

# The Future of Lifestyle Medications

Monday, October 23<sup>rd</sup> | 1:00 PM

# The Future of Lifestyle Medications

A focus on obesity

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# Agenda

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Introduction

What is Obesity?

Disease Prevalence & Burden

Marketplace Trends

Pipeline & Considerations

Q&A



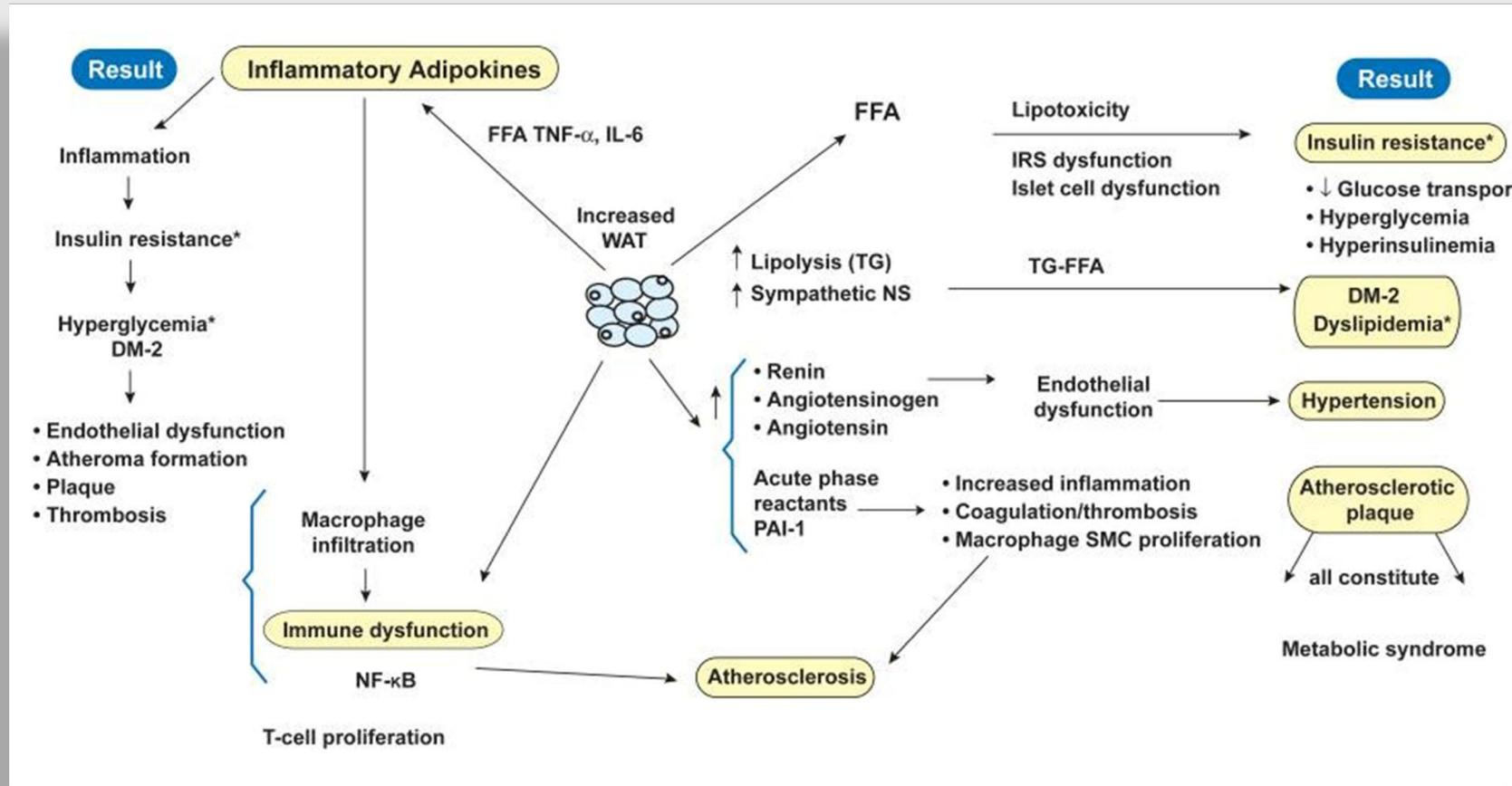
# What is Obesity?

# The World Health Organization (WHO) definition and classification:

“An abnormal or excessive fat accumulation that presents a risk to health.”

