

EXL

The EXL logo is displayed in white, bold, sans-serif capital letters. It is positioned on the left side of the slide, partially overlaid by a large orange triangle that points towards the center. The background of the slide is a photograph of a modern office interior with large windows overlooking a city skyline. Several people are seated around a white conference table, engaged in a meeting. They are looking at various documents, tablets, and laptops that feature colorful charts and graphs. The overall atmosphere is professional and collaborative.

EXL

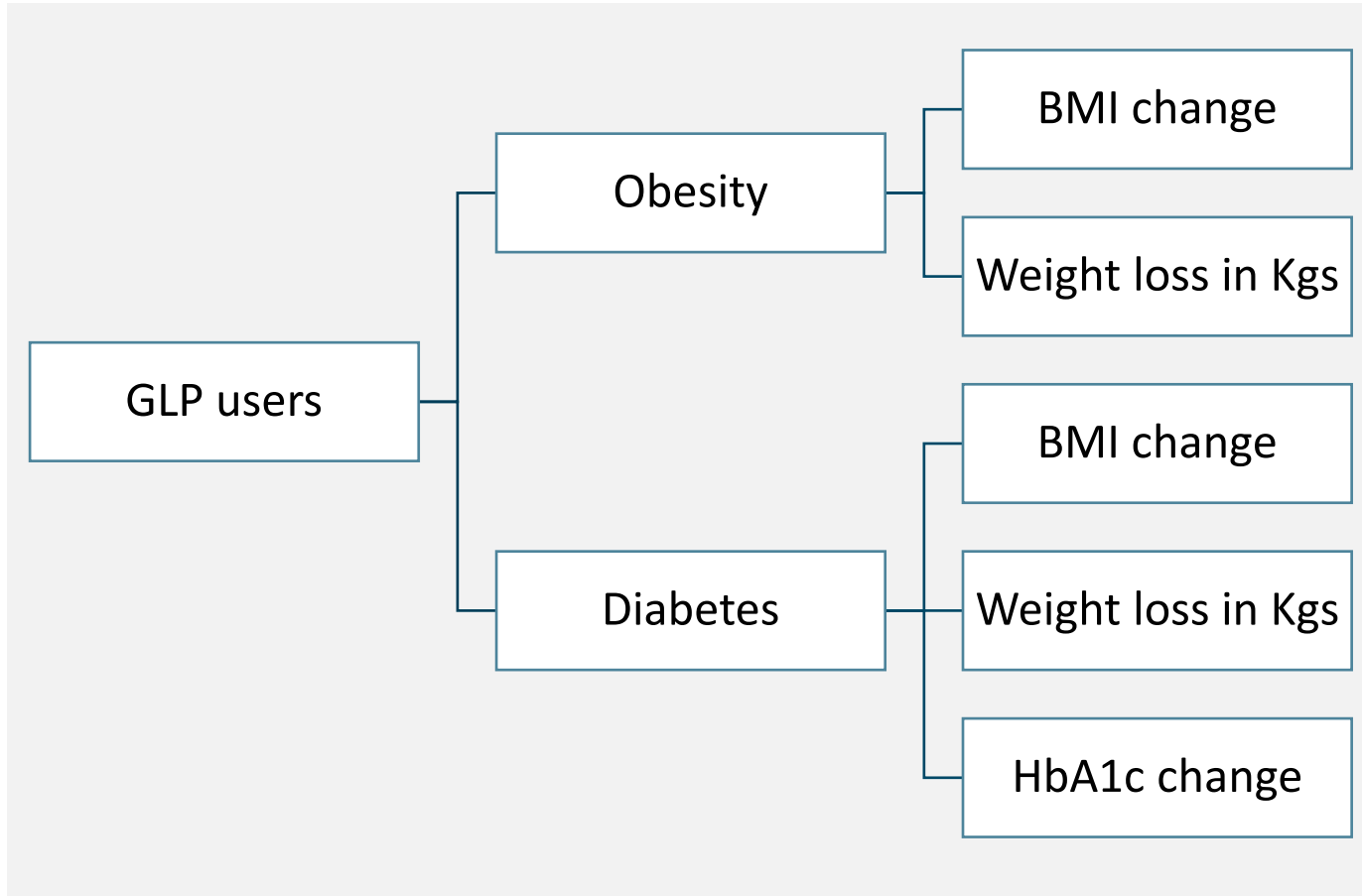
GLP Outcomes Analysis

January 2024

The EXL logo is displayed in orange, bold, sans-serif capital letters. It is located in the bottom right corner of the slide, within a white triangular area that points towards the center. The background of the slide is a photograph of a modern office interior with large windows overlooking a city skyline. Several people are seated around a white conference table, engaged in a meeting. They are looking at various documents, tablets, and laptops that feature colorful charts and graphs. The overall atmosphere is professional and collaborative.

