

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 first line of treatments for diabetes and 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

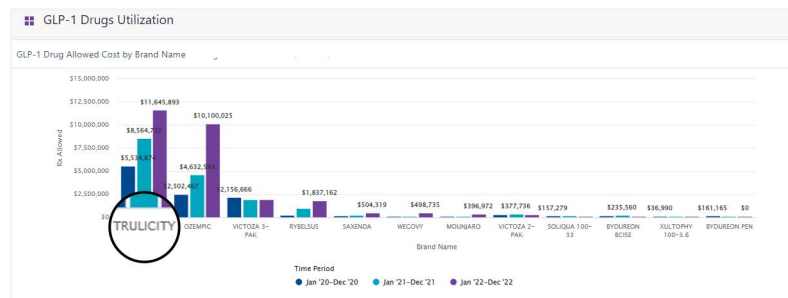
New analytics

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-selection 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:

4,786

active members were prescribed

22k

GLP-1 scripts costing

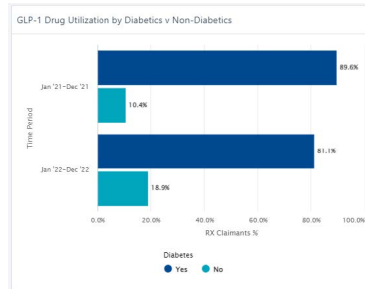
\$27.6M

in allowed costs in 2022

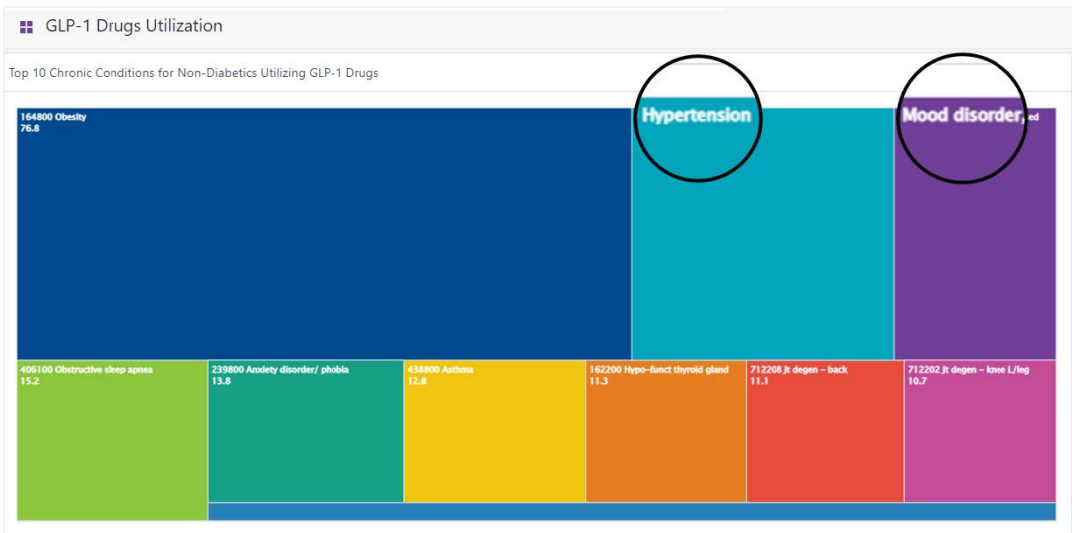
What does your population look like?

Data highlights, continued

- Including the whole GLP-1 drug class for utilization trend shows per month, per member (PMPM) and Rx services/1,000 have more than doubled in the past two years.
- Within this growth, we see increased utilization from 10.4% to 18% for non-diabetic conditions.



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



HDMS clients
 Please contact your account manager to investigate analytics specific to your population.

In summary, key analytic insights include:

- 2022 scripts (for all GLP-1 drugs): 22,198.
- 2022 average spend (for all GLP-1 drugs): \$27 allowed.
- 2022 claimants (for all GLP-1 drugs): 4,786, of which 2,223 were first-time users.
- 2022 Rx PMPM: ~\$11.
- Trends: Utilization rates and PMPM costs have doubled in the last two 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 users and Ozempic is the most used by non-diabetic members.
- Obesity, depression and hypertension are the top three conditions affecting non-diabetic members using GLP-1 drugs.

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 first line therapeutics for diabetes, so members taking them should ideally have a history of taking other medications, i.e., sulfonylureas (like glyburide), biguanides (like metformin).

Benefit policy review

Health plans and employers may review benefit policies to add or amend pre-authorization requirements for Ozempic and other medications popular for off-label use for weight loss.

Number of new scripts each year

Significant numbers of members being started on GLP-1 drugs 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 two years.

Analytic results vary for each population. Health Data & Management Solutions (HDMS) provides health data and analytics solutions to payors. Based on the unique needs, health care consumption, and costs for each organization, analytic results will vary. We'd love to help you learn more about your population. Contact us for more insights and follow us on LinkedIn.

Allowed PMPM

GLP-1 drugs drove

~8% of total Rx costs in 2022

What's next?

Decision-making

Employers and plans may consider pre-authorization requirements from dispensing GLP-1 drugs without compromising access to care or creating other barriers by working closely with their pharmacy benefits managers 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 and improvement in conditions like hypertension, joint degeneration and sleep apnea among non-diabetic members.