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EXPRESS SCRIPTS SWOT & PESTLE ANALYSIS

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Company Name : Express Scripts

Company Sector : Healthcare Services

Operating Geography : United States, Canada and Europe

About the Company : ExpressScripts Inc. a subsidiary of Express Scripts Holding Company which was founded in the year 1986 and has its headquarters in St. Louis, Missouri, U.S.A. The company features on the Fortune U.S. 500 list every year and is placed on rank #25 in 2018. It is one of the World's most admired Healthcare services company and is primarily engaged in providing integrated Pharmacy Benefit Management (PBM) services & Other Business Operations with its arms spread across United States, Canada & Europe. They primarily manage the medicines a doctor prescribes, so that the patient's get affordable medicine, quickly and conveniently. The PBM segment offers specialized pharmacy care, specialty benefit management, benefit-design consultation, drug utilization review, formulary management and medical and drug data analysis services. The Other Business segment offers a full range of bio-pharmaceutical products & supplies, consulting services & extensive cost management services.

Express Scripts USP or Unique selling proposition lies in being the largest independent manager of pharmacy benefits in the United States and one of the nation's largest pharmacies. Express Scripts Mission Statement reads "Express Scripts is a company dedicated to making the use of prescription drugs safer and more affordable for plan sponsors and over 50 million members and their families."

Revenue :

\$100.065 billion - FY ending 31st December 2017 (y-o-y growth approximately 0%) \$100.287

billion - FY ending 31st December 2016

SWOT Analysis :

The SWOT Analysis for Express Scripts is given below:

Strengths	Weaknesses
<ol style="list-style-type: none"> 1.A broad spectrum of product offerings 2.Features amongst the leaders on America's Fortune 500 companies 3.Persistent focus on new product development and innovation 4.More patient-centric approach 5.Consistently strong financial results 	<ol style="list-style-type: none"> 1.Major chunk of revenues from few top clients 2.Fierce competition in healthcare services sector
Opportunities	Threats
<ol style="list-style-type: none"> 1.Tapping potential new markets 2.Diversifying customer base 3.Mergers with Cigna Corp. might result into greater profits 	<ol style="list-style-type: none"> 1.Inflation in prices for healthcare services 2.Amazon.com entering into healthcare business by joining hands with JP Morgan & Berkshire Hathaway 3.Changes in consumer buying preferences

PESTLE Analysis :

The PESTLE Analysis for Express Scripts is given below:

<p style="text-align: center;">Political</p> <ol style="list-style-type: none"> 1. Anti-trust laws related to healthcare plans 2. Government overpaying for healthcare of citizens 3. Establishment of the American Patients First law. 	<p style="text-align: center;">Economical</p> <ol style="list-style-type: none"> 1. Increasing trend in costs of medicines 2. Quality of infrastructure providing healthcare services
<p style="text-align: center;">Social</p> <ol style="list-style-type: none"> 1. Negative drug trend 2. Higher dependency on prescription drugs for better health 3. Increasing population of people suffering from complex diseases 	<p style="text-align: center;">Technological</p> <ol style="list-style-type: none"> 1. Integration of value chain structures to reduce costs 2. Recent innovations in the healthcare sector
<p style="text-align: center;">Legal</p> <ol style="list-style-type: none"> 1. Regulations related to manufacturing of opioid drugs 2. Formulary changes in the healthcare insurance sector. 	<p style="text-align: center;">Environmental</p> <ol style="list-style-type: none"> 1. Abiding by the environmental laws of different markets 2. Practicing business in a manner which helps in sustenance of the environment.

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