

# Giving clients tools to better control GLP-1 growth and expand access

The first-ever PBM GLP-1 financial  
guarantee is now available



The obesity rate is  
unprecedented and one  
of the costliest epidemics  
in the U.S.

In fact, by 2030 it is  
estimated that **50% of the  
population will be obese.**<sup>1</sup>

Obesity is a contributing factor  
to other complex conditions like  
diabetes and cardiovascular disease.

These three interconnected diseases, commonly  
referred to as cardiometabolic, represent about  
**\$838B in annual health care costs.**<sup>2</sup>



new diabetes cases in the U.S. could be prevented by reducing the prevalence of obesity<sup>3</sup>

**900K+**

deaths are caused by heart disease<sup>4</sup>



of Americans are obese<sup>2</sup>



## The GLP-1 trend and what lies ahead

GLP-1s are an effective treatment that has become the hot topic in the news and on social media. This skyrocketing trend can be attributed to their effectiveness in treating diabetes, on-label use for weight loss and the rise of off-label use for weight loss.

GLP-1s help in controlling blood sugar levels for people with type 2 diabetes. They can also help those managing obesity and have been shown to significantly reduce the risk of cardiovascular events.<sup>5</sup> However, for those seeking to use GLP-1s for obesity they can be cost prohibitive.



### What are Glucagon-like Peptide-1 Receptor Agonists (GLP-1s)?

A class of drugs that mimics a hormone released in the intestines after a meal. Its effects have impacts on feelings of fullness and appetite.<sup>6</sup>

**As clients grapple with changing market dynamics, they will need help expanding coverage and affordability of GLP-1s for their members to give them greater control over trend and spend.**

With that in mind, clients need optionality and predictability for this driver of high pharmacy costs that could hinder their ability to provide health care benefits to their members.



GLP-1s were the #1 trend for plans in 2023, in fact for the first time in years, traditional spend (55%) eclipsed specialty (45%).<sup>7</sup> We know that this trend will continue as more GLP-1s come to market.



J.P. Morgan Research forecasts that the GLP-1 market will exceed \$100B by 2030, driven equally by diabetes and obesity usage.<sup>8</sup>

# EncircleRx<sup>SM</sup>: Cardiodiabetes

## A groundbreaking solution for greater GLP-1 control

Evernorth's EncircleRx<sup>SM</sup>: Cardiodiabetes solution gives plans more optionality when managing cardiodiabetes. GLP-1 management is a key component in this strategy, and our perseverance with pharma is enabling us to provide an industry-first GLP-1 financial guarantee to our valued clients.

This program is designed to support the better overall health and wellness of plan members. Clients have the optionality to do what is best for their plan and can enroll in a financial guarantee.

**Our goal is to provide necessary GLP-1 coverage to the right patients while carefully controlling growth.**

These enhanced controls ensure GLP-1 access to clinically necessary patients, improving clinical outcomes and lowering downstream medical and prescription costs.

- + Higher patient BMI requirements, with consideration for documented comorbidities, ensures that GLP-1s are prescribed to patients who need them most to achieve a healthier weight.
- + Enrollment and ongoing engagement in a lifestyle modification program, coupled with GLP-1s, provides patients the best outcomes in their weight loss journey.
- + Clinical documentation for patients with diabetes to curb inappropriate off-label GLP-1 use.

To offer plans greater predictability (and control) of their GLP-1 spend for weight loss and diabetes, we are excited to announce the first-ever GLP-1 financial guarantee available from a PBM.

**This is available either through a cost cap or savings guarantee,\* depending on the client type.**

**For weight loss:**

- + Clients who **cover** weight loss today will have the option of either a **15% cost cap** or a **3:1 savings guarantee**.
- + Clients who **do not cover** weight loss will be able to implement a **3:1 savings guarantee**.

**For diabetes:**

- + Clients will be able to implement a **3:1 savings guarantee**.

