



Changing the status quo

GLP-1 Management Suite of Solutions



The market for glucagon-like peptide-1 drugs, or GLP-1s, is at a critical turning point. Initially approved to treat diabetes¹, recent clinical trials show injectable **GLP-1 agonists help patients achieve weight loss up to 12%-18%**—more effective than any existing medications.² With weight loss and other indications like sleep apnea³, reduced cardiovascular death risk, heart attack, stroke⁴ and more on the way, demand for GLP-1 medications will continue increasing exponentially.

That increased demand combined with high costs, supply challenges, calls for higher reimbursement rates, potential waste and increased patient and provider needs are threatening sustainable access to GLP-1s.



Additional indications for GLP-1s

are increasing the demand exponentially.²

The challenging ecosystem for GLP-1s

- + **Demand, utilization and spend** are already high, with increases expected through 2030. At that time, almost 10% of the U.S. population will use GLP-1s,⁵ and these drugs may account for 10%-20% of total drug spend.⁵ J.P. Morgan Research forecasts that the GLP-1 market will exceed \$100B by 2030.⁵ However, based on Express Scripts by Evernorth[®] book of business data and utilization trends, the market could surpass that number in 2025, not 2030.⁶
- + **GLP-1 manufacturers set list prices** at hundreds to thousands of dollars PMPM. Plan sponsors and members struggle to afford GLP-1s, and pharmacies struggle to purchase them due to high acquisition costs.
- + **The financial burden creates unsustainable reimbursement rates for pharmacies** and frustration with the market at large. There's tension between retail pharmacies and plan sponsors who offer prescription drug benefits. Retail pharmacies want to cover their costs and plan sponsors want lower prescription drug spend.
- + **Pharmacies are exiting the GLP-1 space.** Given the unfavorable financial situation of this drug class, the increased demand and manufacturer shortages, pharmacies struggle to maintain consistent supply to meet demand. To compensate, they're limiting days supplies of fills or not stocking the products at all, creating access challenges for patients.

The status quo is no longer acceptable. But it is changeable.

The current GLP-1 environment is unsustainable for everyone. The industry must overhaul how it addresses this drug class as underlying complexities evolve. Without a comprehensive plan for navigating the patient journey for injectable GLP-1s, **the ecosystem could see even higher costs and fragmented outcomes.** That would add unnecessary obstacles for patients and make the total cost of care much harder to manage.



Data shows 5,700 independent pharmacies having a **significant decrease** in the number of GLP-1 claims dispensed in 2024.⁷



1,600+ not dispensing GLP-1 medications in the last quarter of the year.⁷





How we're changing the status quo. Together.

Given the existing market dynamics and the expectation they'll continue to grow in scale and complexity, Evernorth is addressing these challenges with a holistic approach, combining the benefits of a clinical care service model, rigorous utilization management, consistent and predictable access and potential long-term cost-of-care improvements.



GLP-1 Management Suite of Solutions

To address emerging challenges in the market, we're taking steps to improve patient-centric clinical care management, optimize injectable GLP-1 access and aggressively manage trend.

Over a three-year period, plan sponsors can save 11% when combining all components of the holistic, industry-first GLP-1 management suite of solutions, benefiting both themselves and their members.⁸

The components include:

Evernorth EnReachRxSM

A high-touch patient support clinical model enabled by pharmacies committed to enhanced clinical care for dispensing GLP-1 prescription medications, backed by optimized drug spend management.

Dispensing pharmacies

Includes nationwide retail locations including Walgreens, Costco and a brand-new home delivery pharmacy in Fairfield, Ohio, dedicated to injectable GLP-1 medications, called **Evernorth EnGuideSM Pharmacy, powered by CHD.**

Evernorth EncircleRxSM: Cardiometabolic

EncircleRx is a data-driven portfolio helping reduce costs and enhance outcomes. Plan sponsors gain optionality and predictability with the first-ever GLP-1 financial guarantee from a PBM.



Our comprehensive approach

The **GLP-1 Management Suite of Solutions** offers improved affordability, access, and outcomes when combining all three components of the new model (EnReachRx, EnGuide Pharmacy, and EncircleRx).



