

Analytic Spotlight

GLP-1 Drugs Utilization (Ozempic and others)

A Look at Emerging Ozempic Trends

Background:

GLP-1 drugs like Ozempic, Rybelsus, and Trulicity have become an important component of Diabetes care during the last few years. Interestingly, these drugs, especially Ozempic, started gaining attention and notoriety in 2022 for an increasing off-label use as a weight loss aid. Health plans, employers and carriers are now assessing the impact of this trend on plan costs and health outcomes.

These are NOT considered 1st line of treatment for Diabetes and hence are typically prescribed only after the member has been on other drugs like Sulfonylureas, (e.g., Glyburide) and Biguanides (e.g., Metformin) for a minimum time frame.

Health Data, put to work.

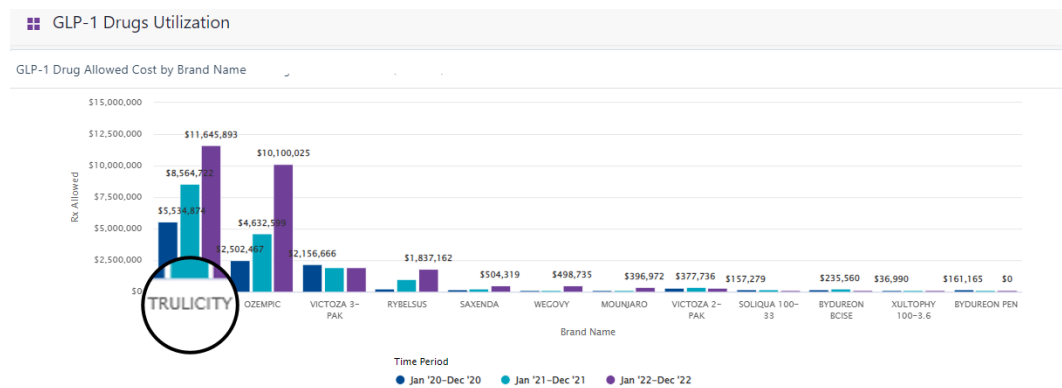
New Analytics:

The HDMS Analytics Practice assembled analytics to let organizations explore changes in spend, utilization, and clinical outcomes for members taking GLP-1 drugs. As the topic continues to drive interest, we recommend clients run the new analytics using their specific population health data rather than use these general findings.

The findings below are from a study that includes 500,000+ lives from 50+ employers representing a national distribution. This population was selected as a cross-section of employed plan members for a general evaluation.

Data highlights:

- While a lot of the media interest surrounds Ozempic, utilization shows other drugs in this class are also increasing in utilization for off-label use. Here, we observe Trulicity also has high utilization.



GLP-1 drugs Therapeutic Groups

Antihyperglycemic

- Insulin, Long Acting
- Dual GIP and GLP-1
- Glucagon-like peptide-1

Anti-obesity

- Glucagon-like Peptide-1

Insights from a general study

A study of 500,000+ members from 50+ employers revealed these insights:

4786 active members were prescribed
22k GLP-1 scripts costing **\$27.6M** in allowed costs in 2022

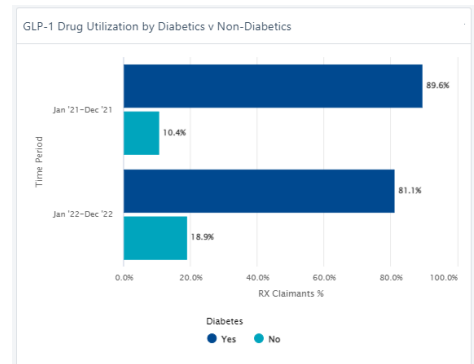
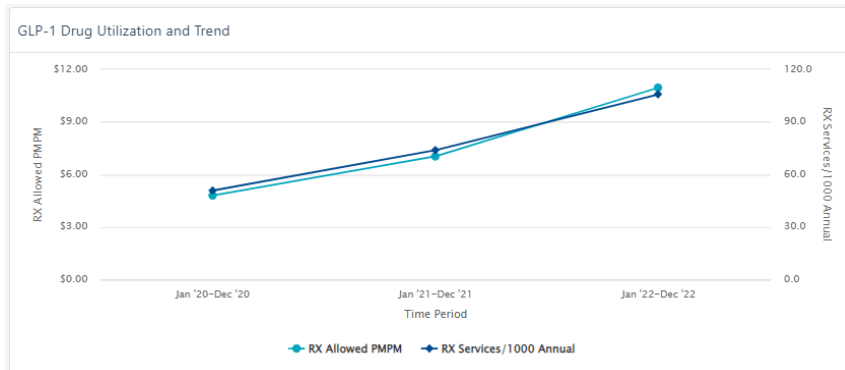
What does your population look like?