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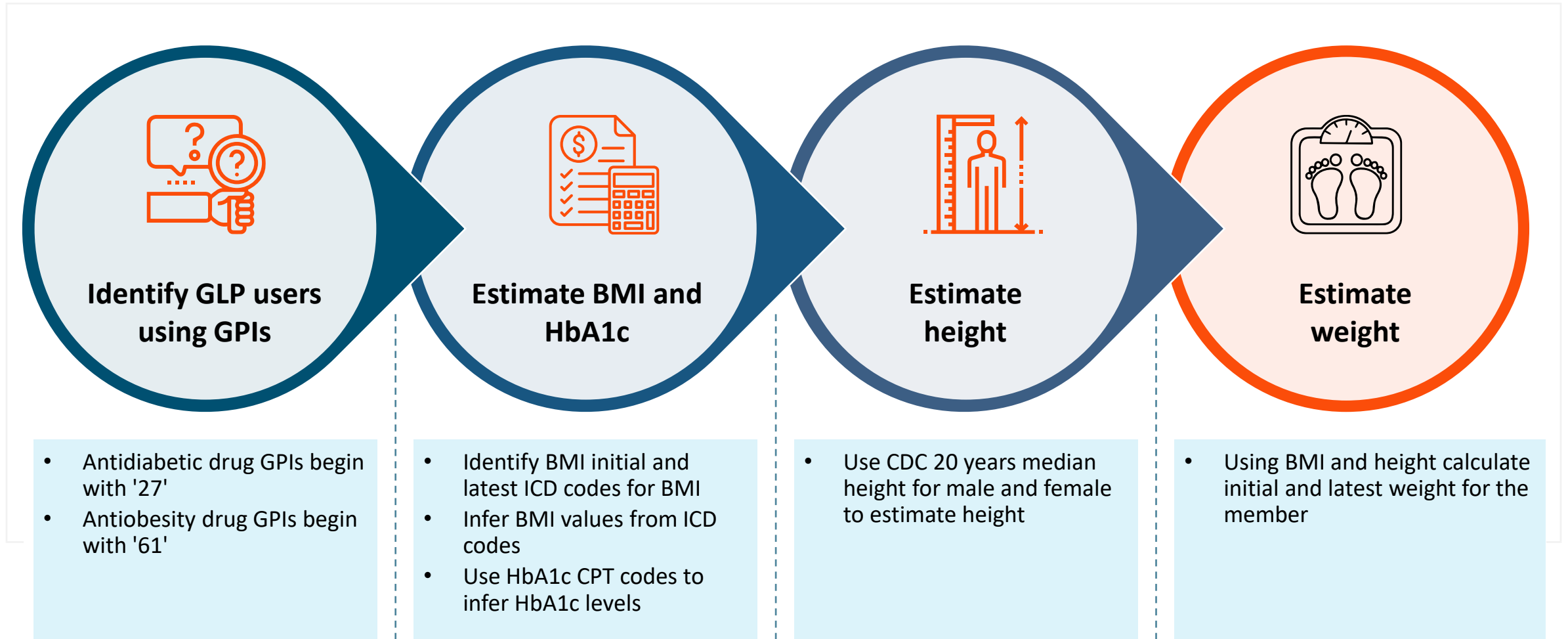
GLP primary outcomes



- ✓ Lab data access is best to evaluate these outcomes
- ✓ In absence of Lab data, EXL used BMI ICD codes to estimate the BMI and weight change
 - Out of all GLP users we have BMI ICD codes for almost 35% members
- ✓ HbA1c CPT codes are utilized for evaluating HbA1c related outcomes
 - Out of all GLP users, we have HbA1c CPT codes for almost 15% members with diabetes