<b>BMI</b>	<b>Classification</b>
25-29 kg/m <sup>2</sup>	Overweight
30-39.9 kg/m <sup>2</sup>	Obese
≥ 40 kg/m <sup>2</sup>	Morbid Obesity

# The pathophysiology of obesity and its clinical manifestations



# “Normal” body fat mass is constantly reset throughout life

Loss of **baby fat**

Fat changes with **puberty**

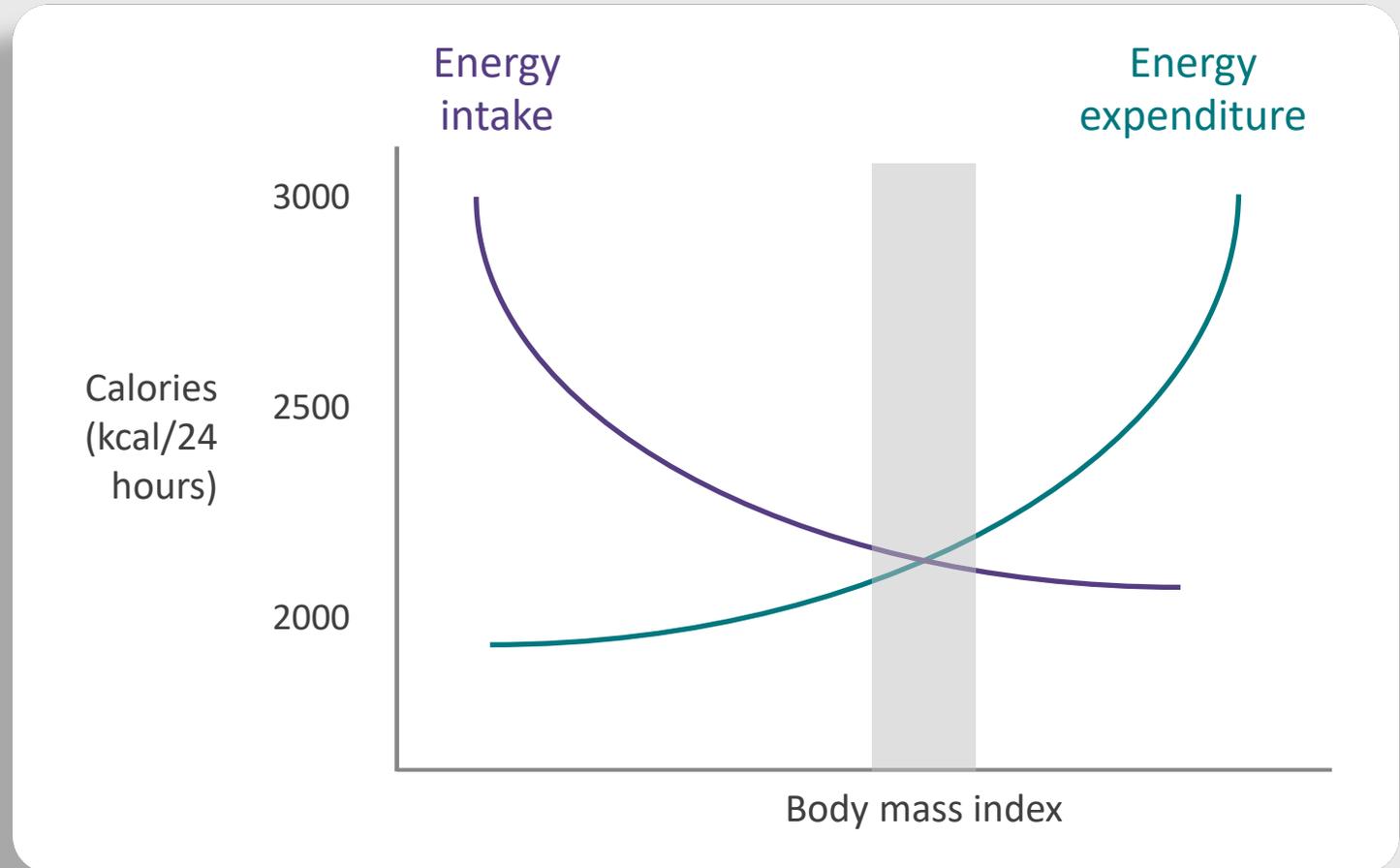
Fat changes with **aging**

Fat changes with **menopause**

During and after **pregnancy**

This occurs regardless of our intentions

Ultimately, obesity is inappropriate regulation of our setpoint



We now better understand the causes of obesity than years past

**Complex physical, mental  
and environmental causes**