CLICK MENU BELOW TO LEARN MORE

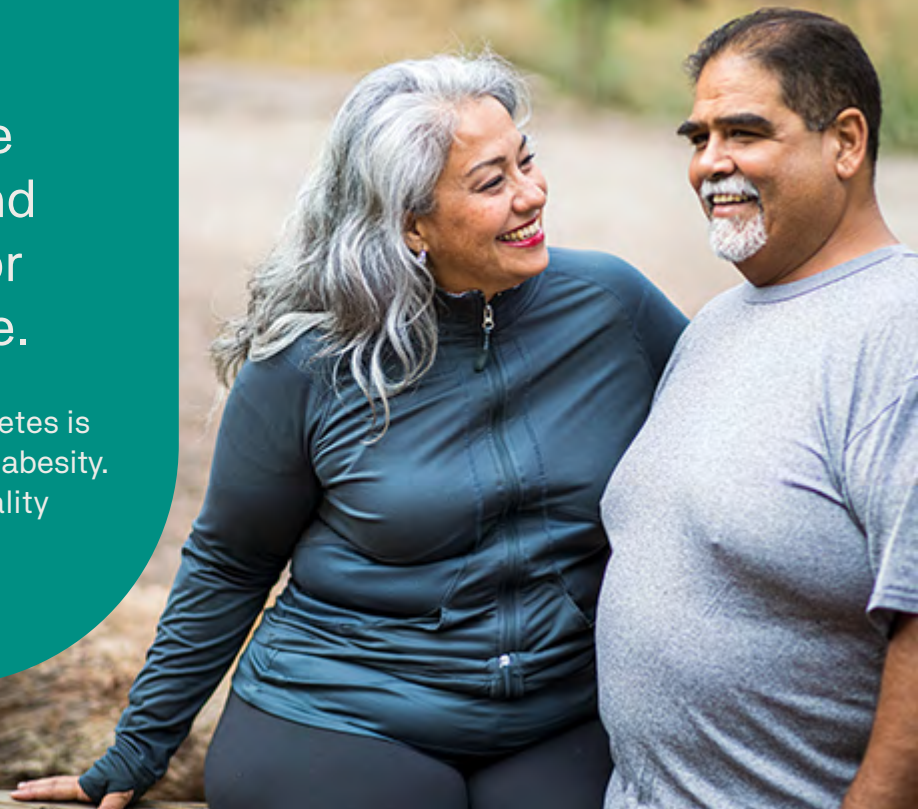
## Appropriate prescriber and pharmacy management

Aligns these core patient touchpoints with patient outcomes to ensure appropriate prescribing, filling and adherence through increased monitoring and fraud prevention.



# Many Americans struggle with obesity, diabetes and cardiovascular disease or a combination of all three.

Managing GLP-1s for weight loss and diabetes is just one component of EncircleRx: Cardiodiabesity. Clients now have the control and optionality necessary to better protect their plan.



## An insight driven approach

A client-centered approach to managing the pharmacy benefit is more crucial than ever.

[Using data and insights to monitor drug performance](#), identify opportunities and further drive clinical innovation will vastly improve member outcomes and decrease client spend.

Evernorth is improving performance by helping clients reach better outcomes with uniquely designed offerings that unleash the power of data and promote affordability.

[Learn more](#)



**Ready to elevate your GLP-1 strategy to control growth and expand access for your plan?**

Contact your account team for more information on enrolling.

\*Clients are eligible for financial guarantees for a flat PMPM fee. Cost cap eligibility under the weight loss package is based on previous GLP-1 coverage and >1,000 lives. The savings guarantee is available for both the weight loss and diabetes packages with no previous GLP-1 coverage necessary. Cost Cap eligibility: For existing ESI clients only. Clients must have previous GLP-1 coverage and >1,000 lives. Cost cap is only applicable for Year 1 of program enrollment.

1. Projected U.S. State-Level Prevalence of Adult Obesity and Severe Obesity, New England Journal of Medicine, December 19, 2019. 2. CDC, 2024. 3. American Diabetes Association, 2023. 4. American Heart Association, 2023. 5. Evernorth Research Institute, 2023. 6. Medications Containing Semaglutide Marketed for Type 2 Diabetes or Weight Loss, FDA, 2023. 7. Evernorth Health Services, 2023 8. [J.P. Morgan, 2023.](#)

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