UPPI Locations

United Pharmacy Partners

81 Locations
12 Cyclotrons
Value Factors UPPI Portfolio

UPPI SPECT/PET Products

Major and Significant Contributions to UPPI Growth

Relative Value to Purchases

Highly Desired

Highly Valued

2014 Molybdenum-99 (Mo 99)
Topical Meeting
Value Factors UPPI Portfolio

UPPI SPECT/PET Products

Major and Significant Contributions to UPPI Growth

LEU MO 99

Highly Desired

Dual Inventory HEU - LEU Generator

During 2014

Relative Market Share

HEU

LEU

Xenon 133

Highly Valued

Iodine 131

HEU Mo 99

2014 Molybdenum-99 (Mo 99) Topical Meeting
Value Factors UPPI Portfolio

UPPI SPECT/PET Products

Highly Desired

Highly Valued

2014 Molybdenum-99 (Mo 99) Topical Meeting
Value Factors UPPI Portfolio

UPPI SPECT/PET Products

Dual Inventory HEU - LEU Generator

Relative Market Share

During 2016 - 2017

Highly Desired

Highly Valued

Major and Significant Contributions to UPPI Growth

Relative Value to Purchases

2014 Molybdenum-99 (Mo 99) Topical Meeting
UPPI LEU Walk

- HEU to non-HEU derived Tc 99m with stepwise growth in the molecular imaging space
- Account for the CMS incentive for use of 95% LEU Tc 99m doses
- Market space conversion
- Hospital GPO conversion
  - Existing contracts
  - New Opportunities
UPPI LEU Walk

- How to Address a Dual Inventory of Mo 99 Generators (HEU and LEU/non-HEU)?
  - Teeth-to-tail traceability of the LEU/non-HEU inventories until total conversion
  - Software enhancement to run dual inventory in the radiopharmacy
  - Generator – Elution – Kit – QC – Unit Dose
  - Internal cost accountability
What are we trying to achieve?

- Ability to accurately trace prescriptions to a LEU generator.
- Ability to charge appropriately for LEU prescriptions.
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UPPI LEU Walk

- Work with gradual LEU market penetration
- Build as supply becomes more robust
- Target to 100% conversion
  - Dual inventories unnecessary
  - Traceability
  - Measure success beyond HOPPS reimbursement
- Walk to next targeted market for conversion
UPPI LEU Walk

- **HEU shrinks as LEU/non-HEU expands**
- What happens to HEU Mo 99 price when supply reaches a low volume?
- Is there a Full Cost Recovery tsunami?
- Does a domestic non-HEU source effect Full Cost Recovery efforts of current international suppliers?
- Where does the non-HEU Tc 99m per mCi price settle for the end user?