HIGH-TOUCH PATIENT SUPPORT MODEL

Working to ensure better clinical outcomes is critical for patients. Services include:

- + Pharmacist and clinician coaching to manage side effects and adverse effects
- + Dose optimization support for patients starting medication and progressing to their therapeutic dose, monitoring for missed fills and unexpected strengths and contacting physicians if needed
- + Regular clinical assessments to boost adherence and progress toward goals
- + Coordination of care across multiple steps in the patient journey, including prescribers, pharmacists and coaches
- + Copay assistance coordination
- + Extended payment plans available for 90-day supplies*
- + Comprehensive welcome kit with information about available resources
- + Digital tools for GLP-1 patient education, including side effect management, self-injecting tips, medication handling and nutritional support

OPTIMIZED DRUG SPEND, UTILIZATION AND WASTE REDUCTION

Separate GLP-1 discount guarantee and flat shipping fees for mail order prescriptions:

- + Consistent access to 90-day fills
- + Limited time EncircleRx PMPM fee credit for already enrolled or newly enrolled plan sponsors when paired with EnReachRx
- + Comprehensive prescription review to ensure appropriate use and valid prescriber/patient relationships
- + Outreach to patient's physician to confirm they're ready for 90-day maintenance supplies
- + Controls to limit stockpiling, eliminate waste with cumulative supply thresholds and prevent fills for providers under investigation for fraud, waste and abuse

PHARMACIES FOCUSED ON GLP-1S

Consistent and predictable access to 30- and 90-day supplies help ensure continuity of care and improve adherence with:

- + Evernorth EnGuide Pharmacy, a new GLP-1 home delivery pharmacy that safely and conveniently delivers medications to a patient's front door
- + Retail pharmacy locations, including Walgreens, and Costco will provide enhanced clinical services in addition to 30- and 90-day supply dispensing.
- + Program participation available to any willing provider agreeing to enhanced clinical terms and conditions

FOCUSED REPORTING AND ANALYTICS

- + Patient progress reports that include dose optimization, adherence and engagement with education and clinical resources
- + Utilization metrics and projected savings
- + New prescriptions, progression to 90-day supply and maintenance fills
- + Access and supply stability
- + Number of patients using extended payment plans*

*Additional services offered only at EnGuide Pharmacy



Closing gaps and improving outcomes with Evernorth EncircleRxSM

When we launched EncircleRx, we opened the door to less wasteful spending, healthier populations and financial guarantees.



Insights

Unlock client-specific insights via our performance dashboard that integrates client medical data to assess clinical and financial performance to make recommendations



Savings

Unlock savings through optimized pharmacy benefit recommendations by combining plan design and utilization management programs, like GLP-1 financial guarantees



With over 8 million patients enrolled,

EncircleRx has helped 88% of them lose weight

since May 2024.⁶



Opportunities

Unlock the right member-level opportunities through appropriate interventions deployed to improve outcomes, reduce pharmacy spend and eliminate waste



Partnerships

Unlock vendor partnerships that positively disrupt the marketplace to comprehensively address obesity, diabetes and cardiovascular disease

~\$50 million

in plan savings generated for enrolled clients since EncircleRx launched.⁶



Together, we'll change the status quo around GLP-1s with new thinking, smarter innovation and one-of-a-kind expertise that make the system better and make people better. Visit our GLP-1 Insights Hub at evernorth.com/glp-1-information-hub for regular updates and findings from industry experts.

1. Sheahan KH, Wahlberg EA, Gilbert MP. "An overview of GLP-1 agonists and recent cardiovascular outcomes trials." *Postgrad Med J*. 2020 Mar;96(1133):156-161. doi: 10.1136/postgradmedj-2019-137186. Epub 2019 Dec 4. PMID: 31801807; PMCID: PMC7042958
2. Mozaffarian D. "GLP-1 Agonists for Obesity—A New Recipe for Success?" *JAMA*. 2024;331(12):1007–1008. doi:10.1001/jama.2024.2252
3. U.S. Food and Drug Administration. "FDA Approves First Medication for Obstructive Sleep Apnea." December 20, 2024. [Press Announcement](#).
4. U.S. Food and Drug Administration. "FDA Approves First Treatment to Reduce Risk of Serious Heart Problems Specifically in Adults with Obesity or Overweight." March 08, 2024. [Press Announcement](#).
5. J.P. Morgan [Global Research](#).
6. Evernorth Commercial Book of Business data, 2024.
7. Express Scripts Claims Data, 2024.
8. Evernorth Commercial book of business forecast modeling and includes first-time enrollment in Evernorth EncircleRxSM: Cardiometabolic.