Notes: GLP users are ~10 thousand

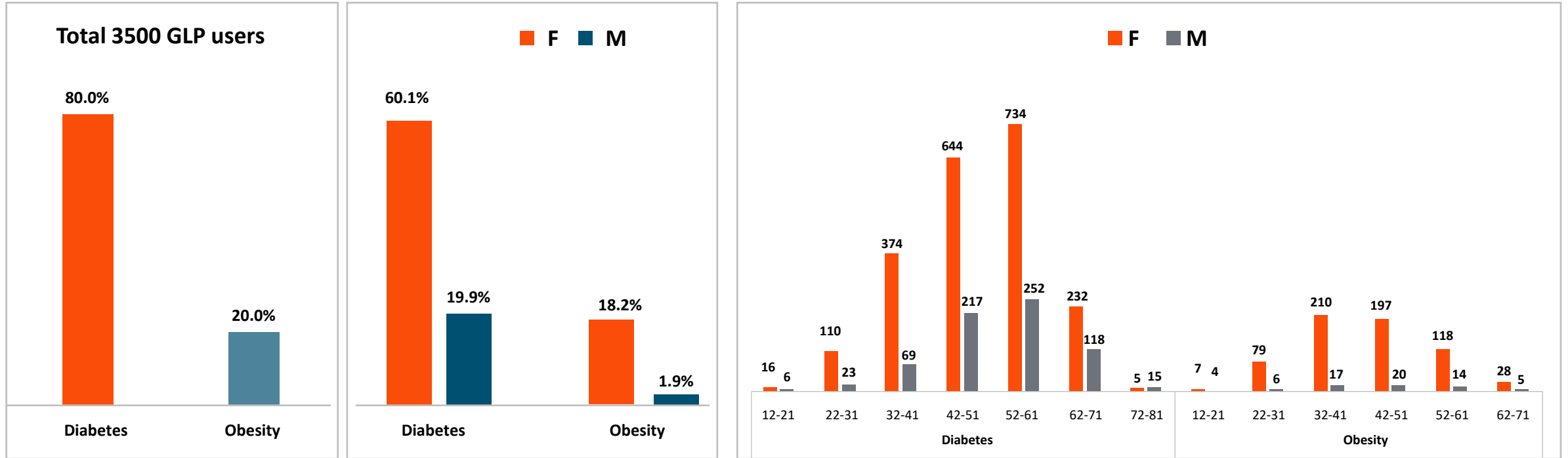
EXL approach based on claims data





BMI and Weight

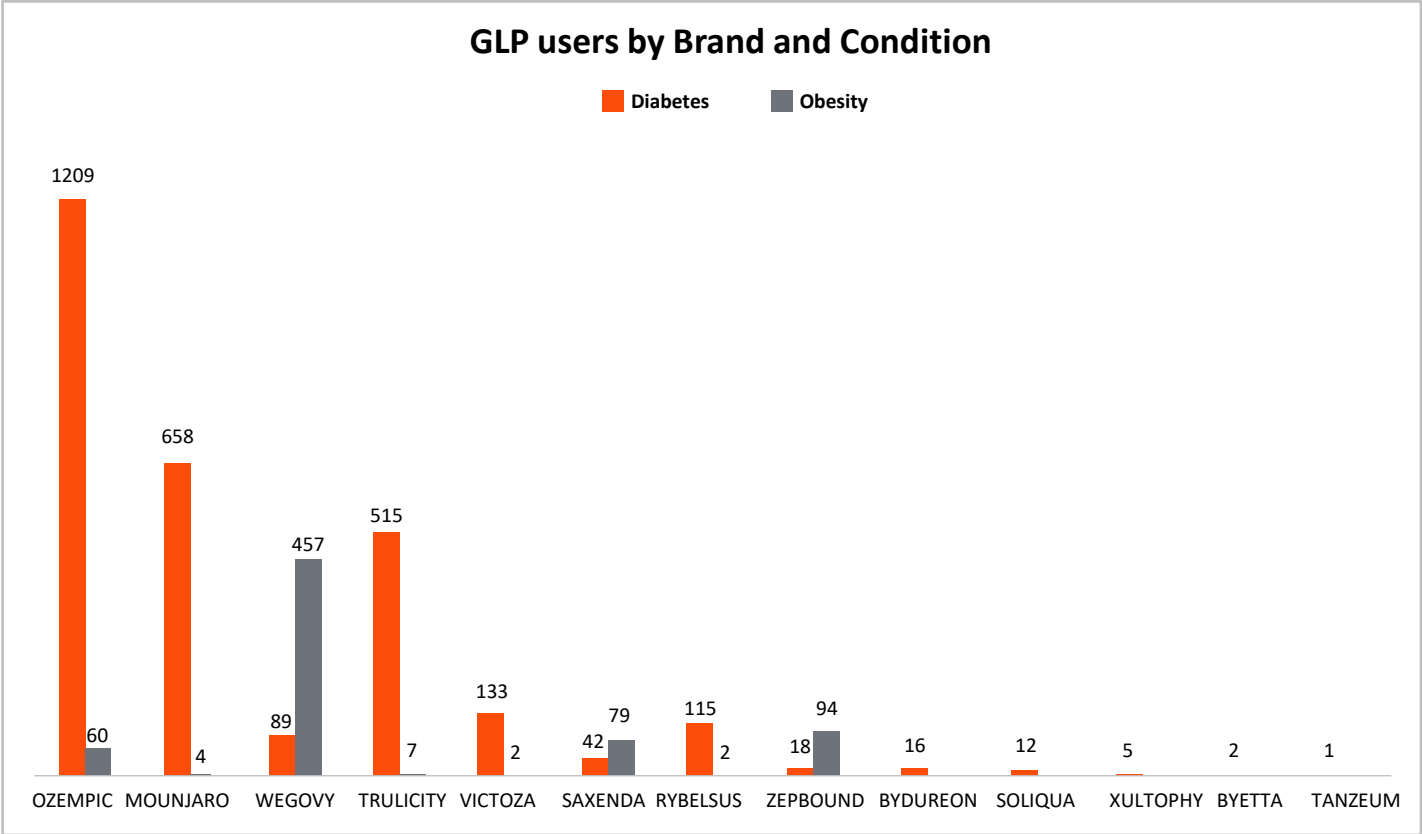
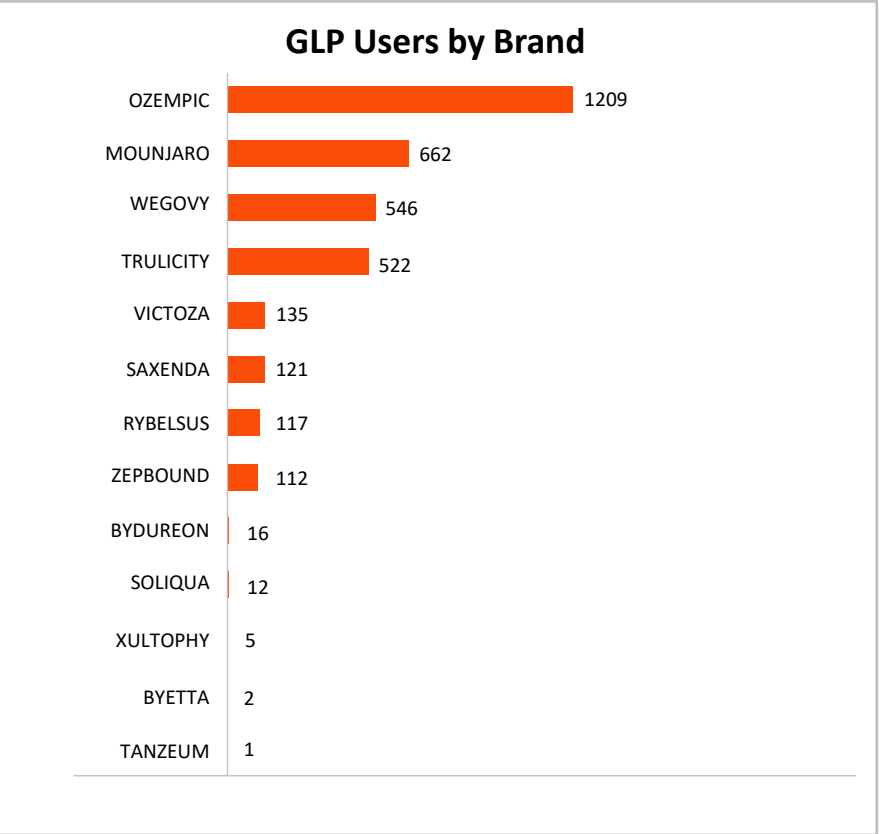
Demographics



Key Points:

- GLP user breakdown: 80 percent diabetes and 20 percent obesity
- Female members are more prevalent
- More users among the 30 to 60 years age group