Metabolism

Genetic factors

Nutrition

Neurochemical

Environment



# Statistics



# Obesity is a common, serious and costly disease

**~40%**

prevalence of obesity  
in the U.S. 2017-2020<sup>1</sup>

**1 in 2**

adults will be  
obese by 2030<sup>2</sup>

**>200**

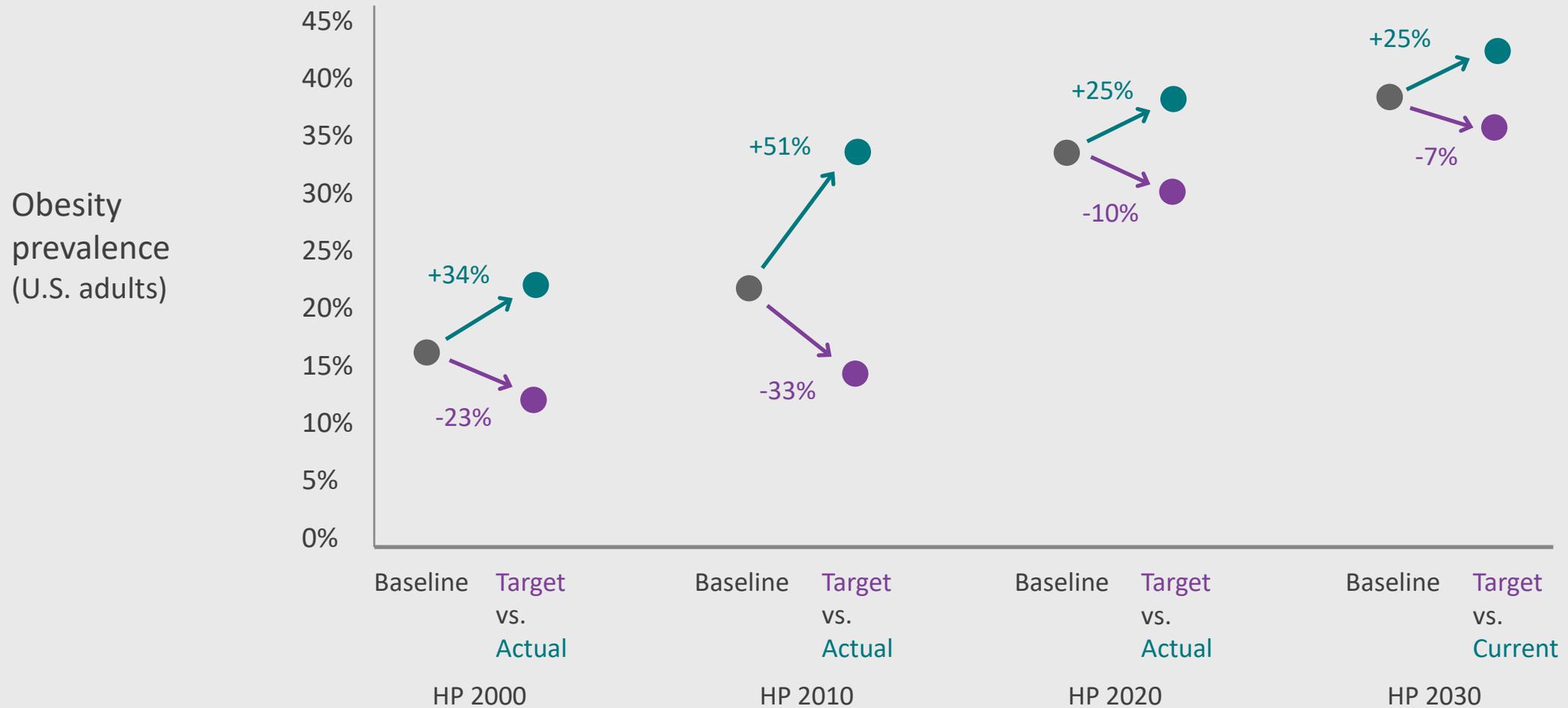
diseases are associated  
with obesity<sup>3</sup>

**\$1,861**

excess annual medical  
costs per person with  
obesity<sup>4</sup>

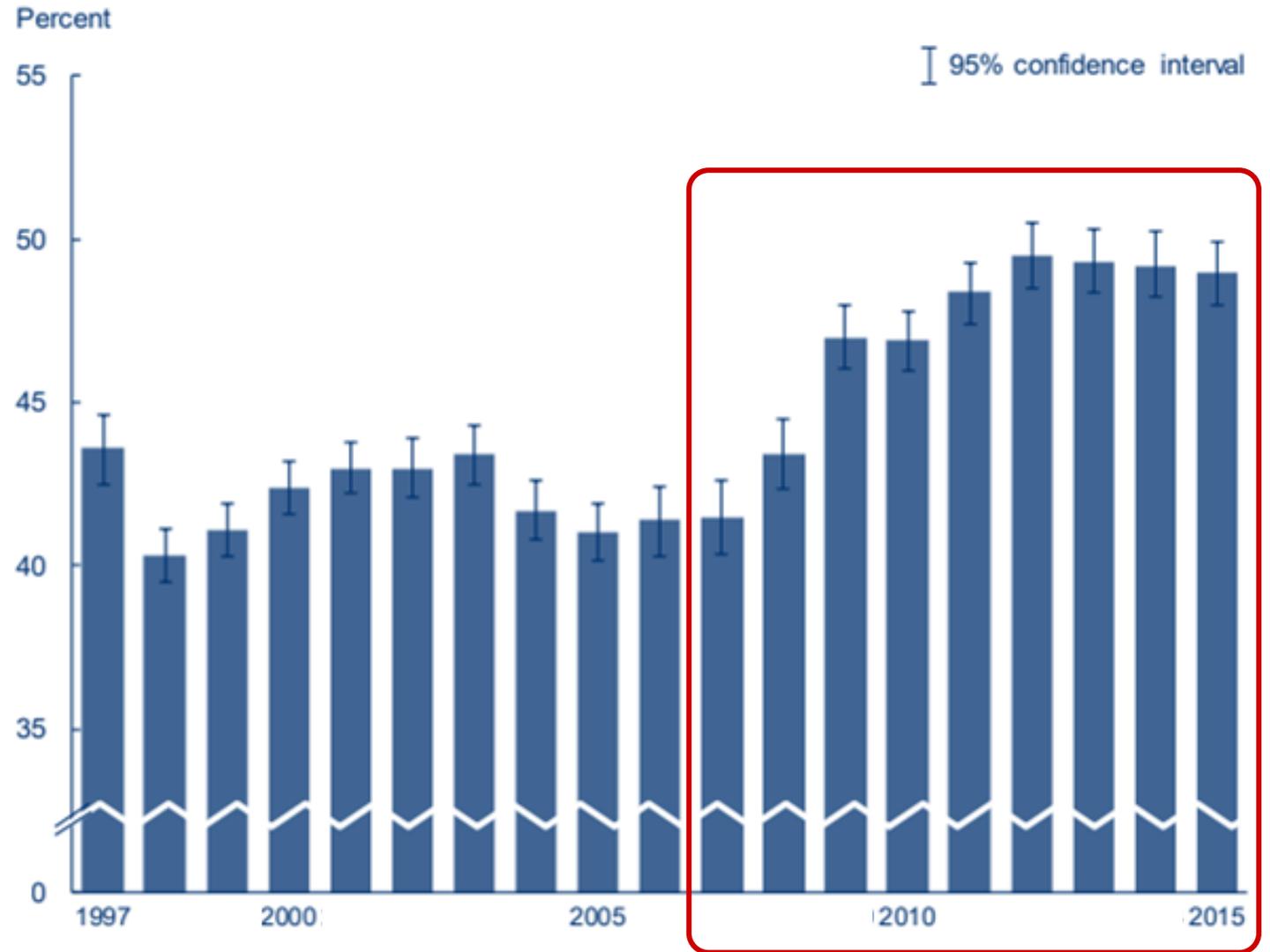
1. [www.cdc.gov](http://www.cdc.gov). 2. [www.nejm.org](http://www.nejm.org). 3. [www.medicaleconomics.com](http://www.medicaleconomics.com). 4. [journals.plos.org](http://journals.plos.org).

