

SilverScript Brand Promise

For Medicare Part D beneficiaries, we offer **confidence** over confusion and **comfort** that comes with **consistency**. With SilverScript, every prescription is more than a mere transaction; each is a **commitment** to demonstrate our **expertise** and sole focus on **delivering** Part D coverage that helps keep participants on their path to better health.

We've been here since Medicare Part D began in 2006, and we focus 100 percent on delivering prescription drug coverage that works well in every way, every day. We go the extra mile to educate, explain and **empathize** and provide Part D beneficiaries with trust and **peace of mind** that they have chosen the right plan that **cares** for them.



2018 SilverScript Choice (PDP)

- SilverScript Choice – a plan with lots of zeros - \$0 deductible on ALL tiers, \$0 copay on Tier 1 drugs through CVS Caremark Mail Service Pharmacy, and lower monthly premiums.
 - **DEDUCTIBLE:** \$0 deductible in all states except Alaska, Arizona, and Hawaii.
 - \$0 deductible applies to ALL 5 tiers.
 - In Arizona and Hawaii, \$0 deductible applies to Tier 1 and Tier 2. There is a \$100 deductible for Tiers 3 through 5.
 - In Alaska, there is a \$405 deductible that applies to all tiers.
 - **PREMIUMS:** Low monthly premium
 - The premium is lower in 2018 than in 2017 in all states except in Arkansas and Hawaii (but don't worry, the premium in Arkansas is still under \$17 and in Hawaii it is still under \$24).
 - The Choice PDP premium is below the benchmark in 32 out of 34 regions (in other words, it is below the benchmark in every state except Alaska and Nevada).
 - **NEW PHARMACY NETWORK:** The Choice Network includes more than 67,000 pharmacies and the CVS Caremark preferred mail service pharmacy.
 - NEW for 2018: The Choice Network includes over 26,000 Preferred retail pharmacies and over 41,000 Standard retail pharmacies.
 - Tier 1 - Preferred Generic drugs have a \$0 copay through our mail service pharmacy.
 - **FORMULARY:** While the formulary still includes over 3,300 drugs, some drugs were replaced with different drugs.
 - Great news: SilverScript has moved dozens of drugs to a lower tier than the tier it was on in 2017. You will be able to find a "downtiered" drug list on the SilverScript Agent Portal closer to the start of the AEP.
 - We will be offering some drugs in 2018 where members can receive a 90-day supply for almost the same or lower copay than the 2017 30-day supply for a similar medication. Details will be announced around October 1st.

2018 SilverScript Choice PDP Designs

SilverScript Choice								
Regions	Most Regions		AZ		HI		AK	
Annual Deductible	\$0 applies to all tiers		\$0 T1 & T2, \$100 T3-T5		\$0 T1 & T2, \$100 T3-T5		\$405 applies to all tiers	
Initial Coverage (ICL)	Retail Pref/Std	Mail Preferred	Retail Pref/Std	Mail Preferred	Retail Pref/Std	Mail Preferred	Retail Standard	Mail Preferred
	30-day	90-day	30-day	90-day	30-day	90-day	30-day	90-day
Tier 1	\$3-\$9 / \$6-\$10	\$0	\$3 / \$7	\$0	\$3 / \$7	\$0	\$1	\$0
Tier 2	\$10-\$19 / \$19-\$20	\$25-\$47.50	\$16 / \$20	\$40	\$13 / \$20	\$32.50	\$4	\$10
Tier 3	\$34-\$46 / \$44-\$47	\$85-\$115	\$41 / \$47	\$102.50	\$41 / \$47	\$102.50	17%	17%
Tier 4	34%-49% / 44%-50%	34%-49%	45% / 50%	45%	45% / 50%	45%	36%	36%
Tier 5	33%	N/A	31%	N/A	31%	N/A	25%	N/A
Coverage Gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,750 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 44% of the cost Brand drugs: Members pay 35% of the cost							
Catastrophic Coverage (after donut hole)	Members enter the Catastrophic Coverage stage when they have spent \$5,000 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance or \$3.35 copay All other drugs: Members pay the greater of 5% coinsurance or \$8.35 copay							

Source: SilverScript Insurance Company Actuarial Services, as of August 1, 2017
 Premiums and coinsurance vary by region to comply with CMS equivalence rules.

