



HUMIRA BIOSIMILARS



- Entry of first biosimilar under pharmacy benefit - Humira
- How will PBMs cover, prefer and price?
- Will reference products be less expensive with rebate?
- Will biosimilars receive rebates or manufacturer discount program?
- Physician willingness to prescribe

INSURGENCE OF GLP-1s

- Continued growth of utilization and cost for diabetes and weight loss
- Extensive drug pipeline for weight loss drugs
- Ensuring right utilization and lifestyle management programs are in place to prevent off label use and maximize results



POTENTIAL DISRUPTORS

- Continued emergence of new PBMs and point solution vendors
- Will anyone build a better mousetrap?
- Employer fatigue of market over saturation



RETAIL PHARMACY BURNOUT

- Reduction of pharmacy staffing at major chains leads to pharmacy staff burnout
- Strikes at CVS and Walgreens
- Bankruptcy of RiteAid and closures of other pharmacies



REGULATORY LANDSCAPE



Increasing anti-PBM laws focused on:

- Elimination of spread pricing
- Prevention of steerage to one pharmacy over another
- Debate over whether manufacturer coupon dollars should be allowed to apply to member accumulators

EXTENSIVE DRUG PIPELINE



- Exploding drug pipeline for 2023-2025
- Includes gene therapies and multiple specialty drugs, including new drug for Alzheimer's
- Non-specialty continued focus on weight loss drugs, RSV vaccines and many more

Marketplace landscape



Vertically Integrated Large Players

					And others

Mid-sized PBMs

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Potential Disruptors (Standalone PBMs)

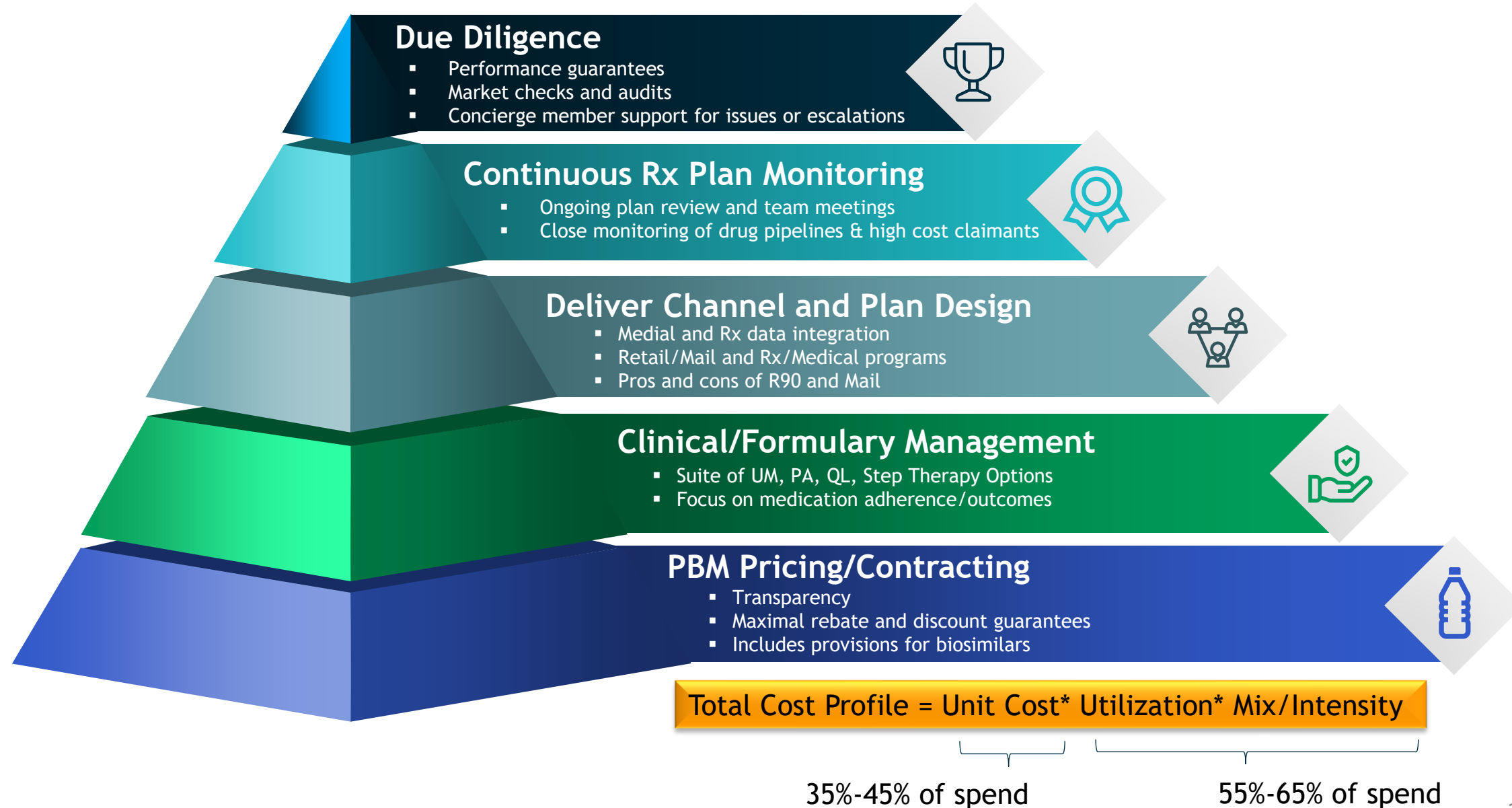
						} And many more!
					<small>formerly Southern Scripts</small>	