# U.S. has continually missed its Healthy People targets for obesity



Source: [conscienhealth.org](https://conscienhealth.org).

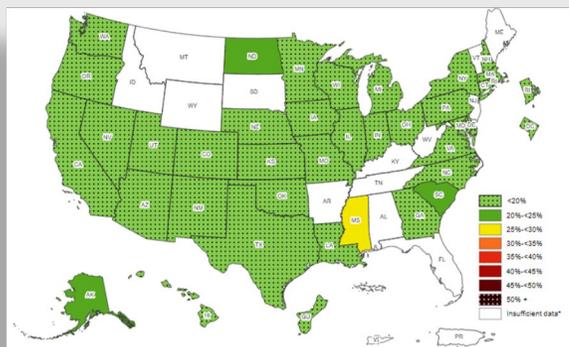
Americans are exercising more than ever before



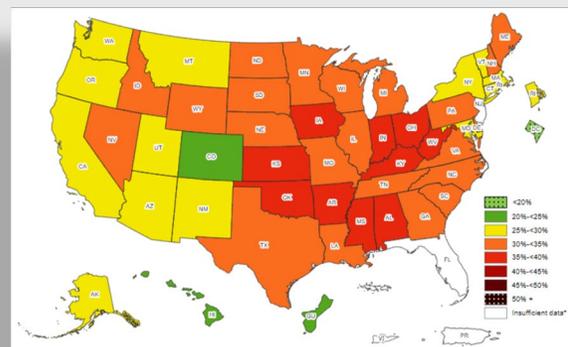
Source: [www.cdc.gov](http://www.cdc.gov).

