

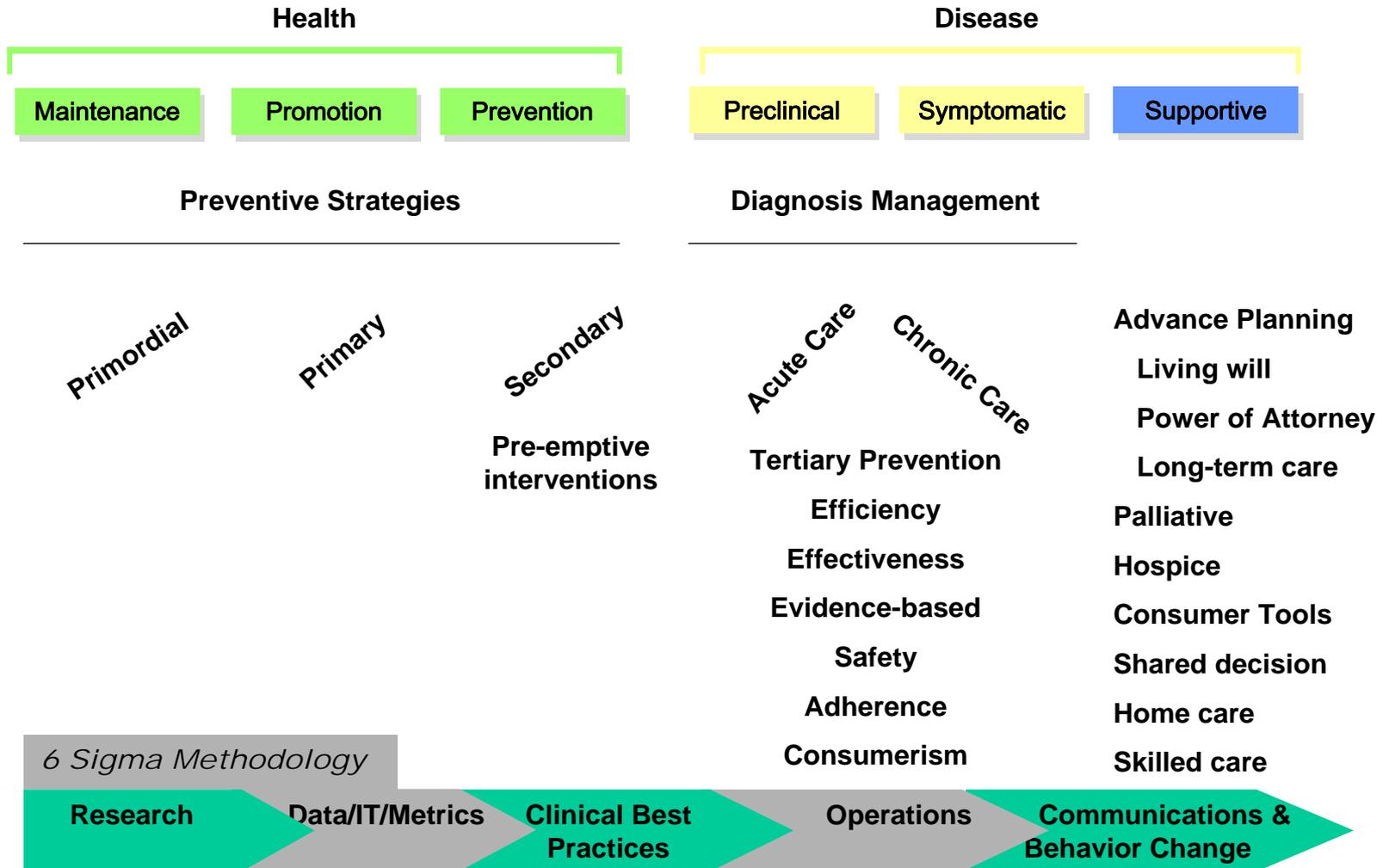
Caterpillar Inc

- Fortune 100 Company
- Sales and revenue of \$ 51B in 2008
- Profit \$ 4.5B in 2008
- Employ > 100,000 world-wide (50% in US)
- 50% sales outside US
- Manufacturing facilities in 40 countries

