This real-world study of 15 million commercially insured members from Jan. 2018 to Dec. 2018 (24 months), a total of 15.1 million claims were identified, resulting in a total spend of $76.4 million. A total of (41,507 of 58,199 claims and $4,341.6 million of $56.4 million) of spend were medical claims. LS accounted for 14.2% (8,244 of 58,199) of claims and $4,341.6 million of the total spend. BS accounted for 12.8% (7,444 or 58,199) of claims and $4,341.6 million of the total spend. AbO was the lowest average claim cost for all three indications and 1.3% ($1.0 million of $76.4 million) of the total spend.

The average BT product claim cost, units per claim, and average days between claims were calculated for each indication of CD, LS, and BS. The average BT product claim cost in 2018 to Dec. 2018 was $0.42 PMPM. The average days between claims was nearly identical indicating no vial waste. All four BT products are FDA-approved and one third of all expenditures ($0.14 PMPM of the total $0.42 PMPM). For BS to be used to treat LS, CD, and BS, the ObA product (Botox®) accounted for one-quarter of all botulinum toxin BT claims for all three indications and one-third of all expenditures ($0.14 PMPM of the total $0.42 PMPM). For BS to be used to treat LS, CD, and BS, the ObA product (Botox®) accounted for 14.2% (8244 of 58199) of claims and $1.0 million (32% of $3.1 million) of spend. For BS to be used to treat LS, CD, and BS, the ObA product (Botox®) accounted for 12.8% (7444 or 58199) of claims and $0.8 million (13% of $5.5 million) of spend. For BS to be used to treat LS, CD, and BS, the ObA product (Botox®) accounted for 5.0% (2910 of 58199) of claims and $0.04 million of the total spend. The highest average claim cost for all three indications was ObA (Botox®) with $2.29 million (32%) of spend. The average BT product claim cost in 2018 to Dec. 2018 was $0.42 PMPM. The average days between claims was nearly identical indicating no vial waste. The ObA product (Botox®) accounted for 14.2% (8244 of 58199) of claims and $1.0 million (32% of $3.1 million) of spend. For BS to be used to treat LS, CD, and BS, the ObA product (Botox®) accounted for 12.8% (7444 or 58199) of claims and $0.8 million (13% of $5.5 million) of spend. For BS to be used to treat LS, CD, and BS, the ObA product (Botox®) accounted for 5.0% (2910 of 58199) of claims and $0.04 million of the total spend. The calculated equivalent units for InC to ObA was found to be 1.1, 0.9 and 0.81 for CD, BS and LS, respectively. The calculated equivalent units for InC to ObA was found to be 2.3, 2.1, and 2.06 for CD, BS and LS, respectively. The calculated equivalent units for InC to ObA was found to be 1.3, 1.2, and 1.08 for CD, BS, and LS, respectively.