2023 DIR Fees Reached New High at 3.7% of Total Sales

4.5% 0.0% 4.2% -10.0% 4.0% -17.4% -18.3% -20.3% -20.4% -20.0% 3.5% 2 6 3.79 3.1% -30.0% 2.9% 3.0% -40.0% 2.5% of Sales 2.0% 2.4% AWP % -50.0% 2.0% -60.0% 1.5% 1.2% -70.0% -78.9% 1.0% 1.0% -80.0% 86.2% 0.5% 0.5% 0.5% 0.4% 0.3% 0.3% 0.3% -90.0% 0.2% 0.2% 0.2% 0.2% 0.1% 0.1% 0.1% 0.19 0.0% -100.0% 2015 2016 2017 2018 2019 2020 2021 2022 2023 2023 2023 2023 Q1 Q2 Q3 Q4 Service Fees as % of Sales DIR Fees as % of Sales Brand AWP % Generic AWP %

Average Service Fees & DIR as a % of Sales with Reimbursement Rates

Source: Inmar Intelligence

Average Reimbursement Rates: All Lines of Business (January 2023 vs. January 2024)

Brand Reimbursement Rate

Generic Reimbursement Rate



Source: Inmar Intelligence