# Prevalence of adult obesity by race/ethnicity

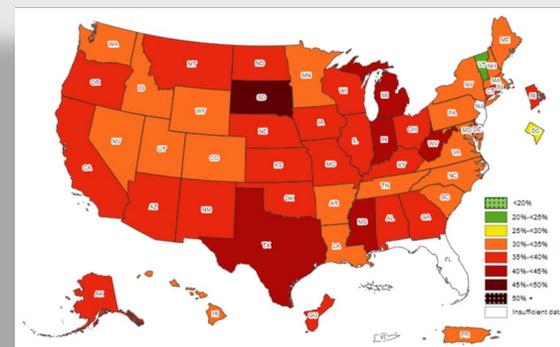
NHANES; 2017 – March 2020



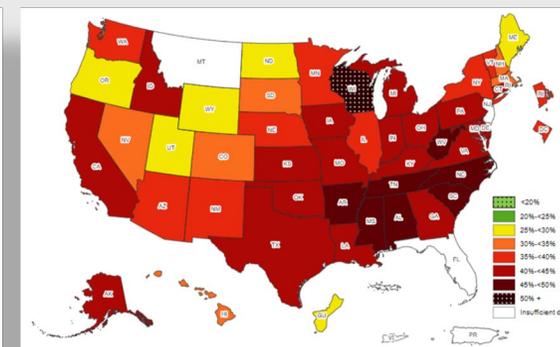
Asian



White



Hispanic



Black



# SDoH influence among U.S. adults with obesity

CDC; 2019 - 2021

- **Education:** Obesity prevalence decreased by level of education.
  - Adults without a high school degree or equivalent had the highest self-reported obesity (37.8%), followed by high school graduates/some college (35.5%), and then by college graduates (26.3%).
- **Age:** Young adults were half as likely to have obesity as middle-aged adults.
  - Adults aged 18–24 years had the lowest self-reported obesity (20.7%) compared to adults aged 45–54 years who had the highest prevalence (39.3%).
- **Income:** Among White women, prevalence was highest in the lowest income group. Among White and Hispanic men, prevalence was highest in the middle income group.
  - For Black men, prevalence was higher in the highest income group.
  - For Black women, there was no difference in prevalence among the income groups.
- **Location:** The South (36.3%) had the highest prevalence of obesity,
  - Followed by the Midwest (35.4%), the Northeast (29.9%), and the West (28.7%).
  - 40% or more adults had obesity in 2 states – Kentucky and West Virginia.

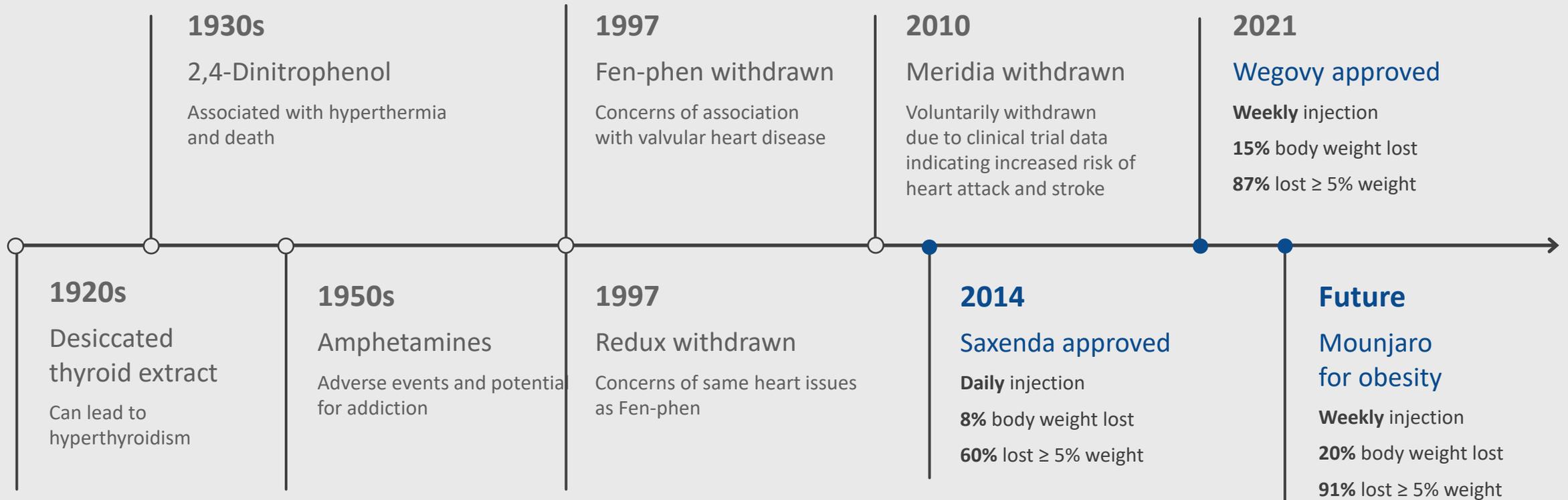
A woman with glasses and a light-colored button-down shirt is looking at her smartphone. She is standing in a garden or park with trees and a path in the background. The image has a blue tint.

