

GLP-1 TREND GUIDE



DIABETES

Diabetes trend was predominantly driven by glucagon-like peptide-1 (GLP-1) receptor agonist utilization as it represented 44% of traditional drug spend and an overwhelming 63% of traditional drug trend.

- Newcomer Mounjaro[®] outpaced Ozempic[®] with 431% year-over-year trend¹ due to more promising outcomes and a reduced side effect profile. In addition, there is an anticipated shift in drug mix illustrated by a 14% trend decrease in Trulicity[®] and a similar 44% trend decrease for Victoza[®] due to lower weight loss potential.^{2,3,4,5}
- Insulin and oral dipeptidyl peptidase 4 inhibitors (DPP-4) medications saw negative trends with decreased utilization, while GLP-1 injectables had a 50% trend primarily driven by new script volume.⁶
- Also on the diabetes front, there were changes in prescribing guidelines.⁷ These changes led to increased utilization and trend increases in continuous glucose monitors such as Dexcom CGM (91% PMPM trend).

OBESITY

Anti-obesity medications, driven by GLP-1 market presence, experienced a triple digit trend increase of 242%. The volume of new utilizers was the overwhelming driver in the category, which may have been affected by the highly visible marketing campaigns that spotlight the positive outcomes.

- Wegovy[®] accounted for approximately 3% of traditional plan spend and experienced a 442% trend associated with the obesity indication and increased benefit inclusion.⁸ Wegovy is pending indication approval for metabolic dysfunction-associated steatohepatitis (MASH).
- The highly anticipated launch of Lily's Zepbound[®] in late 2023 brought expected growth in market share while Saxenda[®] utilization was cannibalized due to a more frequent daily dosing schedule and lower weight loss potential (up to 9% weight loss versus up to 20% for newer agents).⁹

References

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8. Newsome PN, Buchholtz K, Cusi K, Linder M, Okanou T, Ratziu V, Sanyal AJ, Sejjing AS, Harrison SA; NN9931-4296 Investigators. A Placebo-Controlled Trial of Subcutaneous Semaglutide in Nonalcoholic Steatohepatitis. *N Engl J Med*. 2021 Mar 25;384(12):1113-1124. doi:10.1056/NEJMoa2028395. Epub 2020 Nov 13. PMID: 33185364.
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SOLUTIONS

Improving outcomes with disease management

The MaxorPlus Care Improvement Program Plus is a powerful combination of pharmacy analytics and insights, social determinants of health risk assessments, and integrated medical data. By combining these data points, MaxorPlus can use prescriptive analytics to provide a holistic view of a member's health to identify opportunities to improve health outcomes.

Risk models and member analytics will guide clinical decisions for provider and/or member outreach. By identifying members with the highest risk who would be most likely to accept outreach and change behavior, we can offer creative solutions to help address individual member challenges.



The Care Improvement Program Plus incorporates clinical and social factors to target:

- Deprescribing
- Adherence concerns
- Duplicate therapies
- Gaps in care
- Dose optimization



Program benefits include:

- Improving member health outcomes
- Membership insights
- Proactive care management
- Member engagement
- Risk and cost management

