

Understanding Specialty Pharmacy within Your 340B Strategy

Navigating rising specialty drug spend and evolving 340B requirements

Drug Market Trends

While generics dominate volume, they don't drive spend.

- Approximately **85%** of prescriptions dispensed are generic, yet only represent **18%** of total spend
- Nearly all primary care medications are already generic, or will be soon. Limited financial upside left in primary care prescribing
- Bulk of revenue and cost in pharmacy is not coming from high-volume generics, but a smaller set of high-cost medications: **specialty drugs**