"Less Than" Logic

- Did you know that sometimes a medication may cost less than the drug tier copay?
- We want to make sure you know that a member will pay whichever is lower: SilverScript's negotiated drug price or the tier copay. For example, if the SilverScript negotiated drug price is \$1.34 and the tier copay is \$3, the member will be automatically charged the \$1.34 and not the \$3 tier copay.
- Prices changed frequently.
- We did an analysis of the 2018 SilverScript Choice formulary. On average, the cost for approximately 100 drugs were lower than the Tier 1 and Tier 2 copays. Here are the results from a June 2017 analysis:

Note: Actual drug costs change frequently and vary by pharmacy

Source: SilverScript Insurance Company Actuarial Services, as of June 19, 2017

SilverScript Choice Premiums - By State

 States	Region	SilverScript Choice 2018	SilverScript Choice 2017	SilverScript Plus 2018	SilverScript Plus 2017
Alabama	12	\$25.40	\$28.90	\$46.20	\$68.90
Alaska	34	\$53.30	\$54.40	Not Available	Not Available
Arizona	28	\$28.50	\$29.70	\$74.00	\$75.90
Arkansas	19	\$16.40	\$15.70	\$47.80	\$51.60
California	32	\$28.50	\$29.90	\$79.70	\$83.70
Colorado	27	\$29.90	\$32.00	\$75.70	\$79.90
Connecticut	2	\$29.40	\$32.30	\$63.80	\$67.90
Delaware	5	\$29.50	\$33.90	\$77.60	\$81.90
District of Columbia	5	\$29.50	\$33.90	\$77.60	\$81.90
Florida	11	\$26.40	\$28.90	\$71.40	\$75.00
Georgia	10	\$19.60	\$22.80	\$46.20	\$55.10
Hawaii	33	\$23.90	\$23.90	\$57.90	\$75.10

Source: SilverScript Insurance Company Actuarial Services, as of August 1, 2017

SilverScript Choice Premiums - By State

States	Region	SilverScript Choice 2018	SilverScript Choice 2017	SilverScript Plus 2018	SilverScript Plus 2017
Idaho	31	\$32.70	\$33.80	\$76.30	\$84.80
Illinois	17	\$23.40	\$28.40	\$81.50	\$85.40
Indiana	15	\$23.40	\$26.60	\$46.30	\$62.40
Iowa	25	\$28.80	\$31.30	\$66.40	\$73.30
Kansas	24	\$24.50	\$27.20	\$72.20	\$77.30
Kentucky	15	\$23.40	\$26.60	\$46.30	\$62.40
Louisiana	21	\$23.10	\$24.20	\$54.90	\$64.20
Maine	1	\$29.60	\$32.10	\$52.20	\$73.00
Maryland	5	\$29.50	\$33.90	\$77.60	\$81.90
Massachusetts	2	\$29.40	\$32.30	\$63.80	\$67.90
Michigan	13	\$29.10	\$33.50	\$66.50	\$70.20
Minnesota	25	\$28.80	\$31.30	\$66.40	\$73.30
Mississippi	20	\$20.50	\$25.00	\$46.30	\$61.30