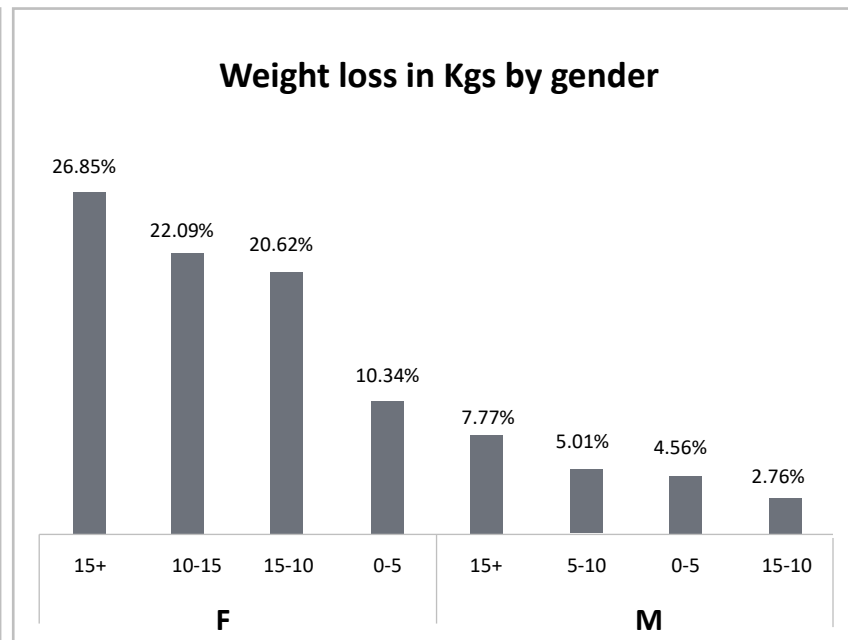
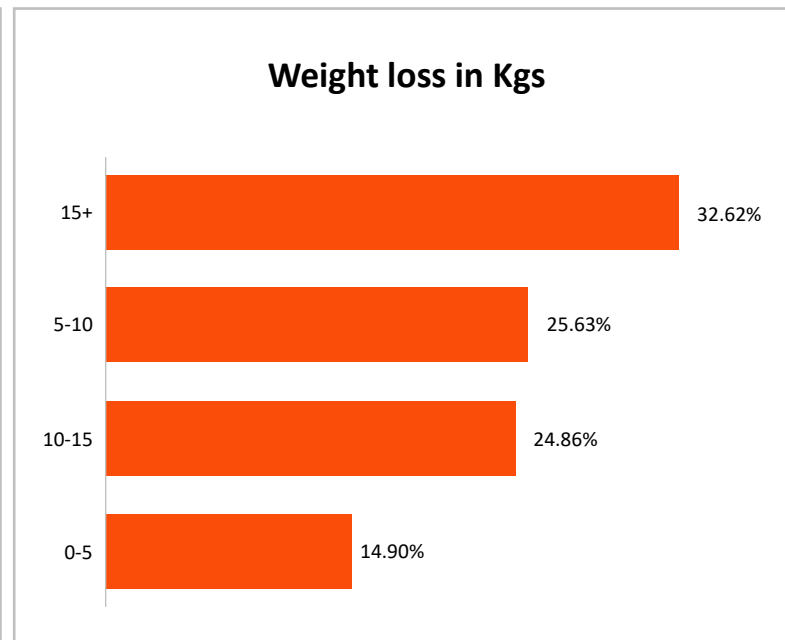
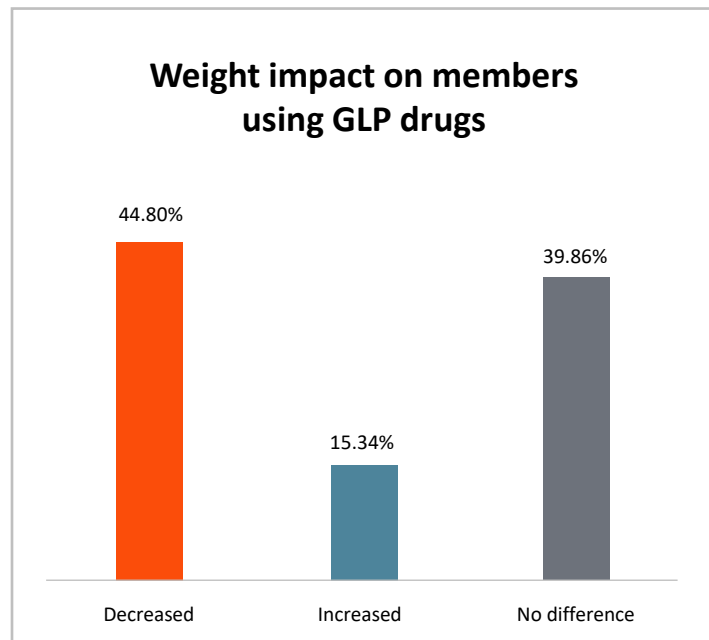
User distribution by Brand



Key Points:

