

ENABLING BETTER HEALTH & VALUE ... ONE CONSUMER AT A TIME • ENABLING BETTER HEALTH & VALUE ... ONE CONSUMER AT A TIME



APRIL 14 - 16, 2008

OUTCOMES CONFERENCE

RENAISSANCE GRAND HOTEL
ST. LOUIS, MISSOURI



EXPRESS SCRIPTS®



Dear Friend of Express Scripts:

The pharmaceutical industry and marketplace are again shifting, posing new challenges and opening new opportunities. Accordingly, our company continues to change — anticipating developments yet to come, expanding our understanding of clinical outcomes, and creating exciting new approaches to improving patients' health, as well as providing better value for patients and plan sponsors.

Applying an Advanced Understanding of Consumer Behavior

Understanding the individual consumer holds the key to more effective management of pharmacy benefits. As today's leading consumer companies have learned through extensive research and testing, there is no one-size-fits-all message — no silver bullet to drive more cost-effective behavior.

Express Scripts is focused on applying an advanced understanding of consumer behavior to the pharmacy benefit. We're tapping into the revolution that's taking place in the scientific understanding of human behavior. And with that understanding, we're deploying tools designed to deliver greater use of generics and Home Delivery, improved therapy adherence, and higher member satisfaction ... one consumer at a time.

Research and Evidence-Based Programs

As a prelude to developing strengthened adherence programs that help reduce medical costs and improve health, we have conducted groundbreaking research exploring consumer patterns of medication use and compliance. We've already demonstrated that we can help plan sponsors drive out waste and lower costs. And our researchers have now produced solid evidence that formulary-management programs do not adversely affect health outcomes.

Specialty Pharmacy: The Path to Cost Effectiveness

The number of specialty drugs continues to grow — along with their use. We're focused on developing new approaches to managing costs associated with this expensive segment of healthcare. This includes looking at novel approaches to the pharmacy benefit as it pertains to these expensive agents with sometimes uncertain efficacy. In addition, we've been in the forefront of lobbying Congress to pass legislation that provides a pathway for approval of biogeneric drugs.

At this year's Outcomes Conference, we'll address these and other challenges, and we'll discuss the findings of the Express Scripts *2007 Drug Trend Report*. Please join us for an engaging and informative discussion around the most cutting-edge ideas in the world of pharmacy.

Sincerely,

George Paz
Chairman & CEO
Express Scripts

Monday, April 14

Transportation Shuttles

When you arrive in the airport baggage area, look for a uniformed greeter, who will escort you to the complimentary bus to the Renaissance Hotel.

Registration — Noon to 6 p.m.

An Outcomes Conference registration table will be in the hotel lobby from noon to 6 p.m. Register at your convenience to receive conference materials.

Welcome Reception — 6:30 p.m. to 10 p.m.

Join your fellow conference participants for cocktails and dinner. It's a perfect opportunity to greet long-time associates and make new acquaintances.

Tuesday, April 15

Beyond Carrots and Shticks: What to Do When Financial Incentives and Information Aren't Enough

Bob Nease, PhD

Chief Scientist, Express Scripts

Plan sponsors continue to seek a sustainable, cost-effective pharmacy benefit, but proper financial incentives and awareness-building messaging only go so far toward that goal. Come hear how an advanced understanding of human behavior can be applied to enable better health and value in the pharmacy benefit ... one consumer at a time.

Decision Making and Happiness — Is There a Connection?

Daniel Gilbert

Professor of Psychology, Harvard University

Daniel Gilbert, renowned Harvard psychologist and author of the best-selling book, *Stumbling On Happiness*, will reveal the stunning connections between our experience of happiness and how we make decisions about our future, all within the context of decision making. In his own charming and amusing way, Gilbert will weave together facts and theories from psychology, cognitive neuroscience, philosophy and behavioral economics to explain why we seem to know so little about the hearts and minds of the people we are about to become.

Express Scripts 2007 Drug Trend Report

Brian Seiz, PharmD

Senior Director, Clinical & Trend Programs, Express Scripts

The 12th edition of the Express Scripts *Drug Trend Report* brings you the industry's most comprehensive, trusted analysis of prescription-drug costs and utilization trends. Using actual claims analyses, the report breaks down the factors affecting trend growth in 2007. It includes the top therapy classes — the diseases and medications that drove drug trend over the past year — and key therapy classes that are on the rise and should be watched. Seiz will also discuss what to expect from the drug pipeline and the implications of upcoming patent expirations.

Breakout Sessions

After lunch on Tuesday and Wednesday, Express Scripts experts will lead informal, small-group sessions on a variety of topics. Prior to the conference, you will receive an invitation to sign up for the sessions of your choice.

Tuesday, April 15 *Continued*

Generic Drugs: What's on the Mind of Consumers?

Emily Cox, RPh, PhD

Senior Director, Research, Express Scripts

Greater use of lower-cost generic medications reduces costs for members and plan sponsors. However, the potential for savings is still great. In 2006, Express Scripts estimated that the potential savings from greater use of generics in only six therapy classes was more than \$20 billion. Might patient perception of generics help identify some of the barriers to increased use? We'll explore the latest insights and learnings from survey results of more than 1,000 Express Scripts members.

Gateway to the West Evening Event — 7 p.m.

Join us at the nation's tallest monument and St. Louis' best known landmark, the Gateway Arch. Enjoy an evening of dinner and drinks while exploring the Arch and the Museum of Westward Expansion, and riding the tram to the top to experience a spectacular view.

Wednesday, April 16 *Conference concludes at 2:30 p.m.*

Can the Specialty Beast Be Tamed?

