2023 Seasonal Flu Coverage
Manufacturer Update

NAIIS Summit Partners Call

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Flu seasons run for 35 weeks Aug to Mar
- Week 1 represents: Aug 08, 2020; Aug 07, 2021; Aug 06, 2022; Aug 05, 2023

1 Data only reflects active Flu season, Season to Date (August – March); Medical claims are a week behind Retail claims therefore Retail claim week ending dates are adjusted to be consistent with Medical claims
With Medical down 15% YOY and Retail down 10%, overall flu immunized population shrinks each year.
18-64 age segments witnessing YOY lag greater than the overall market immunization

<table>
<thead>
<tr>
<th>Age Segment</th>
<th>Claims as of Week 11/11</th>
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</thead>
<tbody>
<tr>
<td>Ages 0-17</td>
<td>-10.6%</td>
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<tr>
<td>Ages 18-49</td>
<td>-14.9%</td>
</tr>
<tr>
<td>Ages 50-64</td>
<td>-16.8%</td>
</tr>
<tr>
<td>Ages 65+</td>
<td>-10.5%</td>
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- Vaccination lagging across age cohorts YoY:
  - Ages 0-17: -10.6%
  - Ages 18-49: -14.9%
  - Ages 50-64: -16.8%
  - Ages 65+: -10.5%

- With 3% population CAGR in 65+ and decreasing immunization YOY results in larger population receiving no protection from FLU

IQVIA NATIONAL CLAIMS DATA
- COVERAGE FOR MEDICAL IS 65%. CLAIMS ARE EXTRAPOLATED TO CAPTURE 100% OF THE MARKET
- NOT COVERED SEGMENTS – KAISER, VA, CDC, FQHC, LTC, CASH PAYMENTS, MEDICARE PART A – HOSPITALS, NON-AMA AFFILIATED HCP IMMUNIZATIONS
Influenza immunization trends are heading the wrong way

- Overall rates are significantly down…again
- Retail and Medical administration is down
- Medical in particular is further down
- Those not getting immunized in Medical are not going to Retail
- Rates are down in all age groups
- In 65+, rates are down even further considering Baby Boomers aging in

These trends need stakeholder action to avoid further decline

In the meantime, there is still time to immunize patients
All immunization stakeholders – especially providers – need to continue education and administration to extend the immunization season

- **Reach out to patients** who have not received influenza this year. Remind them why getting flu vaccine this year is important for their health with a strong recommendation.
- **Continue educating patients and offering flu vaccine** as long as flu is circulating.
- **Use COVID-19 and RSV vaccinations** to co-administer influenza per the ACIP recommendation, or, if the patient declines, schedule a visit in the very near future for their influenza immunization and follow-up with them to ensure they are immunized.
- **Use the many tools available** to help providers, staff, and patients on sites such as CDC.gov and Immunize.org.

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**It is not too late to immunize - and to be immunized.**

*Keep offering the flu shot!*