- Ozempic most prevalent
- Wegovy used more by members with Obesity

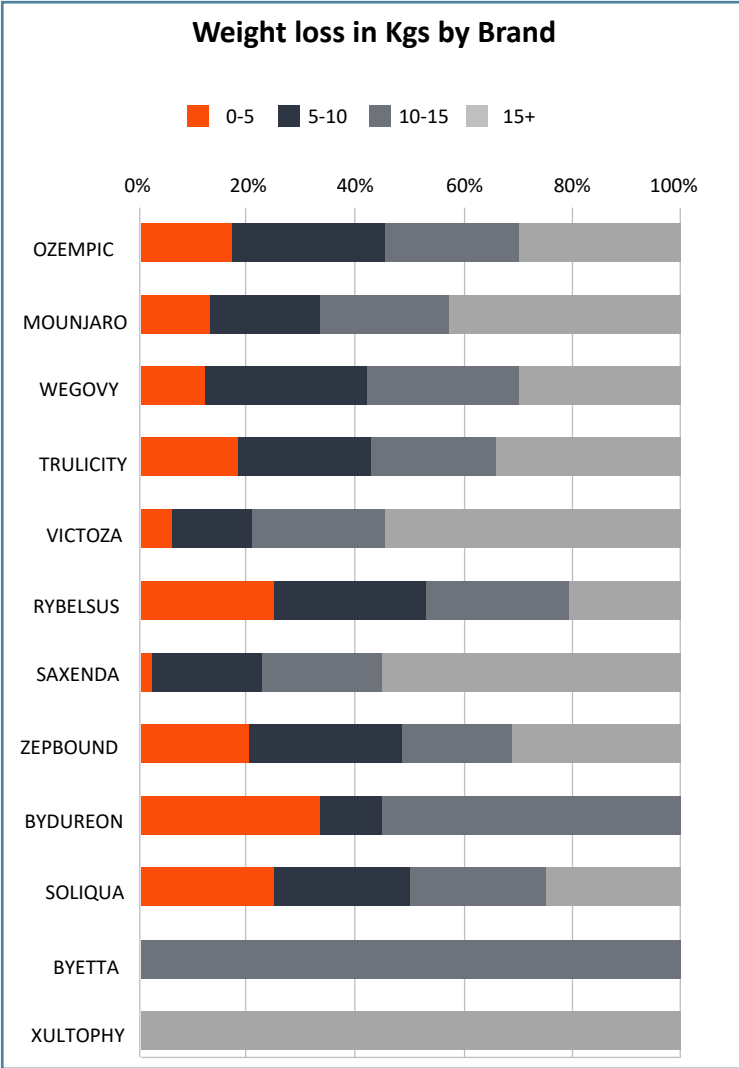
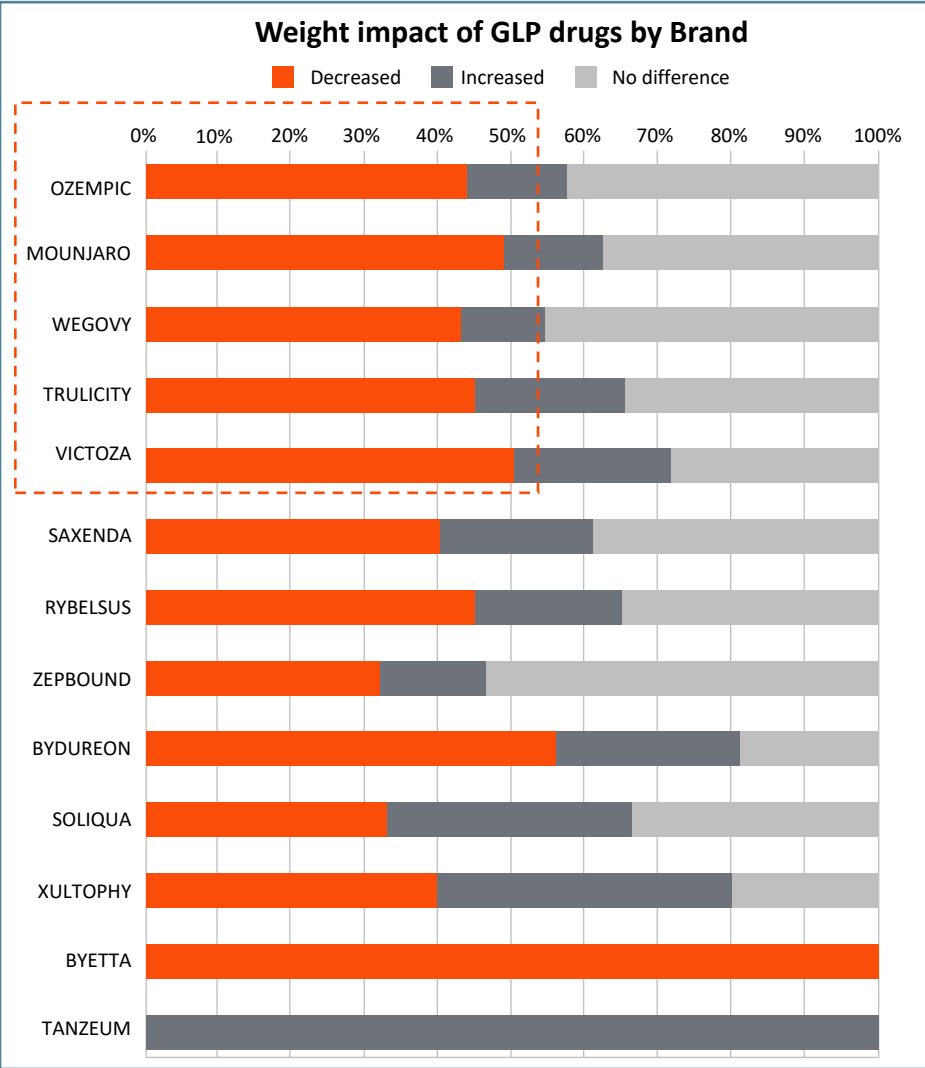
Weight analysis



Key Points:

