



Special Report Series

Special Report: The Contracting Environment in 2025

Pharmaceutical manufacturer contracting is a key element of account engagement to enhance and/or maintain market access; however, the contracting landscape can vary greatly by therapeutic area. HIRC's report, *The Contracting Environment in 2025*, assists pharmaceutical manufacturers in understanding trends in contracting with commercial payers across therapeutic categories spanning traditional, specialty and oncology. The report addresses the following questions:

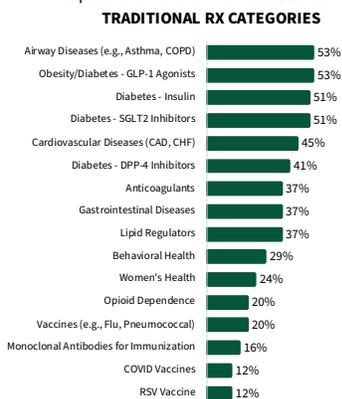
- What is the status of contracts in-place or offered to commercial health plans in the last 12-18 months across 40 traditional, specialty, and oncologic therapeutic areas?
- What is the status of contracts in-place or offered to pharmacy benefit managers in the last 12-18 months across 16 broad traditional categories?
- What contract approaches are most common overall and by therapeutic area (e.g., flat access rebates, price protection, market share rebates)?
- What are the most common average discount/rebate amounts offered across 40 traditional, specialty, and oncologic therapeutic areas?
- What is the status of alternative or novel contracting approaches, such as risk/outcomes-based, portfolio, and indication-based contracts?

Key Finding: The contracting environment in 2025 is active, but varies by therapeutic area with a greater share of contracts reported in more competitive and/or crowded categories.

The Contracting Environment: *Traditional Rx Categories*

Across traditional Rx categories, contracts with commercial health plans are most common airway diseases and obesity/diabetes. Over half of commercial plans (53%) have or have been offered a contract in the last 12-18 months for airway disease medications and/or GLP-1 agonists. In airway diseases, a 'combination contract' approach that includes both a flat access rebate and price protection is most common, with an average rebate amount of 31%.

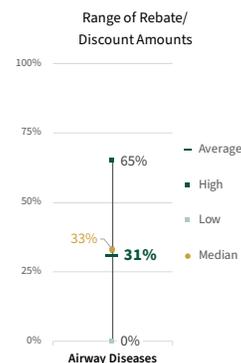
% of Commercial Health Plans with a Contract Currently In-place or Offered in the Past 12-18 Months



AIRWAY DISEASE CONTRACTING INSIGHTS

Contract Types for Airway Disease (% of Plans with Contract)

- Combination Contract: 29%
- Flat Access Rebate/Discount: 22%
- Price Protection: 8%
- Rebates Tied to Market Share: 8%

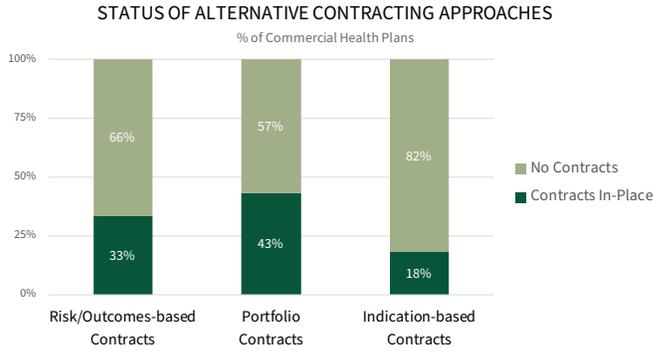


Source: HIRC's *Managed Markets Service*, 2025 n=49 Commercial Health Plans

The complete report includes contract prevalence, approaches, and rebate/discount amounts for a listing of 20+ additional specialty & oncology therapeutic areas/classes.

Alternative Contracting Approaches

HIRC also analyzes the prevalence of alternative contracting approaches, such as risk/outcomes-based contracts, portfolio contracting, and indication-based contracts. One-third of commercial health plans report at least one risk/outcomes-based contract in-place in 2025, most often in rare disease. Over 40% of plans report portfolio contracts, most often in inflammation & immunology. Indication-based contracts are less common overall.



The complete report provides three-year trend data, therapeutic areas reported for each alternative contract approach, and contract examples.

Extensive Listing of Therapeutic Areas are Examined

The complete report reviews contracting prevalence, approaches/types, and most common average rebate discount amounts across the following therapeutic areas/classes:

TRADITIONAL Rx	SPECIALTY Rx	ONCOLOGY/CANCER
Airway Diseases (e.g., Asthma, COPD)	Cholesterol-lowering Biologics	Bispecific Antibodies
Anticoagulants	Erythropoiesis-stimulating Agents	CAR-T Cell Therapies
Behavioral Health	Genetic & Rare Diseases	Immune Checkpoint Inhibitors
Cardiovascular Diseases (e.g., CAD, CHF)	HIV/AIDS	IV Conventional Branded Chemotherapy
COVID Vaccines	I&I Interleukin Inhibitors	IV Targeted Cancer Therapy - 19 Unique Cancer Types
Diabetes - DPP-4 Inhibitors	I&I IV TNF Inhibitors	Oncology Biosimilars
Diabetes - Insulin	I&I JAK Inhibitors	Oncology Brand Originators
Diabetes - SGLT2 Inhibitors	I&I Self Administered TNF Inhibitors	Oral Conventional Branded Chemotherapy
Gastrointestinal Diseases	Migraine	Oral Targeted Therapies - 19 Unique Cancer Types
Lipid Regulators	Multiple Sclerosis	
Monoclonal Antibodies for Immunization	MASH (Metabolic dysfunction-associated steatohepatitis)	
Obesity/Diabetes - GLP-1 Antagonists	Ocular Disorders	
Opioid Dependence	Parkinson's Disease	
RSV Vaccine	Respiratory Biologics	
Vaccines (e.g., Flu, Pneumococcal)	White Blood Cell Stimulants	
Women's Health		

Research Methodology and Report Availability

Special reports draw upon data across HIRC services, allowing readers to glean insights into high level topics across varying market segments, channels, and/or therapeutic areas. HIRC's report, *The Contracting Environment in 2025*, includes survey and qualitative follow-up interview insights from various commercial health plan and pharmacy benefit manager panels, collected in 2025. The report is available now to HIRC's Special Report Series subscribers at www.hirc.com.

HIRC's **Special Reports Series** is developed by a multidisciplinary team of HIRC researchers to provide comprehensive views into 2-3 high priority broad topic areas, such as contracting, regulatory issues, rare disease and more. Because insights draw upon content across HIRC's research portfolio, special report content often spans multiple market segments, product channels, and/or therapeutic areas. To subscribe to this new, unique offering, contact:



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