Source: SilverScript Insurance Company Actuarial Services, as of August 1, 2017

SilverScript Choice Premiums - By State

States	Region	SilverScript Choice 2018	SilverScript Choice 2017	SilverScript Plus 2018	SilverScript Plus 2017
Missouri	18	\$24.10	\$26.10	\$46.20	\$67.10
Montana	25	\$28.80	\$31.30	\$66.40	\$73.30
Nebraska	25	\$28.80	\$31.30	\$66.40	\$73.30
Nevada	29	\$38.10	\$39.40	\$68.30	\$72.20
New Hampshire	1	\$29.60	\$32.10	\$52.20	\$73.00
New Jersey	4	\$34.30	\$39.50	\$84.60	\$88.60
New Mexico	26	\$18.50	\$19.50	\$39.80	\$43.80
New York	3	\$29.80	\$30.80	\$72.00	\$75.70
North Carolina	8	\$26.40	\$29.30	\$62.30	\$68.70
North Dakota	25	\$28.80	\$31.30	\$66.40	\$73.30
Ohio	14	\$24.00	\$27.40	\$46.30	\$71.40
Oklahoma	23	\$23.90	\$28.10	\$68.00	\$71.90
Oregon	30	\$30.40	\$32.30	\$69.10	\$72.90

Source: SilverScript Insurance Company Actuarial Services, as of August 1, 2017

SilverScript Choice Premiums - By State

States	Region	SilverScript Choice 2018	SilverScript Choice 2017	SilverScript Plus 2018	SilverScript Plus 2017
Pennsylvania	6	\$27.80	\$28.50	\$72.00	\$77.90
Rhode Island	2	\$29.40	\$32.30	\$63.80	\$67.90
South Carolina	9	\$20.70	\$25.20	\$46.30	\$63.00
South Dakota	25	\$28.80	\$31.30	\$66.40	\$73.30
Tennessee	12	\$25.40	\$28.90	\$46.20	\$68.90
Texas	22	\$23.50	\$27.50	\$46.40	\$56.30
Utah	31	\$32.70	\$33.80	\$76.30	\$84.80
Vermont	2	\$29.40	\$32.30	\$63.80	\$67.90
Virginia	7	\$26.00	\$30.80	\$46.20	\$74.20
Washington	30	\$30.40	\$32.30	\$69.10	\$72.90
West Virginia	6	\$27.80	\$28.50	\$72.00	\$77.90
Wisconsin	16	\$34.60	\$36.70	\$68.50	\$72.50
Wyoming	25	\$28.80	\$31.30	\$66.40	\$73.30

Source: SilverScript Insurance Company Actuarial Services, as of August 1, 2017

2018 SilverScript Plus (PDP)

- SilverScript Plus – Members get everything the SilverScript Choice plan offers, plus enhanced coverage for Medicare’s “donut hole.”
 - **DEDUCTIBLE:** \$0 deductible in all states.
 - **EXTRA GAP COVERAGE:** Tier 1 and Tier 2 medications have the same low copays in the Coverage Gap as before the Coverage Gap.
 - **PREMIUMS:** Low monthly premium.
 - Eleven states with monthly premiums under \$50 (AL, GA, IN, KY, MO, MS, OH, SC, TN, TX, and VA)
 - **PHARMACY NETWORK:** The Plus Network includes more than 67,000 pharmacies and the CVS Caremark preferred mail service pharmacy.
 - The Plus Network includes over 35,000 Preferred retail pharmacies and over 32,000 Standard retail pharmacies.
 - Tier 1 & Tier 2 - Preferred Generic Tier and Generic Tier drugs have a \$0 copay through our mail service pharmacy.
 - **FORMULARY:** Slightly different formulary than the SilverScript Choice formulary.