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# Marketplace Trends

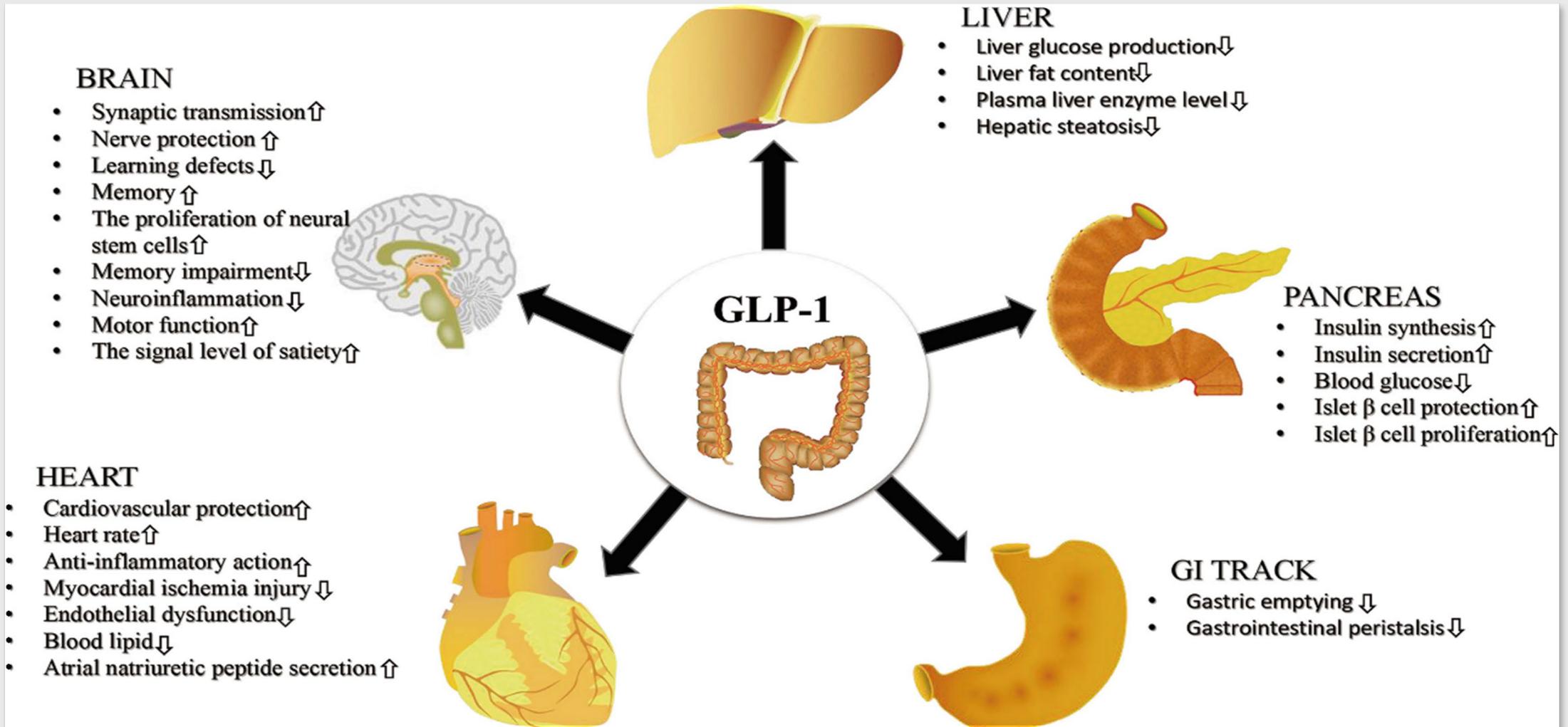
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# New drugs are promising and effective at treating obesity



Source: Nature Reviews | Drug Discovery Reviews.

# The effects of Glucagon Like Peptide-1 (GLP-1) agonists



## GLP-1 medications available today

	Dosage	Dosage form	Approved for	Who?	Cost/Month
<b>Bydureon BCise</b> (Exenatide)	1 weekly		Type 2 diabetes	Kids 10+ Adults	\$975
<b>Byetta</b> (Exenatide)	1 daily		Type 2 diabetes	Adults	\$990
<b>Ozempic</b> (Semaglutide)	1 weekly		Type 2 diabetes	Adults	\$1,100
<b>Rybelsus</b> (Semaglutide)	1 daily		Type 2 diabetes	Adults	\$1,100
<b>Trulicity</b> (Dulaglutide)	1 weekly		Type 2 diabetes	Kids 10+ Adults	\$1,100
<b>Victoza</b> (Liraglutide)	1 daily		Type 2 diabetes	Kids 10+ Adults	\$1,300
<b>Mounjaro</b> (Tirzepatide)	1 weekly		Type 2 diabetes	Adults	\$1,200
<b>Wegovy</b> (Semaglutide)	1 weekly		Weight management	Kids 12+ Adults	\$1,600
<b>Saxenda</b> (Liraglutide)	1 daily		Weight management	Kids 12+ Adults	\$1,600

GLP-1 (Glucagon-like peptide-1).

## Wegovy shown to cut risk of stroke and heart attacks, company says

The findings are the first to demonstrate that a weight-loss drug has medical benefits beyond weight reduction.

## Semaglutide: The First New FDA-Approved Weight Loss Medication Since 2014

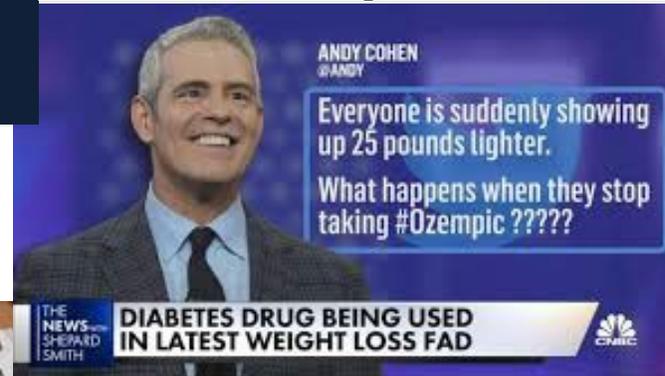
### AVERAGE WEIGHT LOSS ON TIRZEPATIDE

DOSES INJECTED ONCE A WEEK FOR 72 WEEKS:

- 15 MG: -52LBS
- 10 MG: -49LBS
- 5 MG: -35LBS



## Could New Weight-Loss Drugs like Ozempic Treat Addiction?



## As weight loss drugs soar in popularity, many who could benefit can't get them

Most health insurance companies won't cover the cost of Ozempic and Wegovy, leaving groups with the highest rates of obesity without access.

