90% of the Rx Dollar Is Retained by Drug Manufacturers and Pharmacies

Share of Drug Dollar Retained by Drug Supply Chain Participants

- Negotiating with drug makers and pharmacies
- Tracking new outcomes evidence & updating formularies
- Assuring patient safety/detecting contraindications
- Running adherence programs & medication therapy management
- Encouraging generic and high-value utilization
- Detecting and preventing fraud
- Utilization review and analysis

6% PBM Services

4% Wholesalers

25% Pharmacies

65% Manufacturers

Source: Visante estimates, based on data published by IQVIA, Pembroke, Altarum, USC Schaefer, and Health Affairs. Figure displays estimated total net expenditures after rebates, both brands and generics. Includes only traditional PBM services, and excludes prescriptions filled by PBM-owned mail/specialty pharmacies, which cost less than retail but provide added margins to PBMs who own mail/specialty pharmacies.