cancer	127	125	72	74	77	82	0.24	0.23	74.25	68.68	8.11%
661099	NSAID COMBINATIONS	Pain and inflammation	80	71	73	62	72	61	0.26	0.31	40.86	38.78	5.36%
590700	BENZISOXAZOLES	Schizophrenia	102	111	74	77	76	84	0.24	0.23	53.85	54.27	-0.77%
902500	ANTIPSORIATICS	Psoriasis	128	129	75	73	80	79	0.24	0.24	74.64	73.97	0.91%
19900	PENICILLIN COMBINATIONS	Antibiotic-treatment of infection	74	72	76	71	78	72	0.24	0.27	34.5	34.04	1.35%
129950	NUCLEOSIDE ANALOG & INTERFERON COMBINATIONS	Cancer	300	281	77	55	90	60	0.21	0.32	1,129.44	1,198.60	-5.77%
612540	MONOAMINE REUPTAKE INHIBITOR (SIBUTRAMINE)	Obesity	164	\	78	\	87	\	0.21	\	122.26	\	\
213000	ANTIMETABOLITES	Cancer, rheumatoid arthritis	106	103	79	78	83	87	0.22	0.23	50.91	48.07	5.91%
369918	ACE INHIBITORS & THIAZIDES	High blood pressure, heart failure	108	121	80	93	85	102	0.22	0.19	52.22	50.30	3.82%
994030	INOSINE MONOPHOSPHATE DEHYDROGENASE INHIBITORS	Immunosuppressant, transplant	235	254	81	88	91	101	0.21	0.19	470.54	467.59	0.63%
540000	URINARY ANTISPASMODICS	Urinary spasms	101	104	82	96	84	100	0.22	0.19	47.24	41.69	13.31%
201000	ALLERGENIC EXTRACTS	Reduction/elimination of allergic symptoms	155	159	83	80	98	98	0.19	0.20	97.73	93.33	4.71%
302010	VASOPRESSIN	Blood vessel constriction	165	177	84	105	94	109	0.2	0.16	117.67	100.98	16.53%
582000	TRICYCLIC AGENTS	Depression	26	25	85	76	60	56	0.33	0.37	12.45	12.24	1.72%
903500	ANTIVIRAL - TOPICAL	Genital herpes	81	81	86	81	86	81	0.22	0.24	35.15	34.47	1.97%
130000	ANTIMALARIAL	Malaria	83	82	87	79	89	80	0.21	0.24	34.23	34.97	-2.12%
868020	OPHTHALMIC ANTIALLERGIC	Itchy, watery eyes	72	77	88	95	82	89	0.22	0.22	31.31	28.77	8.83%
502500	5-HT3 RECEPTOR ANTAGONISTS	Nausea and vomiting	184	188	89	91	102	104	0.18	0.18	154.35	153.80	0.36%
221000	GLUCOCORTICOSTEROIDS	Rheumatoid arthritis, asthma, skin conditions, transplants, plus others	34	32	90	85	67	67	0.27	0.30	14.1	13.67	3.15%
171000	VIRAL VACCINES	Prevention of viruses	116	122	91	97	101	103	0.19	0.19	52.52	50.31	4.39%
994040	MACROLIDE IMMUNOSUPPRESSANTS	Organ Transplant	254	266	92	111	106	121	0.18	0.14	471.76	407.93	15.65%
301000	GROWTH HORMONE	Growth in children	349	343	93	72	108	83	0.17	0.23	1,933.05	1,963.07	-1.53%
121090	ANTIRETROVIRALS - RTI-NON-NUCLEOSIDE ANALOGUES	HIV, AIDS	243	260	94	107	107	114	0.17	0.15	430.83	414.73	3.88%
249930	ESTROGENS & PROGESTINS	Menopausal symptoms, osteoporosis	100	157	95	143	104	155	0.18	0.09	38.31	38.59	-0.73%
721000	BENZODIAZEPINES	Anxiety, insomnia	39	39	96	89	75	73	0.24	0.26	14.51	14.17	2.40%
899910	RECTAL ANESTHETIC/STEROIDS	Hemorrhoids	79	79	97	90	95	90	0.2	0.22	31.73	31.24	1.57%
33000	LINCOMYCINS	Antibiotic-treatment of infection	76	76	98	75	93	76	0.2	0.26	29.58	33.19	-10.88%
901000	ANTIBIOTICS - TOPICAL	Antibiotic-treatment of infection	51	49	99	92	81	77	0.23	0.24	19.28	18.64	3.43%
491030	ANTISPASMODICS	Gastro-intestinal spasms	113	112	100	102	105	105	0.18	0.18	46.79	43.07	8.64%
Top 100 Drug Classes									87.47%	86.48%	\$43.28	\$39.39	9.88%
Grand Total (All Drug Classes)									100%	100%	\$39.25	\$36.61	7.21%