The Washington Post  
*Democracy Dies in Darkness*

KAISER HEALTH NEWS

## Social Media Is Boosting a Billion-Dollar Market for Weight Loss Drugs

BUSINESS

## New Weight-Loss Drugs Work, But Who's Paying?

Analysis by Lisa Jarvis | Bloomberg  
November 10, 2022 at 5:32 a.m. EST

# GLP-1s are most effective when combined with lifestyle intervention and recommended dosing

**Lifestyle and nutrition support**



**Proper dosing**



**15%**

weight loss achieved on GLP-1 with the support of lifestyle intervention and counseling<sup>1,2</sup>



1. [www.nejm.org](http://www.nejm.org). 2. [www.nejm.org](http://www.nejm.org).

Emerging anti-obesity medications like GLP-1s\* while highly effective are expensive and use is on the rise

\*Approved for weight loss.

1. [www.fiercepharma.com](http://www.fiercepharma.com). 2. [www.ncbi.nlm.nih.gov](http://www.ncbi.nlm.nih.gov).

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**5X**

increase in utilization of anti-obesity medications (AOM) expected over the next few years<sup>1</sup>

**\$20K**

annual cost of Wegovy<sup>2</sup>

**55%**

patients seeking care for obesity will be prescribed anti-obesity therapies<sup>1</sup>

 **CVS** caremark<sup>®</sup>



# Pipeline & Considerations

# A robust pipeline of **diabetes and weight management** medications



## Obesity and Type 2 Diabetes

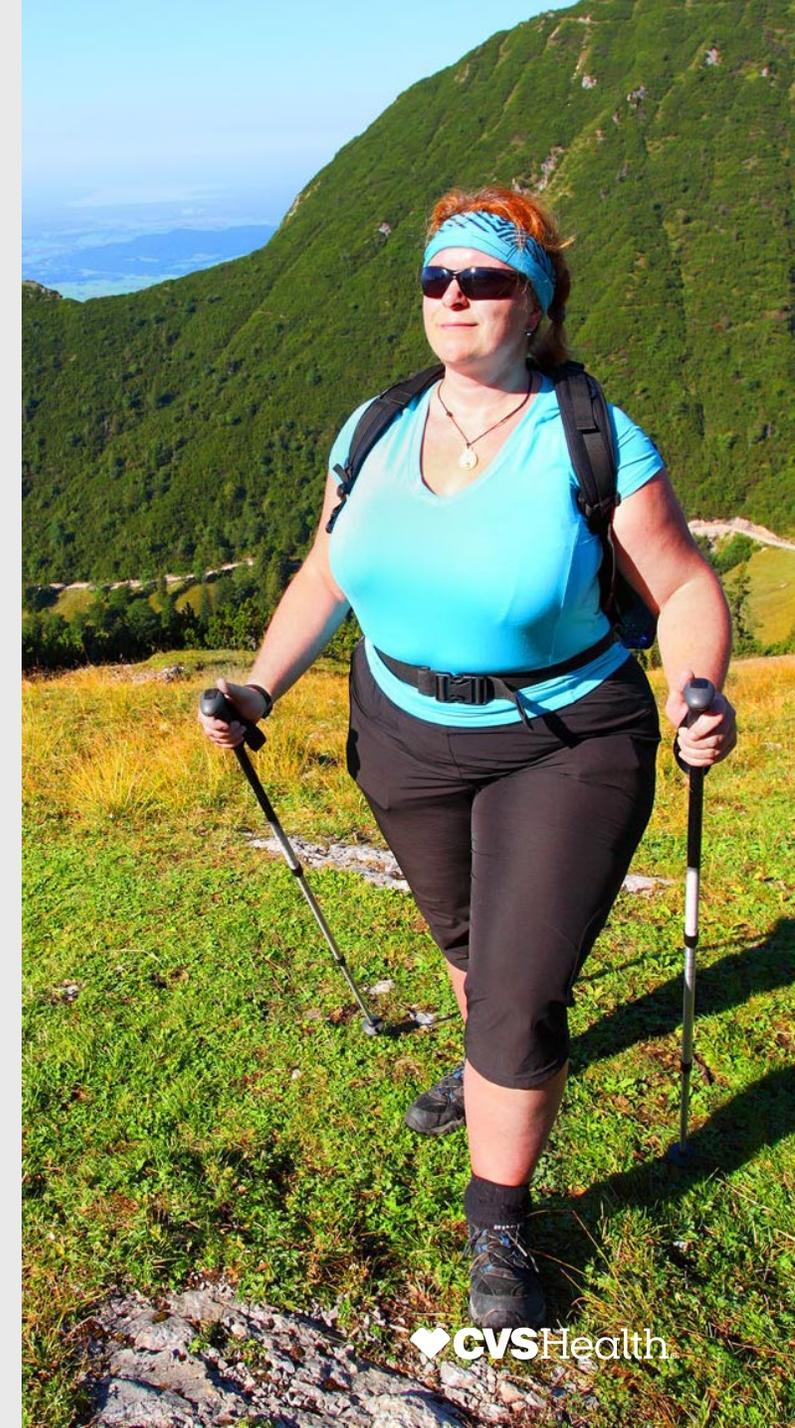
- **Danuglipron** – Phase 2 oral GLP-1; Q3 2024
- **Orforglipron** – Phase 3 oral GLP-1; 2026
- **Retatrutide** – Phase 3 GLP-1/GIP/Glucagon tri-agonist; 2026