Caterpillar Inc

- Self-Insured
- 150,000 covered lives in US
 - Employees and retirees
 - Spouses and dependents
 - 30,000 union retirees
- \$650M annual spend on health care
- Average age of EE – 41
- Average turnover <10%
- Long term approach to health care strategy

Continuum of Care Health Care Delivery System



Caterpillar's Healthcare Strategy

- 1930 Onsite Wellness Exams
- 1992 Payer to Purchaser
- 1995 EO full endorsement of health promotion program
- 1999 Evidence-based pharmacy collaboration
Hemochromatosis screening
- 2000 C. Everett Koop National Health Award

Caterpillar's Healthcare Strategy

- 2001 Special Group Insurance Plan A
- 2002 Free and Clear Program
- 2007 Zero Dollar Drug coverage
- ACOEM confers Corporate Health Achievement Award
- 2008 Worksite Health Coaching Program

Health

Disease

Stratification

Maintenance

Promotion

Prevention

Preclinical

Symptomatic

Supportive

Preventive Strategies

Low risk
Average risk
Above average
High risk

Risk Stratification

All

Secondary

Primordial

Avg risk (50-54)

Total fat intake
Saturated fat
Physical activity
Fiber, fruits, veggies
Weight control

FOBT annual
Negative
Positive
(Rx screening)

Avg risk (55-64)

High Risk

Primary

Screening >65 (Medicare)

ASA / NSAIDs
Calcium supplements

High risk (screening @ <55)

Polyps

CRC

Living will

Hyperplastic
Adenoma
Dysplastic

Acute Care

Power of Attorney
Shared decision

Cancer staging

Advance planning

Adjuvant Rx

Palliative

Chemo, Biologies, Radiation

Home care/hospice

Quality

Reminders

Surgical

Education

Pathology

Plan design

Hospital

Oncology

Project 2: Patient and Physician Education

30%

Projects #X, X: Procedure quality

Surveillance

Chronic Care

Project 1: Data Analysis for Baseline and Risk Stratification

Health Risk Appraisal

Community Health

Metrics
Quality of Care

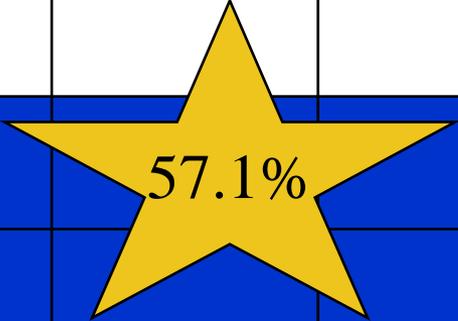
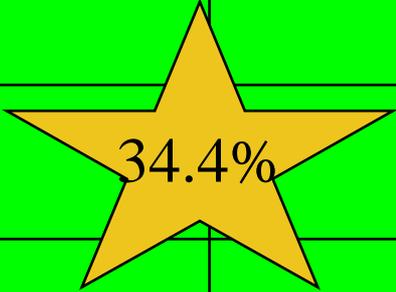
End of Life Care

Top Five Drug Classes By Cost

Calculated Ingredient Cost (includes copay plus amount paid by Caterpillary)

Drug Class	CIC
Antihyperlipidemics	\$26,592,118
Antidiabetics	\$13,150,753
Antihypertensives	\$12,762,534
Ulcer Drugs	\$11,155,899
Antiasthmatics	\$10,437,527

Dose Conversion Table for Statins:

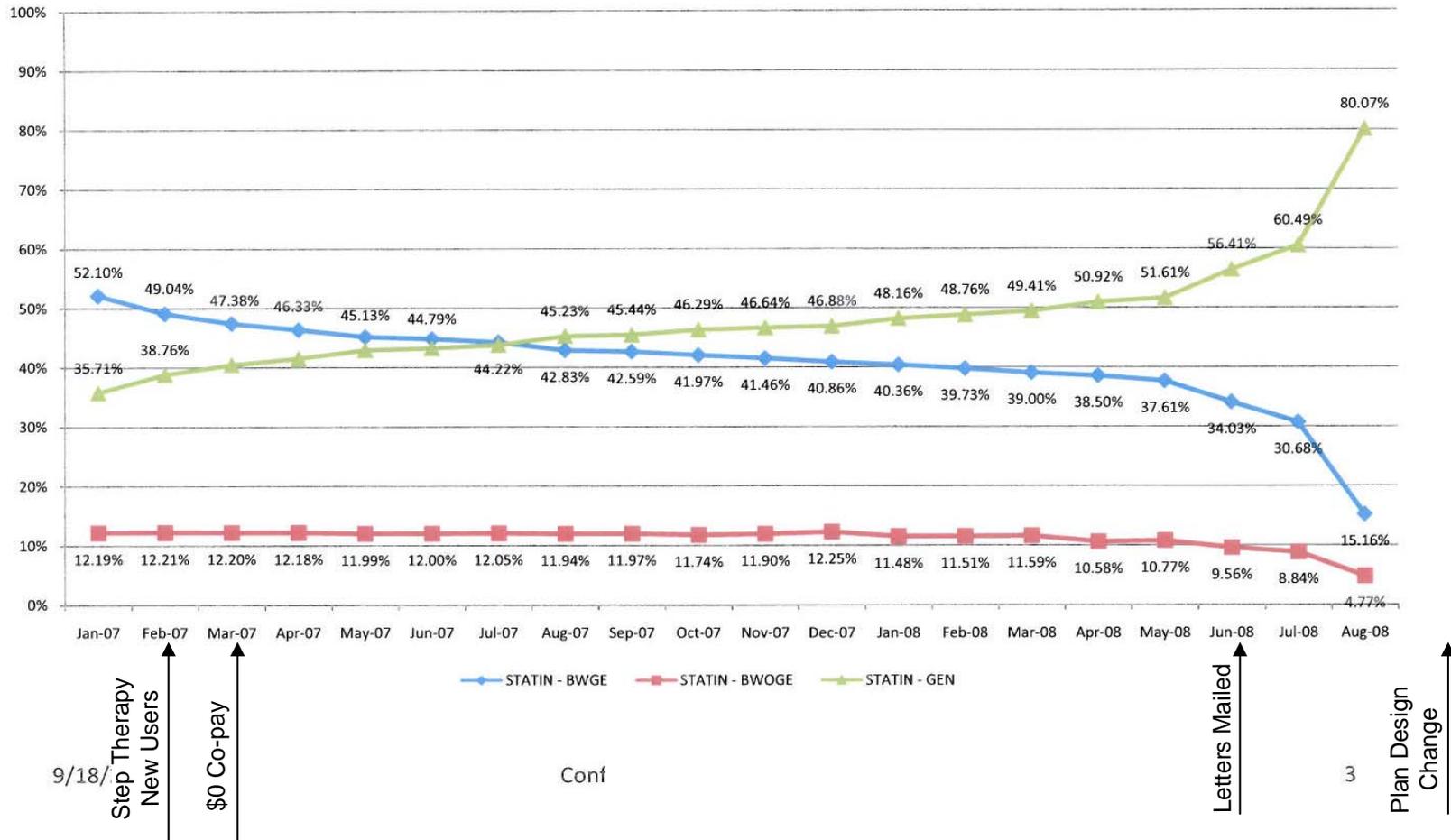
LDL Reduction	Lovastatin Mevacor	Simvastatin Zocor	Pravastatin Pravachol	Fluvastatin Lescol	Atorvastatin Lipitor	Rosuvastatin Crestor	Simvastatin/ ezetimibe Vytorin
25-32%	20 mg	10 mg	20 mg	40 mg			
31-39%	40 mg	20 mg	40 mg	80 mg	10 mg		
37-45%	80 mg	40 mg	80 mg		20mg		5 mg
48-52%		80 mg			40 mg	10 mg	10/20 mg
55-60%					80 mg	20 mg	10/40 mg
60-63%						40 mg	10/80 mg
							