NOTE: SilverScript Plus PDP is not available in Alaska

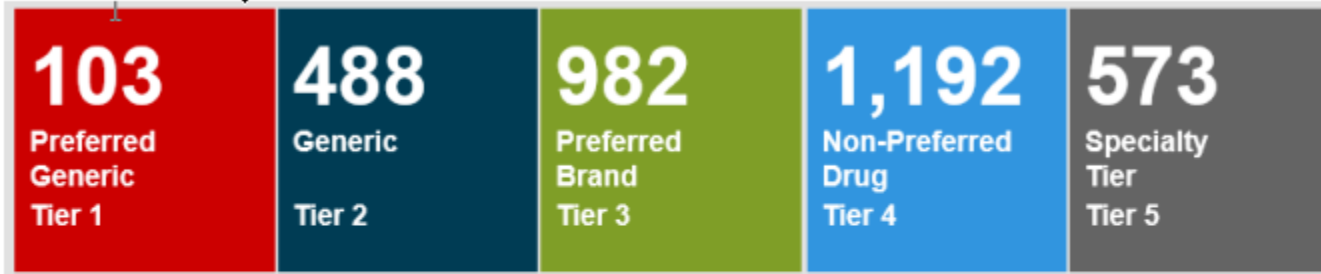
2018 SilverScript Plus PDP Design - All States (not available in AK)

SilverScript Plus				
Regions	Most Regions		AL, GA, IN, KY, MO, MS, OH, SC, TN, TX, VA	
Annual Deductible	\$0 deductible applies to all tiers			
Initial Coverage (ICL)	Retail Pharmacy Preferred / Standard	Mail Service Pharmacy Preferred	Retail Pharmacy Preferred / Standard	Mail Service Pharmacy Preferred
	30-day	90-day	30-day	90-day
Tier 1	\$1 / \$10	\$0	\$2 / \$10	\$0
Tier 2	\$5 / \$20	\$0	\$8 / \$20	\$0
Tier 3	\$35 / \$47	\$70	\$40 / \$47	\$80
Tier 4	40% / 50%	40%	46% / 50%	46%
Tier 5	33% / 33%	N/A	33% / 33%	N/A
Coverage Gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,750 in total yearly drug costs (not including monthly premiums)			
Tier 1	\$1 / \$10	\$0	\$2 / \$10	\$0
Tier 2	\$5 / \$20	\$0	\$8 / \$20	\$0
Tiers 3, 4, and 5	Generic drugs: Members pay 44% of the cost Brand drugs: Members pay 35% of the cost			
Catastrophic Coverage (after donut hole)	Members enter the Catastrophic Coverage stage when they have spent \$5,000 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance or \$3.35 copay All other drugs: Members pay the greater of 5% coinsurance or \$8.35 copay			

Source: SilverScript Insurance Company Actuarial Services, as of August 1, 2017
 Premiums and coinsurance vary by region to comply with CMS equivalence rules.

SilverScript 2018 Open PDP Formularies

The SilverScript Choice (PDP) Formulary



The SilverScript Plus (PDP) Formulary



All SilverScript formulary tiers include generic and brand drugs
Source: Formulary Management Department, August 3, 2017

Formulary Considerations

- SilverScript carefully reviews our formularies and makes changes from year to year.
- Overall drug counts are similar for both the SilverScript Choice formulary and the SilverScript Plus formulary compared to 2017 but there are changes.
- SilverScript removed drugs, added drugs, and even moved over 100 drugs to a lower cost tiers.
- Interesting fact: 8 out of SilverScript's Top 10 drugs utilized in 2017 by Choice members have a cost less than the copay. Remember, our members are automatically charged which ever is lower: the drug cost or the copay.

Drug Name	Tier	Cost Less Than Copay?
Amlodipine Besylate	1	Yes
Atorvastatin Calcium	1	No
Furosemide tabs	1	Yes
Lisinopril	1	Yes
Metformin HCL	1	Yes
Metoprolol Tartrate	1	Yes
Simvastatin	1	Yes
Gabapentin caps	2	Yes
Hydrocodone/Acetaminophen	2	No
Omeprazole DR	2	Yes