## Obesity without Diabetes

- **Tirzepatide** – FDA fast track review; 2<sup>nd</sup> half 2023
- **AMG133** – Phase 2 GLP-1 with monthly dosing frequency
- **Pemvidutide** – Phase 2 GLP-1/Glucagon agonist
- **Survodutide** – Phase 3 GLP-1/Glucagon agonist
- **Imcivree** – Phase 3 for the treatment of hypothalamic obesity; 2Q 2026

**Multiple new drugs and expanding indications make it critical to proactively manage this class**



# Ongoing considerations

Which patients do or do not benefit?

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How long do you need to take these drugs?

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What are the long-term side effects?

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What approach will payors take to coverage?

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How do health disparities influence outcomes?

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How do we couple drug therapy with lifestyle support?

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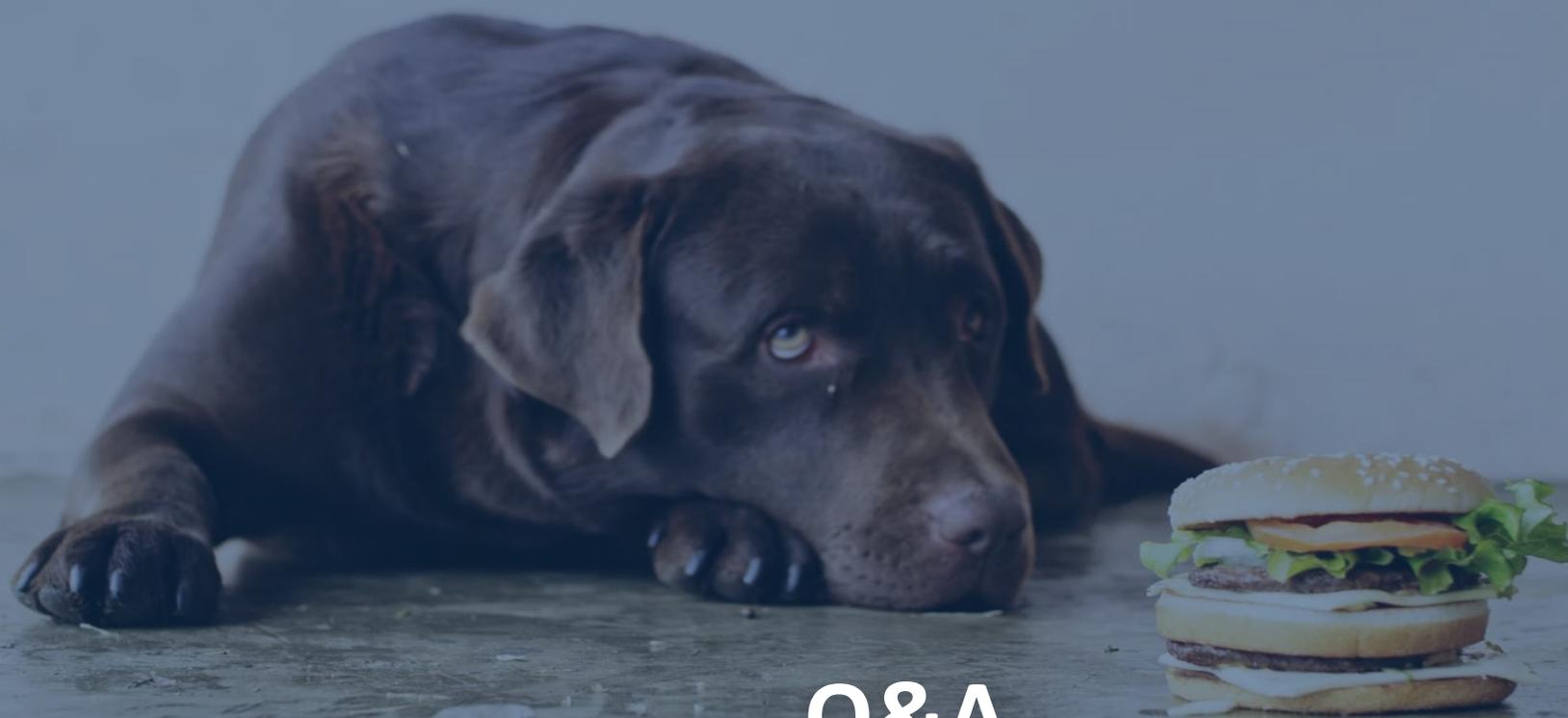
What is the impact on total healthcare spend?

# Plan sponsors will need a comprehensive approach

## Cost Management

## Care Management





Q&A



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