Green-Available Generically by July 2006

Blue-Brands that will have dose equivalent generics available

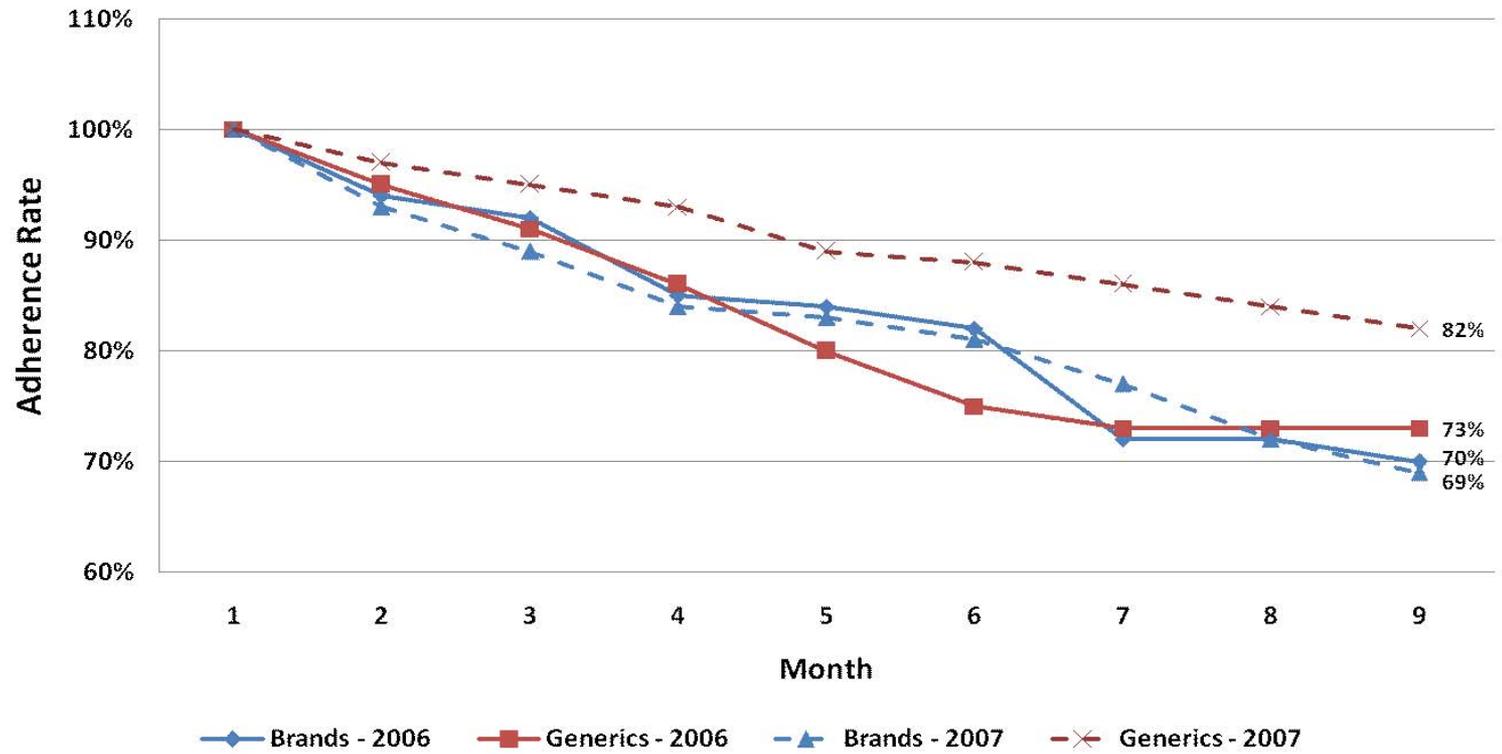
Red-Brands that have will have no equivalent generics available

