

# SHARING NEGOTIATED SAVINGS WITH PATIENTS AT THE PHARMACY COUNTER

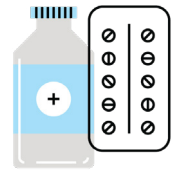
Prices for medicines fall due to negotiations in the market.

**2.9%**

Amount net prices for brand medicines fell, on average, in 2020

**\$236B**

Rebates, discounts and other payments made by brand manufacturers to insurers, the government, middlemen and others in 2021



Yet many Americans with insurance still face a financial barrier to their medicines, like having out-of-pocket costs that are more than they can afford. That's because insurers and middlemen, known as pharmacy benefit managers (PBMs), have increasingly shifted more health care costs to patients through high deductibles and coinsurance.

**MORE THAN 30%**

Share of surveyed Americans that have insurance but still reported facing a financial barrier to care.

**HALF**

Amount of commercially insured patient spending based on the undiscounted list price of a brand medicine rather than the negotiated net price the insurer pays.

**50%**

Amount that out-of-pocket costs for brand medicines have increased for commercially insured patients with a deductible since 2014.

To help lower what people pay out of pocket for medicines, insurers and middlemen should share rebates and discounts with patients at the pharmacy counter.

Medicine list price .....	\$100
Rebate from manufacturer .....	\$60
Insurance negotiated price .....	\$40

## GRACE'S CURRENT PAYMENT AT THE PHARMACY

Grace is in her deductible, so she pays the full \$100 for her medicine while her insurance company pockets a \$60 rebate from the manufacturer.



## GRACE'S PAYMENT AT THE PHARMACY WITH A SHARE THE SAVINGS POLICY

Sharing the negotiated savings with Grace directly lowers her cost to \$40. Now Grace benefits from the negotiation between her insurer and the manufacturer.



*\*This graphic is a simplified hypothetical example*



If insurance companies and middlemen don't pay the full price for medicines, patients shouldn't have to either. Sharing the savings can help ensure everyone benefits from America's engine of innovation and receives the care they need and deserve.