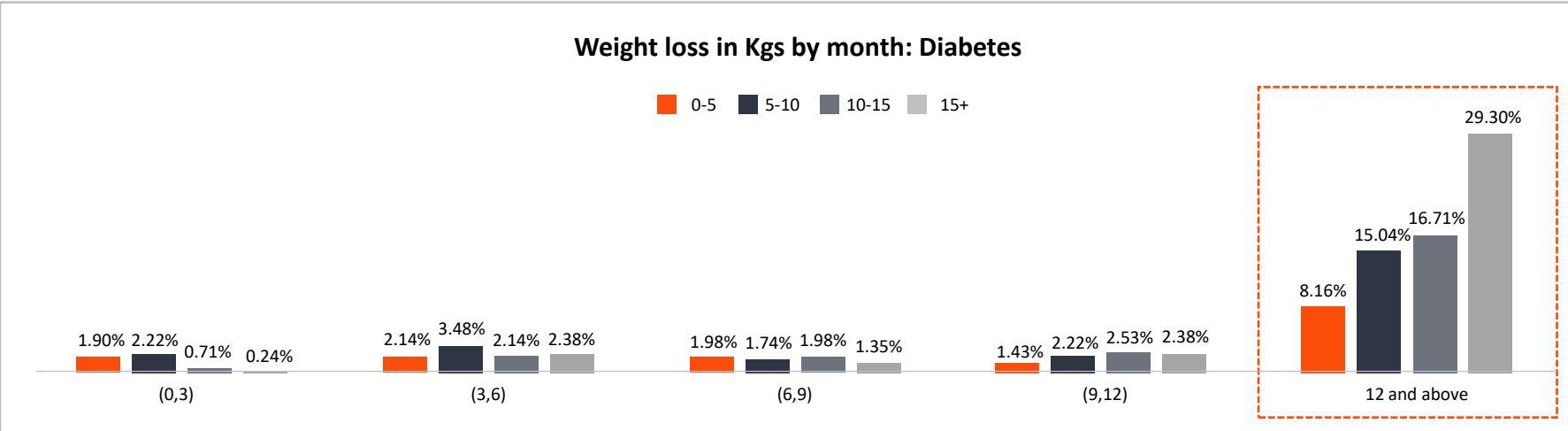
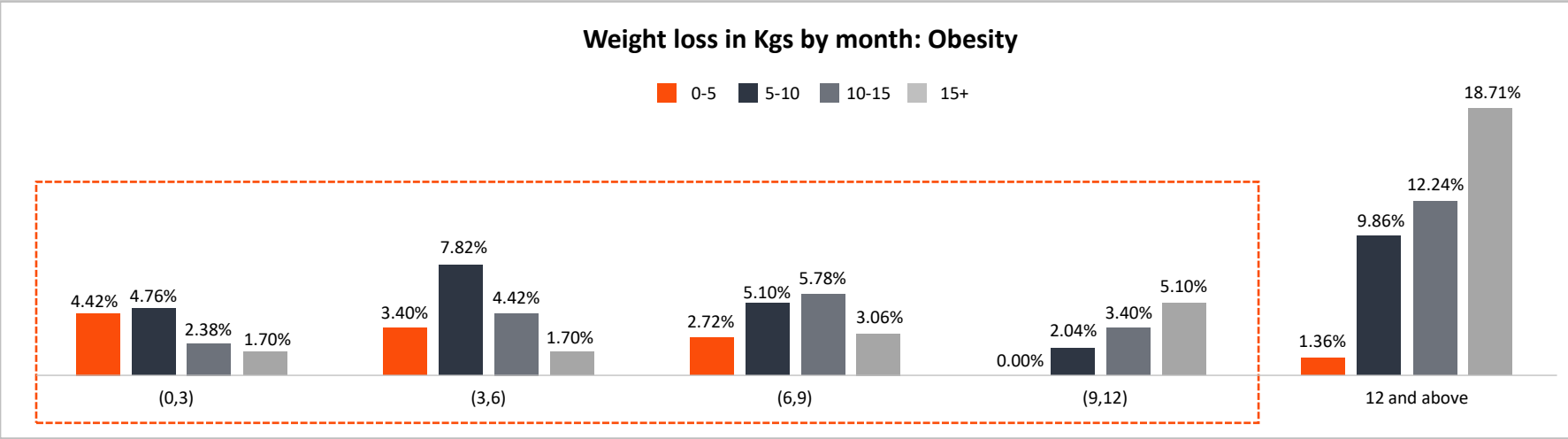
- Weight decreased for 45% for members and increased for 15% of members
- 15+ Kg weight loss in about 35% of members

Weight analysis



- Key Points:
- Almost all brands see a weight decrease in more than 30% of members
 - Over 40% of members using Ozempic, Wegovy and Trulicity saw a weight decrease; Almost 50% for Mounjaro and Victoza saw a weight decrease

