

340B Program at a Glance: 2025

Over the last five years, purchases of 340B-priced drugs have increased by 22.1 percent annually, reaching \$68 billion in 2023.

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

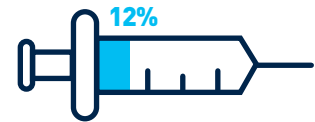
State of the 340B Program: Key Statistics

\$67.7B

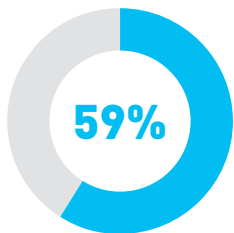
\$164.7B

\$67.7B in discounted 340B program sales, which equates to **\$164.7B** in gross sales.

122% growth in 340B sales over last five years compared to 38% growth in overall drug sales.

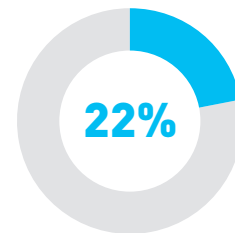


12% of dispenses for drugs selected for Medicare price negotiation may be subject to 340B pricing; duplicate discounts in 2026 could reach **\$4B**.



The average discount off-list price for drugs purchased at 340B price in 2023 was **59%**.

340B purchases represented **22%** of outpatient branded drug sales for 2023.



The number of contract pharmacy arrangements grew by **123%** between 2019 and 2023.

- 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.hrsa.gov/opa/updates/2023-340b-covered-entity-purchases>.
- Hospital and pharmacy enrollment figures are based on BRG analysis of HRSA enrollment data.

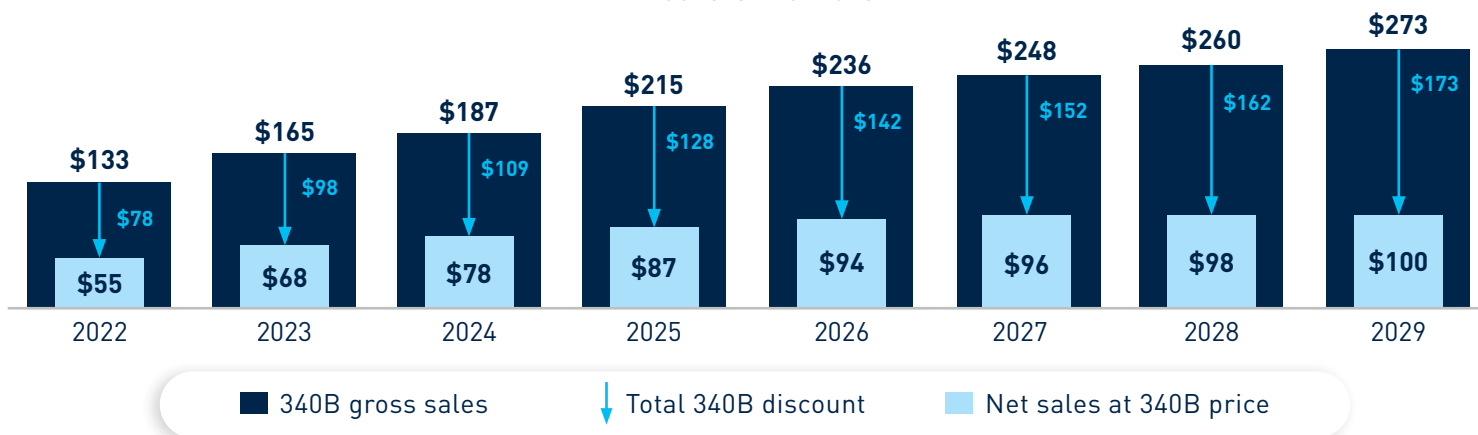
340B Program Outlook: 2025

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 2026.

340B could be the largest

federal drug program by 2027, 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 2025.

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.

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