

**Table S3: Cost estimates associated with the sensitivity analyses performed in the cost-utility analysis of stratified care compared with current best practice for low back pain. Values are mean (sd) costs unless stated otherwise.**

Sensitivity analysis	Intervention	Control group
<b>NHS back pain-related health care resource use</b>		
Total health care cost: low risk group (n = 221)	72.22 (157.0)	143.87 (216.5)
Mean difference (95% CI; p-value) <sup>a</sup>	-71.65 (-122.1 to -21.2; 0.01)	
Total health care cost: medium risk group (n = 394)	207.38 (295.0)	250.28 (325.1)
Mean difference (95% CI; p-value) <sup>a</sup>	-42.90 (-93.8 to 8.04; 0.10)	
Total health care cost: high risk group (n = 236)	343.83 (370.5)	309.19 (443.4)
Mean difference (95% CI; p-value) <sup>a</sup>	34.64 (-59.9 to 129.1; 0.47)	
<b>Incorporation of generic health care resource use<sup>b</sup></b>		
Total health care cost: low risk group (n = 221)	240.41 (386.6)	323.00 (514.7)
Mean difference (95% CI; p-value) <sup>a</sup>	-82.59 (-240.5 to 75.3; 0.31)	
Total health care cost: medium risk group (n = 394)	431.16 (745.0)	516.22 (840.1)
Mean difference (95% CI; p-value) <sup>a</sup>	-85.06 (-278.8 to 108.7; 0.39)	
Total health care cost: high risk group (n = 236)	597.20 (499.0)	524.19 (1013.1)
Mean difference (95% CI; p-value) <sup>a</sup>	73.01 (161.2 to 307.2; 0.54)	
<b>Complete-case analysis<sup>c</sup></b>		
Total health care cost: low risk group (n = 115)	99.92 (206.9)	120.39 (130.4)
Mean difference (95% CI; p-value) <sup>a</sup>	-20.47 (-94.8 to 53.9; 0.59)	
Total health care cost: medium risk group (n = 220)	233.91 (273.5)	301.53 (329.6)
Mean difference (95% CI; p-value) <sup>a</sup>	-67.72 (-155.0 to 19.7; 0.13)	
Total health care cost: high risk group (n = 123)	378.25 (344.2)	398.13 (404.8)
Mean difference (95% CI; p-value) <sup>a</sup>	-19.88 (-172.3 to 132.6; 0.80)	
<b>Variation in the unit cost of private health care<sup>d</sup></b>		
Total health care cost: low risk group (n = 221)	121.08 (327.7)	186.71 (397.0)
Mean difference (95% CI; p-value) <sup>a</sup>	-65.63 (-167.4 to 36.1; 0.21)	
Total health care cost: medium risk group (n = 394)	267.34 (417.9)	331.87 (480.4)
Mean difference (95% CI; p-value) <sup>a</sup>	-64.53 (157.5 to 28.4; 0.17)	
Total health care cost: high risk group (n = 236)	427.12 (626.5)	405.96 (819.0)
Mean difference (95% CI; p-value) <sup>a</sup>	21.16 (-174.7 to 217.1; 0.83)	

<sup>a</sup> Difference = targeted intervention - control group. Reported confidence intervals were generated using conventional parametric methods.

<sup>b</sup> Consultations with health care professionals for other health reasons (i.e. not back pain) were collected within the 12-month questionnaire. Costs relating to these consultations are included in these mean cost estimates.

<sup>c</sup> Inclusion required valid responses to the EQ-5D at each data collection point (baseline, 4 months and 12 months) and completion of the resource use items with the 12-month questionnaire.

<sup>d</sup> Reported results correspond to an analysis performed using a price premium of 3 for the unit costs of private health care, i.e. the unit cost of private health care was assumed to be 3 times greater than the cost of the equivalent NHS resource.