Weight analysis



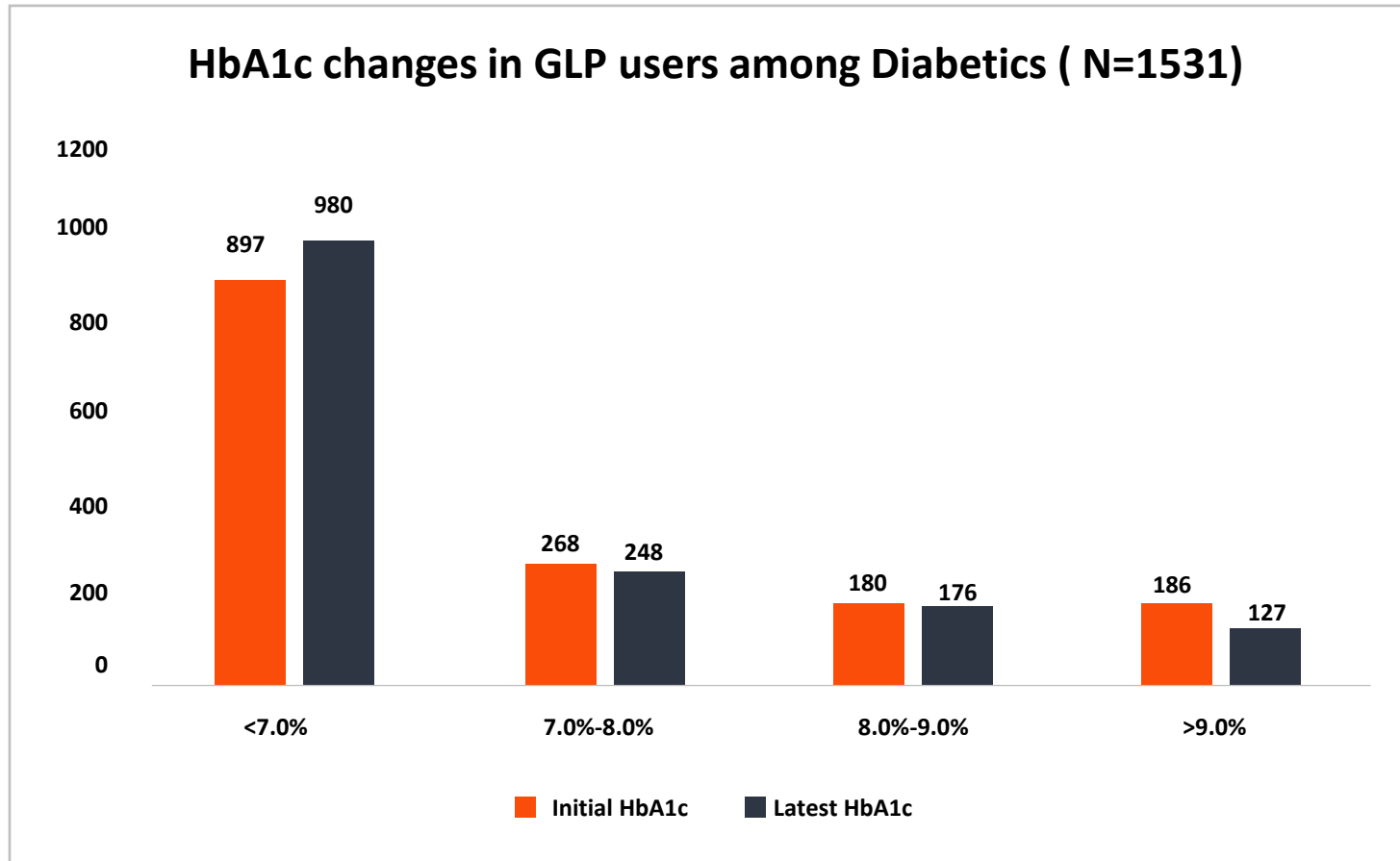
Key Points:

- More weight loss in the obesity group in initial months
- Diabetes patients are more likely to be on GLP drugs for more than a year and hence most weight change is seen in later months



HbA1c Findings

HbA1c analysis: overall positive impact



Notes:

Initial HbA1c is the first HbA1c CPT code in the claim file nearest to first GLP prescription date

Latest HbA1c is the latest HbA1c code nearest to latest GLP prescription date

- ~15 percent population (N=1,531) with diabetes have HbA1c CPT codes in claims
- Overall positive impact on HbA1c
 - Patient count with less than 7% increased
 - Patient count decreased from 186 to 127, with greater than 9% HbA1c levels
- Most diabetic members are on GLP drugs for more than a year



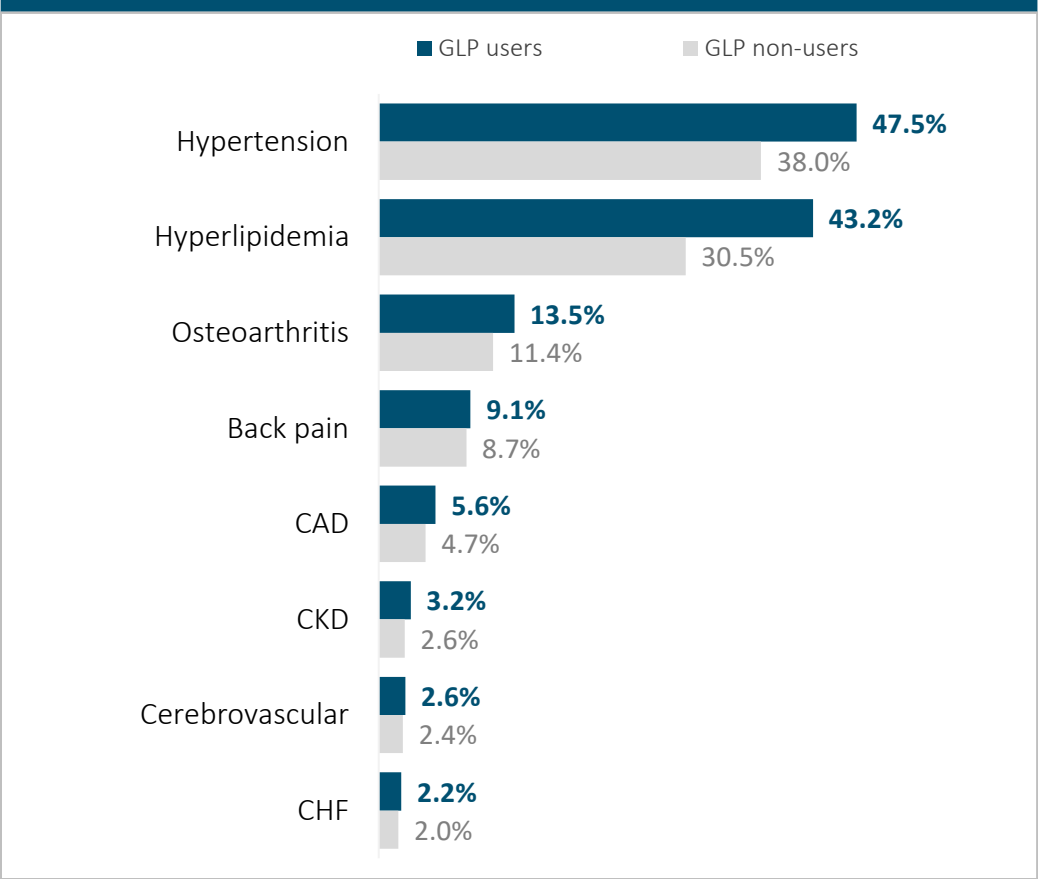
Financial and
comorbidities
insights

Financial and clinical insights for GLP users and non-users

Comparison between GLP users and non-users (Jul 23-Jun 24)

