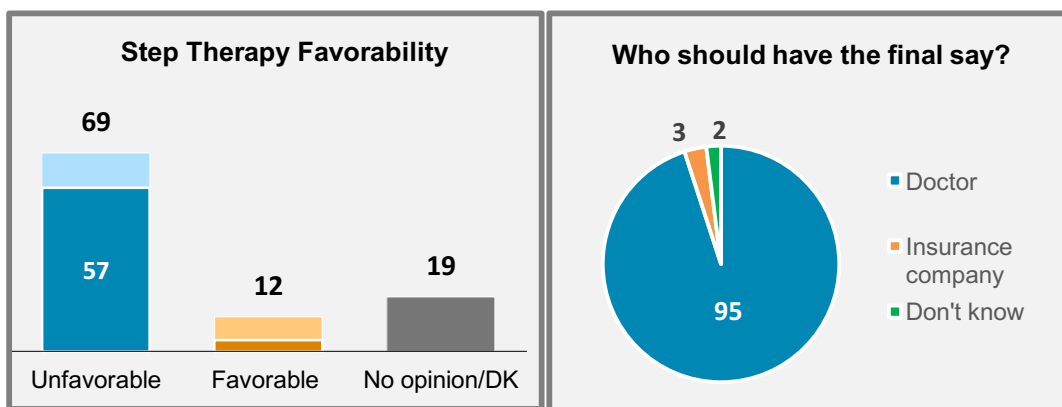


To: Interested Parties
 From: David Mermin, Zoe Grotophorst, and Jacklyn Juetten
 Re: New Michigan Poll Reveals Overwhelming Support for Giving Doctors the Final Say Over Insurance Companies on Patient Treatment¹
 Date: October 3, 2017

A recent poll in Michigan conducted by Lake Research Partners shows that health care consumers have heavily negative impressions of step therapy, a regimen used by insurance companies requiring patients to try medicine they weren't prescribed before being allowed to use the medicine prescribed by their doctor. After hearing a short description of step therapy, seven out of 10 (69%) of health care consumers have an unfavorable impression of this process, (57% very unfavorable), including 72% of women and 67% of men.²

The poll also shows overwhelming support for giving doctors the final say over insurance companies on patient treatment. Ninety-five percent agree in principle that the doctor should have the final say, and 98% say that should be the case for autoimmune disease patients. Support is consistent across all demographics, including gender, race, age, and party identification.



By wide margins, health care consumers support four proposals that would place limits on step therapy or give doctors more control over the medication and treatment patients receive. Health care consumers are most supportive of a proposal that would allow doctors to override step therapy if they expect the treatment to be ineffective, with 89% of health care consumers saying they favor it (78% strongly). A proposal to require step therapy decisions to be based on guidelines developed by doctors receives similarly high support, with 90% of respondents saying they favor it (76% strongly). Only slightly lower in support are proposals to require insurance companies to dispense all medications as written by a patient's doctor at 84% favor (72% strongly), and to require insurance companies to accelerate their response time to appeals from patients regarding step therapy rules at 82% favor (68% strongly).

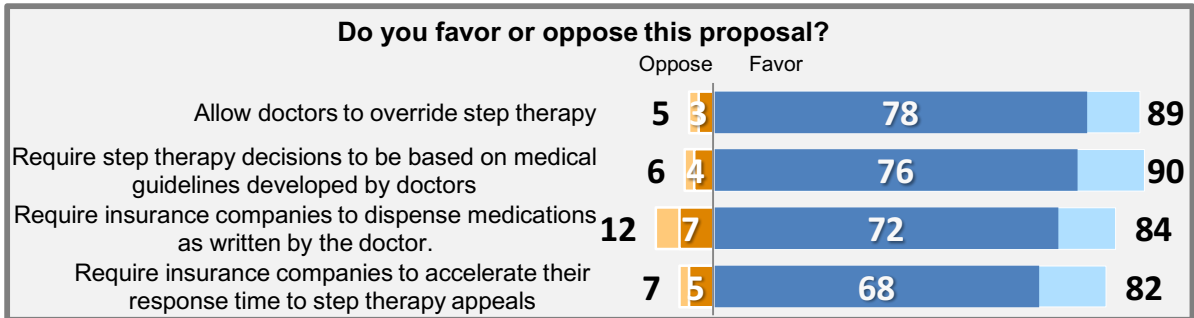
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¹ Lake Research Partners conducted a telephone survey of 500 health care consumers in Michigan on behalf of the American Autoimmune Related Diseases Association. The statewide survey was conducted from September 13-18, 2017 and has a margin of error of +/- 4.4%.

² "Step therapy" is a process used by many insurance companies that requires patients to try and fail on one or more medications before insurance will pay for the treatment that the doctor prescribed. Having heard this description, do you have a very favorable, somewhat favorable, somewhat unfavorable, or very unfavorable impression of "step therapy?"



Health care consumers not only believe doctors should have the final say over insurance companies from a values standpoint, but also believe that when doctors have the final say this would have a positive effect on patient health (91%), the amount of waste in the health care system (66%), and the cost of health care (58%).

Health care consumers are also more likely to vote for candidates or members of Congress who support giving doctors the final say over treatment decisions. When asked if healthcare consumers would be more or less likely to vote for a candidate or member of Congress who supported giving doctors the final say over treatment decisions, 66% of respondents said they would be more likely to vote for a candidate who supports this.

Please feel free to contact David Mermin (dmermin@lakeresearch.com) at 202-776-9066 for additional information about this research.