Note: Actual drug costs change frequently and vary by pharmacy

Source: SilverScript Insurance Company Med D Analytics, as of June 28, 2017

Formulary Considerations

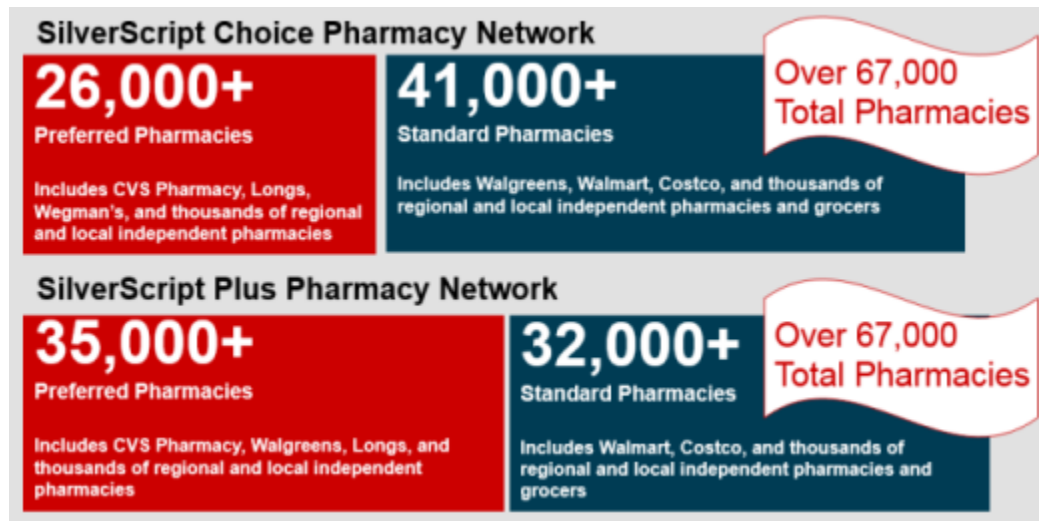
- We recommend that agents use a drug pricing/plan comparison tool when reviewing PDP options with clients.
- The plan comparison tools use the "less than" logic to ensure the plan comparison includes the drug cost when it is lower than the tier copay.
- Even though some PDPs have a higher copay than other PDPs, the "less than" logic is an important reason why agents should run a plan comparison analysis for each client.
- Starting with the 2018 AEP, we will post on the SilverScript Agent Portal Reference Material's page a list of common medications with costs significantly less than the 2018 Choice PDP copay. This document will be a helpful resource for agents. Here is a chart showing some of those medications:

Drug Name	Drug Name	Drug Name
Alprazolam tab	Furosemide tab	Omeprazole cap
Atenolol tab	Gabapentin cap	Pantoprazole tab
Bisoprolol fumarate/HCTZ tab	Hydrochlorothiazide tab	Prednisone tab
Bupropion tab	Lamotrigine tab	Ramipril cap
Carvedilol tab	Letrozole tab	Ranitidine tab
Chlorhexidine gluconate sol	Lisinopril/HCTZ tab	Simvastatin tab
Clonazepam tab	Lisinopril tab	SMZ/TMP DS tab
Clonidine tab	Lorazepam tab	Terazosin cap
Diazepam tab	Losartan/HCT tab	Terbinafine tab
Donepezil tab	Meloxicam tab	Timolol Maleate sol
Escitalopram tab	Methimazole tab	Toresemide tab
Famotidine tab	Mirtazapine tab	Tramadol HCL tab
Fosinopril tab	Omeprazole DR cap	Trazodone tab

Note: Actual drug costs change frequently and vary by pharmacy
 Source: SilverScript Insurance Company Med D Analytics, as of June 28, 2017

Pharmacy Network for SilverScript Choice

- SilverScript PDPs will be supported by two plan-specific pharmacy networks in 2018.
 - SilverScript Choice (PDP): SilverScript Choice network now distinguishes between preferred and standard pharmacies.



Source: CVS Health Networks Analytics, July 31, 2017
 SilverScript Choice PDP pharmacy network offers limited access to pharmacies with preferred cost sharing in rural areas of AK and OK.