Metric	GLP users	Non-GLP users
Member count	10,238	17,687
PMPM	\$1,971	\$1,520
Avg Gap Savings	\$127	\$126
Avg age/member	47	42
Avg total medical allowed amount	\$9,915	\$12,706
Avg total Rx-Non GLP allowed amount	\$5,288	\$4,177
Avg total Rx-GLP allowed amount	\$6,204	NA
Avg total annual allowed amount	\$21,407	\$16,883
Avoidable IP/member	0.01	0.02
Avoidable ER/member	0.14	0.15

Comorbidities prevalence



Key Points

- GLP users have higher PMPM, Higher Age, Higher total allowed amount and higher prevalence of chronic conditions



Cohort analysis

Cohort analysis

Improved clinical outcomes but with additional cost

		GLP Group			Non-GLP Group			
		2022	2024	% Rate change	2022	2024	% Rate change	Impact
	Members	4,643	4,634		15,540	14,885		
Cost	Average medical spend	\$ 771	\$ 917	19%	\$ 891	\$ 1,198	34%	Positive
	Average Rx Non-GLP spend	\$ 323	\$ 314	-3%	\$ 317	\$ 391	23%	Positive
	Average Rx GLP spend	-	\$ 560	-	-	-	-	Negative
	Average total Rx spend	\$ 323	\$ 874	171%	\$ 317	\$ 391	23%	Negative
	Average total spend	\$ 1,093	\$ 1,791	64%	\$ 1,209	\$ 1,464	21%	Negative
Utilization	ER utilization	0.023	0.026	13%	0.024	0.028	17%	Positive
	IP utilization	0.005	0.005	0%	0.007	0.009	29%	Positive

Key Points

- Lower % rate change in ER and IP utilization for GLP users
- Lower % rate change in Avg. medical spending and Non GLP Rx spending for GLP users
- Higher % rate change in Average total spending & Total Rx spending - primarily driven by increased Rx GLP spending for GLP users



Appendix

BMI ICD codes and HbA1c CPT codes

BMI ICD codes

Z68	Body mass index [BMI]
Z681	Body mass index [BMI] 19.9 or less, adult
Z682	Body mass index [BMI] 20-29, adult
Z6820	Body mass index [BMI] 20.0-20.9, adult
Z6821	Body mass index [BMI] 21.0-21.9, adult
Z6822	Body mass index [BMI] 22.0-22.9, adult
Z6823	Body mass index [BMI] 23.0-23.9, adult
Z6824	Body mass index [BMI] 24.0-24.9, adult
Z6825	Body mass index [BMI] 25.0-25.9, adult
Z6826	Body mass index [BMI] 26.0-26.9, adult
Z6827	Body mass index [BMI] 27.0-27.9, adult
Z6828	Body mass index [BMI] 28.0-28.9, adult
Z6829	Body mass index [BMI] 29.0-29.9, adult
Z683	Body mass index [BMI] 30-39, adult
Z6830	Body mass index [BMI] 30.0-30.9, adult
Z6831	Body mass index [BMI] 31.0-31.9, adult
Z6832	Body mass index [BMI] 32.0-32.9, adult
Z6833	Body mass index [BMI] 33.0-33.9, adult

Z6834	Body mass index [BMI] 34.0-34.9, adult
Z6835	Body mass index [BMI] 35.0-35.9, adult
Z6836	Body mass index [BMI] 36.0-36.9, adult
Z6837	Body mass index [BMI] 37.0-37.9, adult
Z6838	Body mass index [BMI] 38.0-38.9, adult
Z6839	Body mass index [BMI] 39.0-39.9, adult
Z684	Body mass index [BMI] 40 or greater, adult
Z6841	Body mass index [BMI] 40.0-44.9, adult
Z6842	Body mass index [BMI] 45.0-49.9, adult
Z6843	Body mass index [BMI] 50.0-59.9, adult
Z6844	Body mass index [BMI] 60.0-69.9, adult
Z6845	Body mass index [BMI] 70 or greater, adult
Z685	Body mass index [BMI] pediatric
Z6851	Body mass index [BMI] pediatric, less than 5th percentile for age
Z6852	Body mass index [BMI] pediatric, 5th percentile to less than 85th percentile for age
Z6853	Body mass index [BMI] pediatric, 85th percentile to less than 95th percentile for age
Z6854	Body mass index [BMI] pediatric, 95th percentile for age to less than 120% of the 95th percentile for age
Z6855	Body mass index [BMI] pediatric, 120% of the 95th percentile for age to less than 140% of the 95th percentile for age
Z6856	Body mass index [BMI] pediatric, greater than or equal to 140% of the 95th percentile for age

HbA1c CPT codes¹

- Most recent hemoglobin A1c level less than 7.0% use 3044F
- Most recent hemoglobin A1c (HbA1c) level greater than or equal to 7.0% and less than 8.0% use 3051F
- Most recent hemoglobin A1c (HbA1c) level greater than or equal to 8.0% and less than or equal to 9.0% use 3052F
- Most recent hemoglobin A1c level greater than 9.0% use 3046F

1. <https://providernews.anthem.com/california/articles/diabetes-hba1c-testing-is-essential-coding-the-cpt-ii-codes-correctly-can-improve-hedis-results-4846>

Thank you