Potential Disruptors (Rx Point Solutions)

					} And many more!





Pharmacy benefit management approach



Key GLP-1s in the marketplace



	Saxenda (liraglutide)	Ozempic (semaglutide)	Wegovy (semaglutide)	Mounjaro (tirzepatide)	Zepbound (tirzepatide)
What is it FDA approved for?	Weight loss Approved as an adjunct to diet and exercise for chronic weight management in adults who are overweight (BMI \geq 27 kg/m ²) or obese (BMI \geq 30 kg/m ²)	Approved to help control blood glucose (sugar) levels in patients with type 2 diabetes , but significant amounts of weight loss have also been seen in clinical trials	Weight loss Approved as an adjunct to diet and exercise for chronic weight management in adults who are overweight (BMI \geq 27 kg/m ²) or obese (BMI \geq 30 kg/m ²)	Approved to help control blood glucose (sugar) levels in patients with type 2 diabetes , but significant amounts of weight loss have also been seen in clinical trials	Weight loss Approved as an adjunct to diet and exercise for chronic weight management in adults who are overweight (BMI \geq 27 kg/m ²) or obese (BMI \geq 30 kg/m ²)
Year approved	2014	2017	2021	2022	2023 (November) 
Manufacturer	Novo Nordisk	Novo Nordisk	Novo Nordisk	Eli Lilly	Eli Lilly
Efficacy	<ul style="list-style-type: none"> About 5% to 10% over 56 weeks 	<ul style="list-style-type: none"> Not technically approved for weight loss When used in patients with type 2 diabetes to manage blood glucose (sugar) levels, yields a 6% to 7% weight loss 	<ul style="list-style-type: none"> Approved for weight loss About 12 to 15% over 68 weeks 	<ul style="list-style-type: none"> Not technically approved for weight loss About 21% to 22.5% at the highest dose, in investigational clinical trials evaluating its use for weight management 	<ul style="list-style-type: none"> Approved for weight loss Led to an average weight loss of 22.5% body weight, or about 52 pounds, surpassing all currently available weight loss medications on the market
Average gross cost per year (before rebates)	~\$16,500	~\$15,750	~\$16,200	~\$13,300	~\$12,700 
Route of administration	Injection	Injection	Injection	Injection	Injection



For Diabetes

e.g., Mounjaro, Ozempic

- ▶ All plans **must** cover
- ▶ Ensure you have utilization management (UM) on these products
 - ▶ Can include step therapy, prior authorization (PA), and/or quantity limits
- ▶ Require PA to include documentation of diagnosis of diabetes
- ▶ Confirm approvals are not granted indefinitely
- ▶ Place 30-day supply

While medication is extremely important for managing diabetes and weight loss, a cornerstone of success for both is **long term lifestyle management**

We can help you determine which PBM or third-party programs might be a good fit for you

We're here to help!

For Weight Loss

e.g., Saxenda, Wegovy

- ▶ If you **do not** cover:
 - ▶ Do not add coverage at this time
 - ▶ Eliminate pathway to cover through medical necessity to align with intent
- ▶ If you **do** cover:
 - ▶ Consider excluding
 - ▶ Ensure you have PA
 - ▶ Ask your PBM if they offer “enhanced” or more stringent PA criteria
 - ▶ Require PA to include engagement in a lifestyle management program
 - ▶ Limit to a 30-day supply