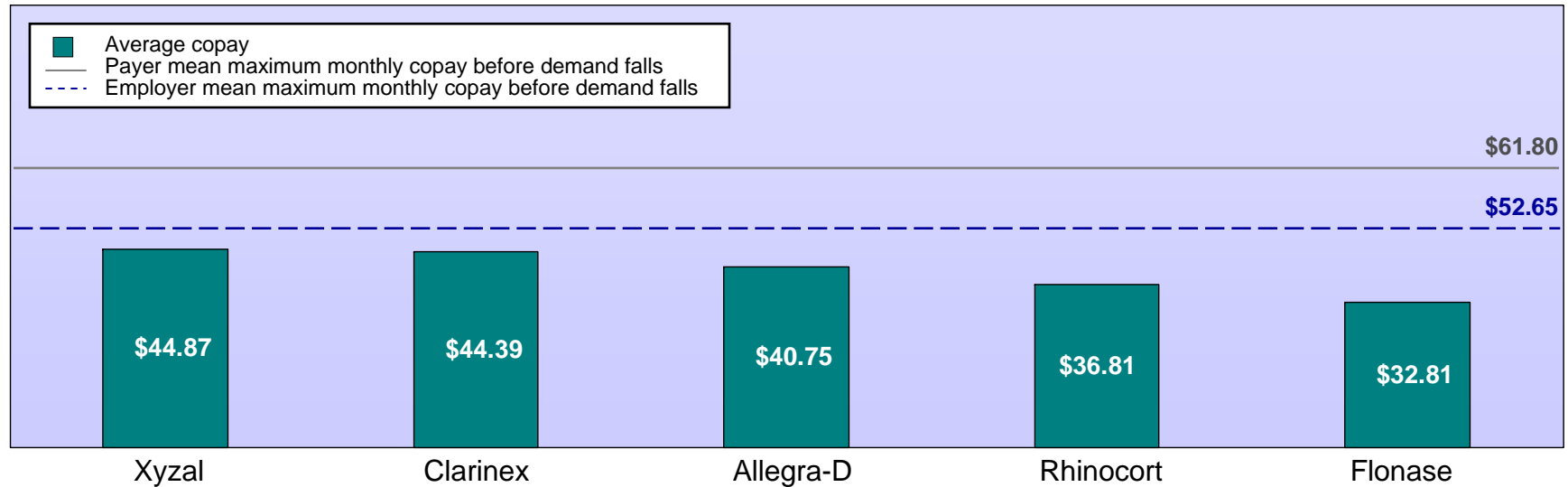


Coverage and Tier Positioning: Allergic Rhinitis

Key Findings:

- High pharmacy penetration as well as significant preferred status contribute to Flonase's high accessibility in this category
- Payers anticipate that copays could increase approximately \$20-\$30 in this category without an accompanying decrease in demand



	Xyzal	Clarinex	Allegra-D	Rhinocort	Flonase
% coverage as Rx benefit	81.6%	73.8%	83.5%	94.2%	96.1%
% coverage as med benefit	0.0%	0.0%	0.0%	0.0%	0.0%
% no coverage	18.4%	26.2%	16.5%	5.8%	3.9%
% preferred status ¹	4.9%	9.5%	22.6%	40.0%	47.4%
Preference index ²	0.04	0.09	0.24	0.43	0.68

¹Percent preferred status is based on the subset of respondents who cover the agent on the pharmacy benefit.

Payers n=103

²Preference index is a measure of a product's absolute accessibility. It represents the mean distance from the highest numbered tier across the market. The higher the number, the further the distance from the highest numbered tier, indicating greater accessibility.