CAT Statin Market Share since Jan 2007



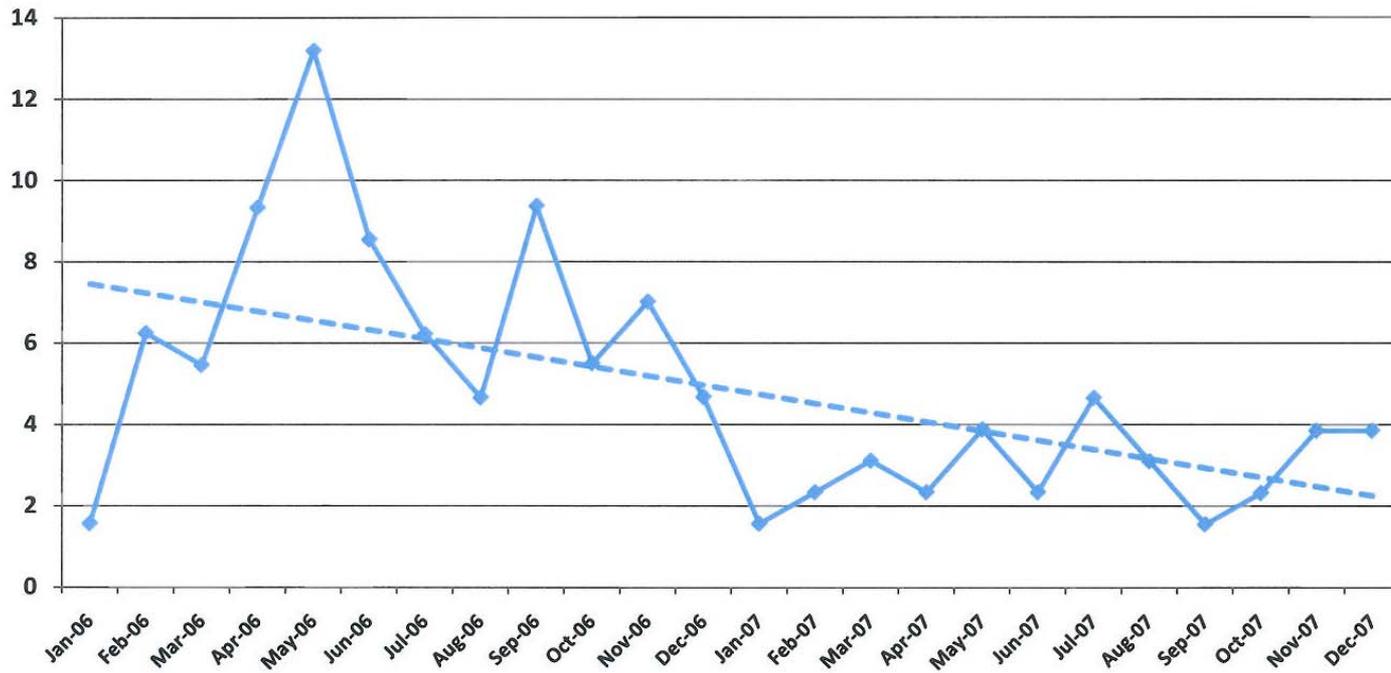
Statin Adherence Rates for All Patients 2006 vs. 2007

