

340B Program at a Glance

Over the last four years, purchases of 340B-priced drugs have increased by 21.8 percent annually, reaching \$55 billion in 2022.

This rate of growth far outstrips the US pharmaceutical marketplace overall and demonstrates the broad scope of 340B.

State of the 340B Program: Key Statistics

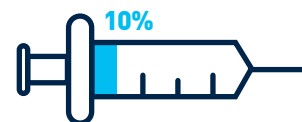
\$54.6B

\$126.3B

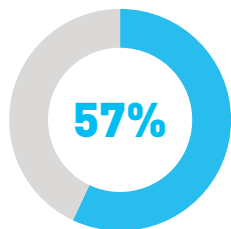
\$54.6B in discounted 340B program sales, which equates to **\$126.3B** in gross sales

169%

growth in 340B sales over last 5 years

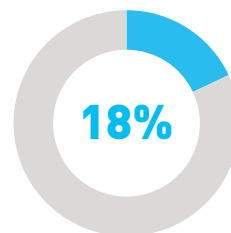


Contract pharmacies account for an estimated **10%** of 340B sales of physician-administered drugs



The average discount off list price for drugs purchased at 340B price in 2022 was **57%**

340B purchases represented **18%** of outpatient branded drug sales for 2022



Contract pharmacy arrangements grew by **153%** between 2018 and 2022

- Gross and net 340B sales figures and overall 340B program growth are based on BRG analysis of net program sales as reported by HRSA at: <https://www.drugchannels.net/2023/09/exclusive-340b-program-reached-54.html>
- Hospital and pharmacy enrollment figures are based on BRG analysis of HRSA enrollment data.

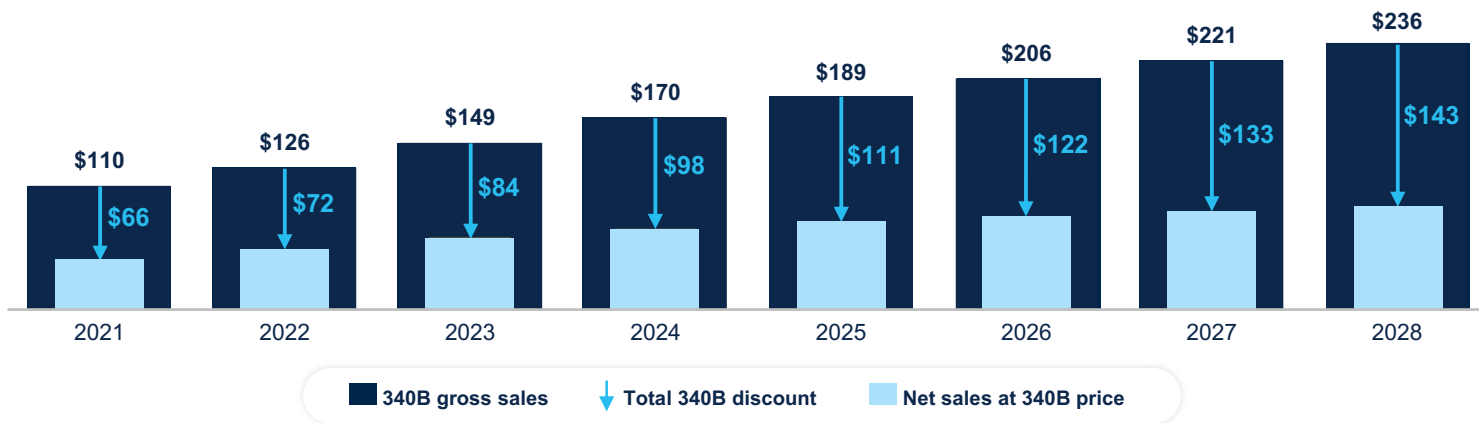
340B Program Outlook

Using historical trend analysis of the 340B program and projections for future utilization of medicines in the US, BRG experts developed a 340B program forecast. Provided below are key statistics on the future state of the 340B program.



Forecasted Growth of Gross and Net 340B Sales

All dollars in billions



1 in 4



brand drugs will be purchased at the 340B price in 2025

340B could be the largest

federal drug program by 2028, exceeding gross drug purchases through Medicare Part D, Medicare Part B, and Medicaid

1 in 5



340B drug purchases will be dispensed by a contract pharmacy in 2024

By 2027, the average discount off list price for drugs purchased at the 340B price will exceed **60%**

- Drug discounts and forecasted program sales are based on BRG's analysis of medical and pharmaceutical claims data, HRSA registration data, and pricing information from the Elsevier Gold Standard Drug Database.
- Medicare and Medicaid future gross drug spending are based on BRG analysis of data released by CMS and MACPAC.

Copyright ©2024 by Berkeley Research Group, LLC. Except as may be expressly provided elsewhere in this publication, permission is hereby granted to produce and distribute copies of individual works from this publication for nonprofit educational purposes, provided that the author, source, and copyright notice are included on each copy. This permission is in addition to rights of reproduction granted under Sections 107, 108, and other provisions of the US Copyright Act and its amendments.

Disclaimer: The opinions expressed in this publication are those of the individual author(s) and do not represent the opinions of BRG or its other employees and affiliates. The information provided in the publication is not intended to and does not render legal, accounting, tax, or other professional advice or services, and no client relationship is established with BRG by making any information available in this publication, or from you transmitting an email or other message to us. None of the information contained herein should be used as a substitute for consultation with competent advisors.