Analytic Spotlight

GLP-1 Drugs Utilization (Ozempic and others)

Data highlights, *continued*:

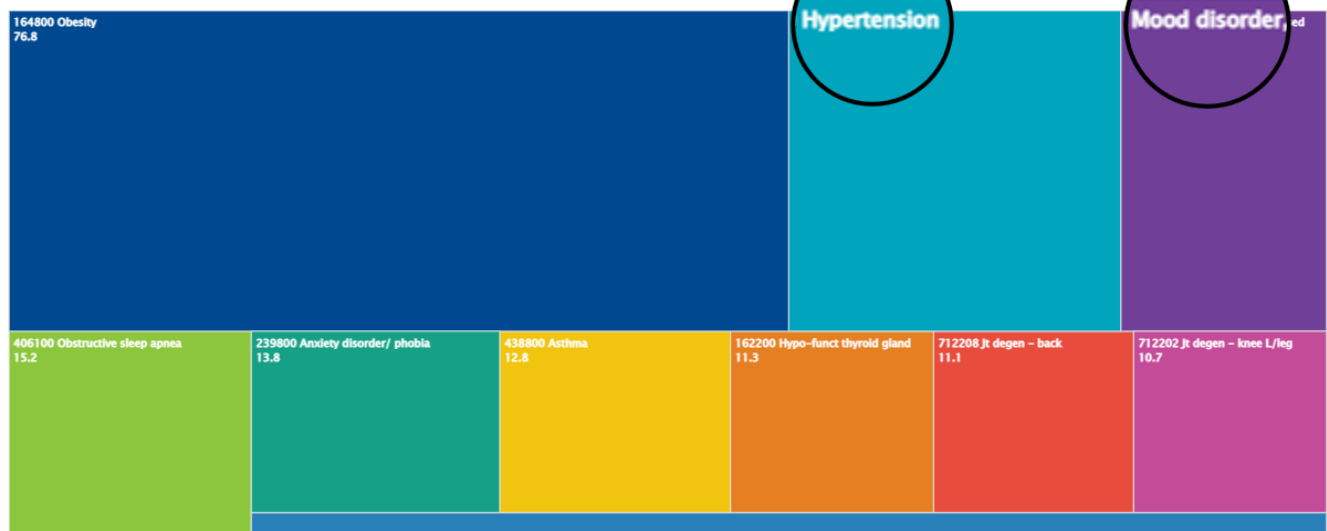
- Including the whole GLP-1 drug class for utilization trend shows PMPM and Rx Services/1000 have over doubled in the past two years.
- Within this growth, we see increased utilization for non-diabetic conditions, from 10.4% to 18.9%.



- In addition to obesity, we observe hypertension and mood disorders as key chronic conditions.

GLP-1 Drugs Utilization

Top 10 Chronic Conditions for Non-Diabetics Utilizing GLP-1 Drugs



HDMS clients, please contact your Account Manager to investigate analytics specific to your population.

Analytic Spotlight

GLP-1 Drugs Utilization (Ozempic and others)

In Summary, key analytic insights include:

- 2022 Scripts (for all GLP-1 drugs): 22,198
- 2022 Average Spend (for all GLP-1 drugs): \$27.6M Allowed dollars
- 2022 Claimants (for all GLP-1 drugs): 4786, of which 2223 of them were 1st time users.
- 2022 RX PMPM: ~ \$11.00
- Trends: Utilization rates and PMPM costs have **doubled in the last 2 years**.
- % **Non-Diabetic Members** using GLP-1 drugs almost doubled (from ~10% to 19%) from 2021 to 2022.
- **Trulicity and Ozempic** are the most used drugs among **ALL** utilizers and **Ozempic** is the most utilized by **Non-diabetic** members.
- **Obesity, Depression and Hypertension** are top 3 conditions affecting **non-Diabetic** members using GLP-1 drugs.

Allowed PMPM
 GLP-1 drugs drove
~8% of total Rx costs
 in 2022

How to use this data

How to use this data:

- **It's not just about Ozempic:** Although **Ozempic** is the most recognized drug in this group and has been in the news, we see others i.e., **Trulicity** and **Victoza** also showing significant increases in utilization (and costs) YoY.
- **Gradually step up to GLP-1 drugs:** GLP-1 drugs are not considered 1st line therapeutics for Diabetes, so members taking them should ideally have a history of taking other meds, i.e., Sulfonylureas (like Glyburide), Biguanides (like Metformin)
- **Benefit policy review:** Health plans and employers may review benefit policies to add or amend pre-auth requirements for Ozempic and other meds popular for off-label use for weight loss.
- **Number of new scripts each year:** Significant numbers of members being started on GLP-1 drugs; they need to be informed about side-effects and respective mitigation
- **Potential Cost increase:** If present trends continue Pharmacy costs driven by all GLP-1 drugs and/ or by Ozempic specifically is set to double in the next 2 years.

What's next?

- **Decision-making:** Employers and plans may consider pre-auth requirements from dispensing GLP-1 drugs without compromising access to care or creating other barriers by working closely with their PBMs and other stakeholders.
- **Business case:** Gather facts that show the benefits of using drugs like Ozempic, Wygovy, Trulicity and others for treating Obesity → leading to weight loss → improvement in conditions like Hypertension, Joint degeneration, Sleep Apnea among non-diabetic members.