- Improvements seen only for generics in 2007



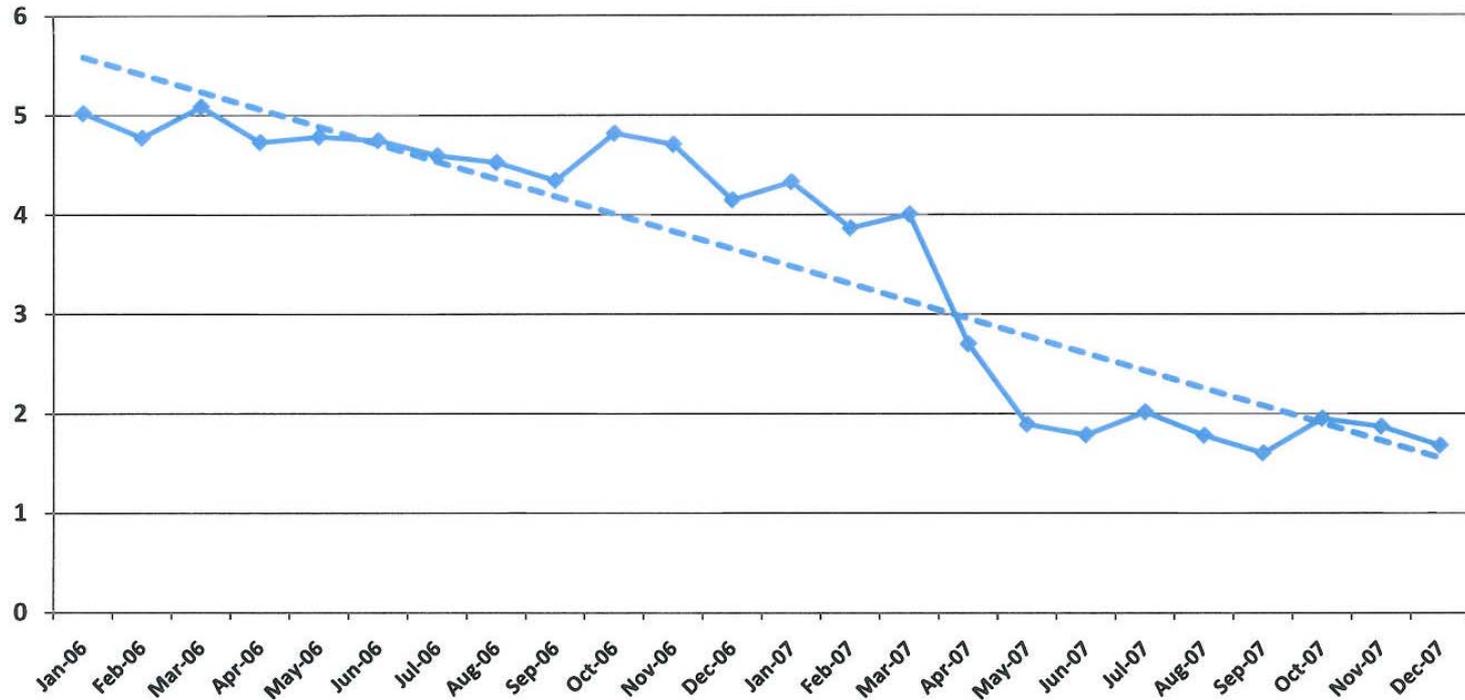
Rhabdomyolysis

Monthly Members With Rhabdo/100,000 Members



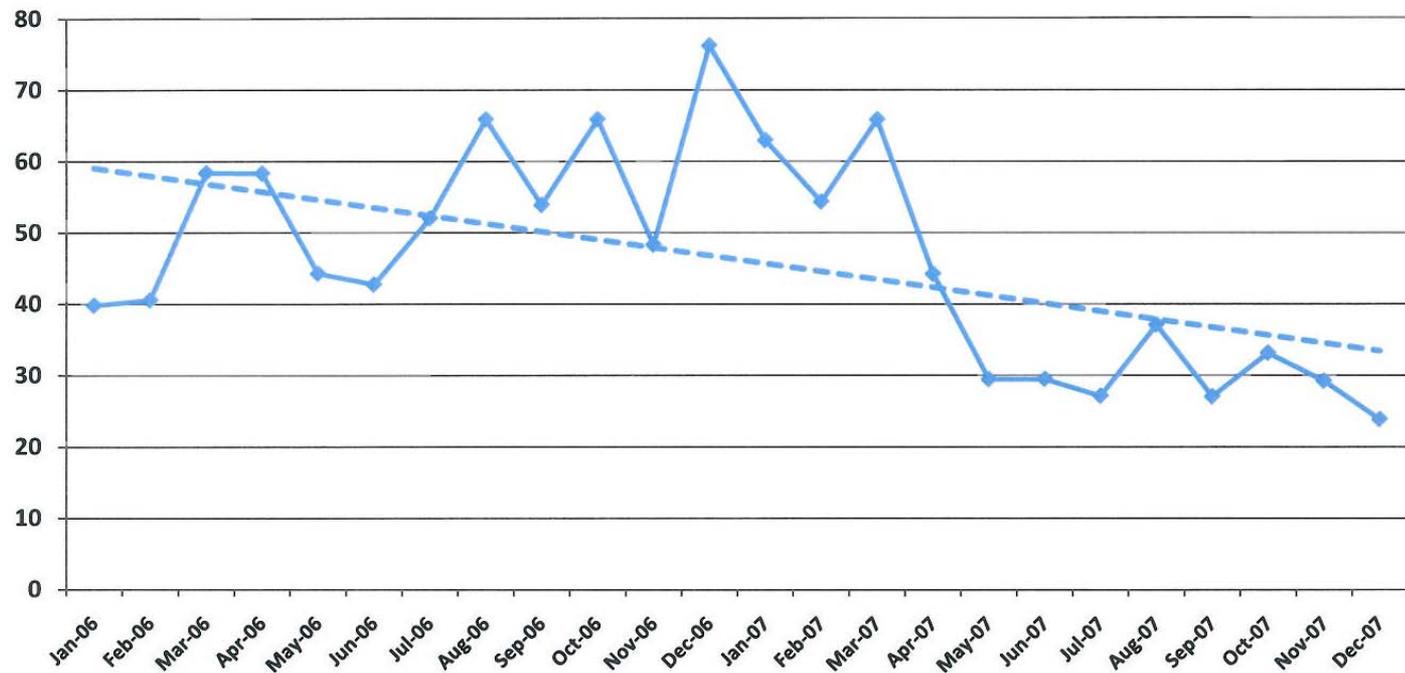
Myalgia/Myositis

Monthly Members With Myalgia/1000 Members