Steve Miller, MD, MBA

Chief Medical Officer, Express Scripts

Alan Garber, MD, PhD

Henry J. Kaiser Jr. Professor & Professor of Medicine, Economics & Health Research & Policy, Stanford University

Expenditures on specialty medications are growing faster than any other segment of the pharmaceutical industry. Dr. Miller will lead off this session by describing the reasons for the growing use of specialty drugs. He'll also discuss why current approaches to managing this important therapeutic category have offered an incomplete solution. Dr. Garber will then provide a view of the future — when the technique of cost-effectiveness analysis is used to promote value in healthcare. He will familiarize you with tools that will help patients gain the greatest improvement in health for the money spent. The two speakers will then discuss action steps that will be needed to implement this value-based paradigm.

Does Reducing Pharmacy Cost Impact Medical Outcomes?

Ed Weisbart, MD, CPE, FAAFP

Chief Medical Officer, Medical Affairs, Express Scripts

We know our approach to managing the pharmacy benefit is highly effective at reducing cost and driving out waste, but how do these strategies impact medical outcomes? We'll discuss our new findings about the medical impact of pharmacy management with important financial, clinical and safety implications.

The Current Electoral Environment — What It Means to Healthcare

Whit Ayres, PhD

President, Ayres, McHenry & Associates

This year's presidential election is one of the most wide-open and fascinating in decades. Dr. Ayres will examine the current electoral environment by looking at recent election trends and issues to see what they can tell us about 2008, with a particular focus on the role of healthcare in the presidential debate. He'll assess the outlook for the U.S. Senate, the presidential contenders and the prospects for the general election in November.



Express Scripts' 12th Annual Outcomes Conference Is Coming Soon

We've been told time and again, if you are to attend one professional meeting this year, be sure to make it the Express Scripts Outcomes Conference. Simply put, it's the nation's premier, not-to-be-missed forum for in-depth discussion of issues that shape the pharmacy benefit.

What's It All About?

Express Scripts experts and distinguished guest speakers tackle the challenges that confront plan sponsors and shed light on the hows, whats and whys of effective pharmacy benefit management. We'll discuss findings from our newly released *2007 Drug Trend Report*.

Please Join Us

Be part of the conversation, exchange experiences, take away a wealth of great new ideas.

Register by March 31, 2008. Space is limited.

How to Register

1. Visit the Express Scripts website, www.express-scripts.com.
2. Click on About Us, and then click Outcomes Conference to register.
3. To begin, enter your registration number. Your registration number is at the top of the mailing label on the back of your invitation. If you no longer have the invitation or the 10-digit registration number, please request a new registration number by e-mailing OutcomesConference@express-scripts.com or faxing your request to 800.828.9508.
4. Select Submit once you have completed all fields on the registration form.

***Note:** During registration, you will be asked for a credit card number. If you cancel or make changes to your air or hotel reservation, fees will be charged to this credit card, as will any incidental hotel fees you incur as a hotel guest.*

If you do not have Internet access, you may register by fax. Call 800.871.0283 to request a fax registration form, and fax your completed form to 800.828.9508.

What Happens After I Register?

- Upon receipt of your registration, a travel agent will create an itinerary based on the travel preferences you selected. The proposed itinerary will be e-mailed to you. Please confirm your travel itinerary by e-mail to the travel agent at CWTGroup@Carlsonwagonlit.com within 24 hours of receipt.
- Due to airline regulations, the travel agency is only able to hold a reservation for 24 hours before releasing the reservation. If you are unable to confirm your travel itinerary within 24 hours, please understand that your original selections may change.
- Once your final itinerary is booked, you are responsible for any costs associated with changes in your booking. Such costs will be charged to your credit card.
- If you require additional assistance with travel arrangements, please contact CWTGroup@Carlsonwagonlit.com. An Outcomes Conference agent will contact you within 72 hours during regular business hours, Monday through Friday.

If you have questions about the Outcomes Conference, you can reach us by e-mail, OutcomesConference@express-scripts.com, or by fax, 800.828.9508.

See back page for more details.

Frequently Asked Questions

Q. What is the registration deadline?

A. **March 31, 2008.** Register early since space is limited. We accept registrations on a first-come, first-serve basis.

Q. Who pays for the conference?*

A. Express Scripts will pay for your air travel, hotel, roundtrip airport transportation and all group meals during the conference. All travel must be booked through the Express Scripts Reservation Desk. Please review the section "How to Register."

Q. What if I need to change my airline ticket or cancel?

A. Please contact the travel agency at CWTGroup@Carlsonwagonlit.com.

Note: *You will be responsible for any costs associated with changes and will be billed for the full cost of the ticket if you cancel. Tickets are not transferable or refundable.*

Q. How should I dress?

A. Dress is business casual for all sessions and events. Please bring a light jacket or sweater. Historically, the temperature in the General Session ballroom has been cool.

* The Express Scripts Outcomes Conference is dedicated to the education of those who attend and is not used as a forum for sales. Express Scripts realizes that some government or corporate representatives who receive invitations may have restrictions regarding payment of travel expenses for the conference. If in question, please check with your corporate ethics officer before booking travel arrangements. Alternate arrangements for self-payment of travel expenses may be made by contacting OutcomesConference@express-scripts.com.

Additional Questions or Comments?

- Questions regarding airline travel should be e-mailed to CWTGroup@Carlsonwagonlit.com.
- Questions regarding hotel accommodations and ground transportation should be e-mailed to jbesser@macmeetings.com.
- E-mail all other questions or comments to OutcomesConference@express-scripts.com or fax them to 800.828.9508.

