Industry Trends: Glucagon-Like Peptide-1 (GLP-1)

PRO ACT
PHARMACY BENEFIT MANAGEMENT

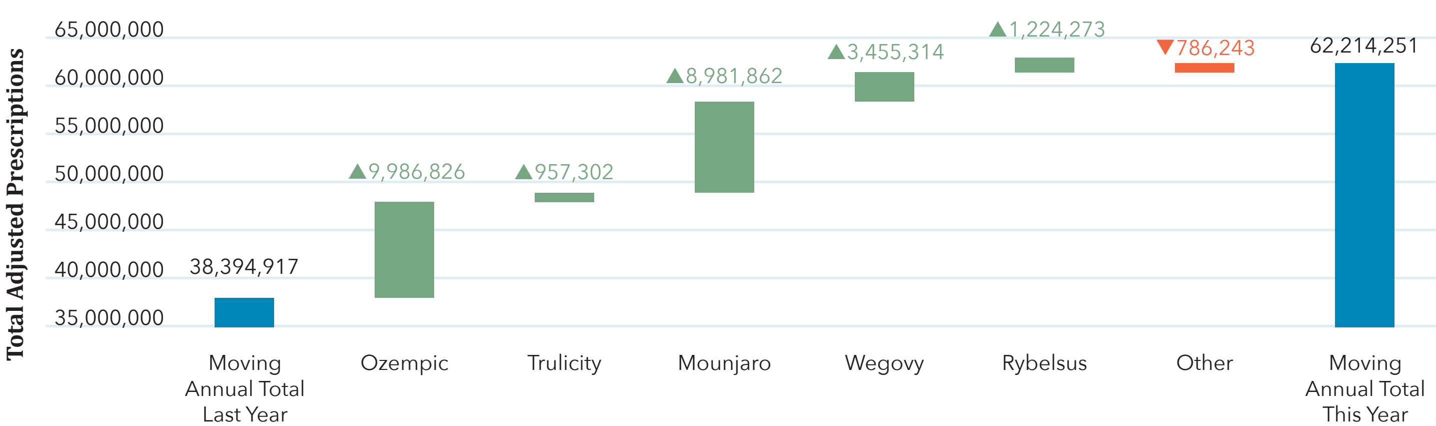
GLP-1 Updates

Both the self-reported prevalence of obesity and the prevalence of diabetes diagnoses have increased significantly over the course of the last 10 years.

This increase has also led to the increase in the utilization of Glucagon-Like Peptide-1 (GLP-1) agonists which are FDA approved and have demonstrated positive outcomes in the treatment of obesity and type 2 diabetes. GLP-1 agonists like Ozempic and Mounjaro drove most of the volume growth among GLP-1s in 2023. These two products also had the greatest sales gains through November 2023 as compared to 2022 with an estimated increase in sales of over $18 billion combined.

This category of drugs has grown over 60% over the last 12 months, hitting $68.7 billion dollars in sales through November 2023 and, with the introduction of Zepbound in late 2023, is continuing to trend upwards. ProAct has been able to manage utilization through the most up-to-date clinical approval criteria, as well as offering our plan sponsors options in weight loss medication coverage.

Growth of Top 5 Retail GLP-1 Products



Top Ten Retail Products Highest One-Year Absolute Gains

Product	Nov 2022	Nov 2023	Difference
Ozempic	$11.9B	$21.1B	$9.1B
Mounjaro	$1.7B	$10.8B	$9B
Wegovy	$1.2B	$5.7B	$4.5B
Jardiance	$9.4B	$12.8B	$3.3B
Eliquis	$14.2B	$16.8B	$2.6B
Farxiga	$4.6B	$6.5B	$1.9B
Arexvy	$0	$1.3B	$1.3B
Comirnaty	$0	$1.3B	$1.3B
Spikevax	$0	$1.3B	$1.3B
Levemir Flexpen	$0	$1.1B	$1.1B

Zepbound Weekly Data 12/01 - 12/29/23