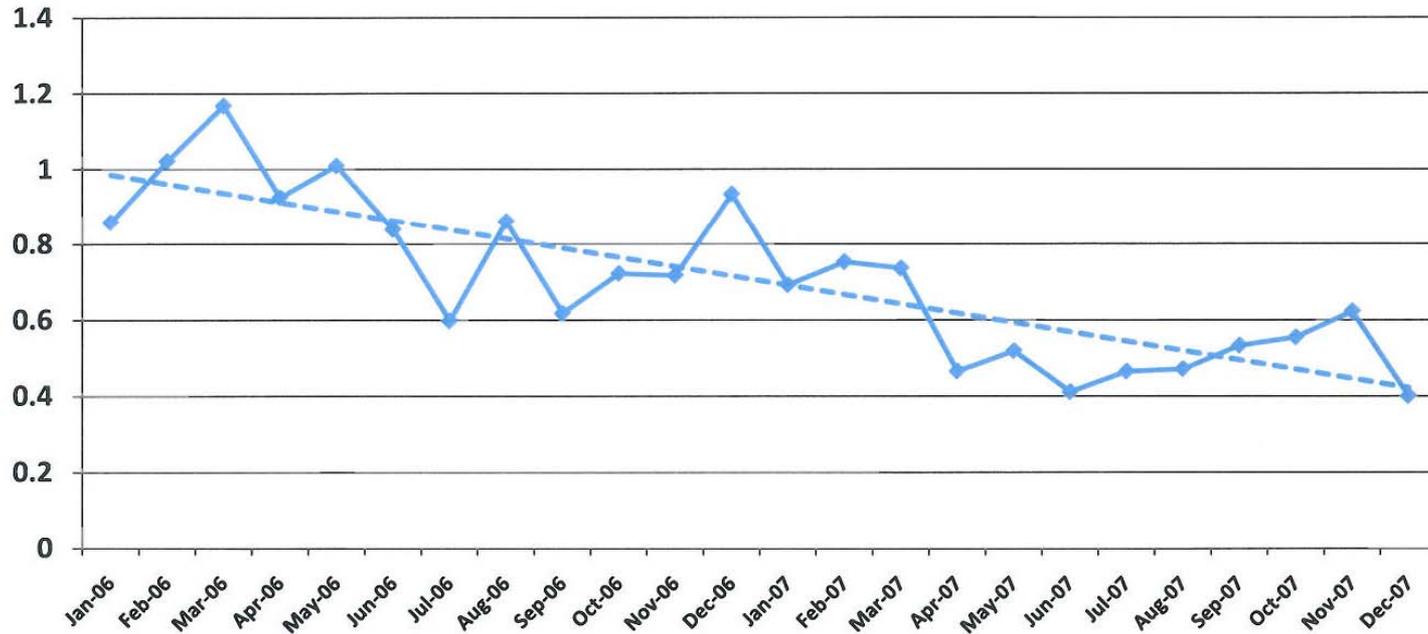
Elevated Liver Function Tests

Monthly Members With Elevated LFTs/100,000 Members

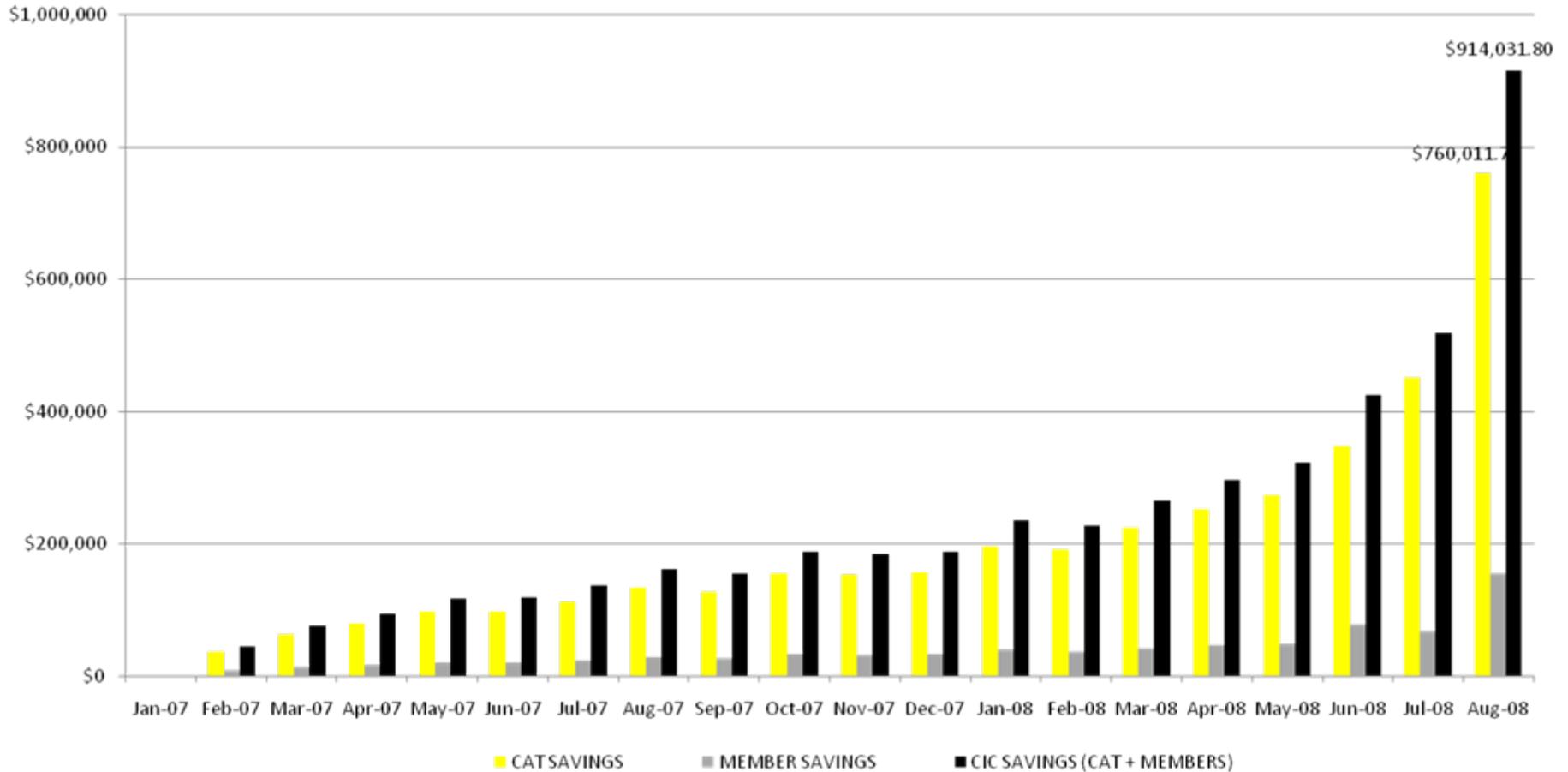


Hospitalized MI Patients

Monthly Number of Members With Hospital MI Claims/1000 Members



Statin Savings Per Month: Jan 2007-Aug 2008



Pharmacy benefit design represents an important public health tool for improving patient treatment and adherence.

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Summary of Total Healthcare Costs PMPY 2008 Actuals & 2009 Business Plan

