

Metabolic Health Summer Series

The Future of Metabolic Health
Weight Loss Medication Benefits for Positive Impact
on Your Population and Your Bottom Line

August 16, 2023

Presented By:

Kelly Polinski, M.P.H.
Tim Church, M.D., Ph.D., M.P.H.
Louise Short, M.D., M.Sc. FACOEM





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Today's Presenters

OPENING REMARKS



**Kelly Polinski,
MPH, CWPM**

*National Population Health
Consultant, Brown & Brown*

EMPLOYER PERSPECTIVE



**Louise Short, M.D., M.Sc.
FACOEM**

*National Clinical Leader
Brown & Brown*

KEYNOTE SPEAKER

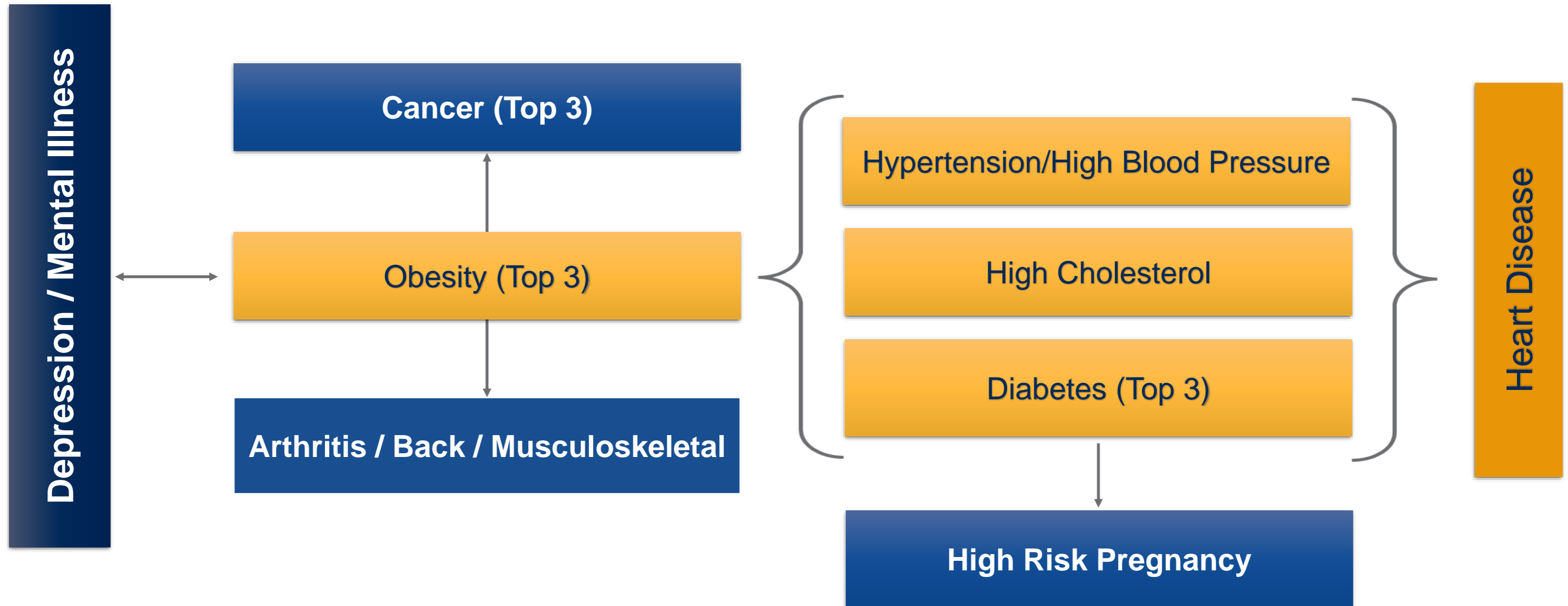


**Tim Church, M.D., Ph.D.,
M.P.H.**

*Chief Medical Officer
Wondr Health*



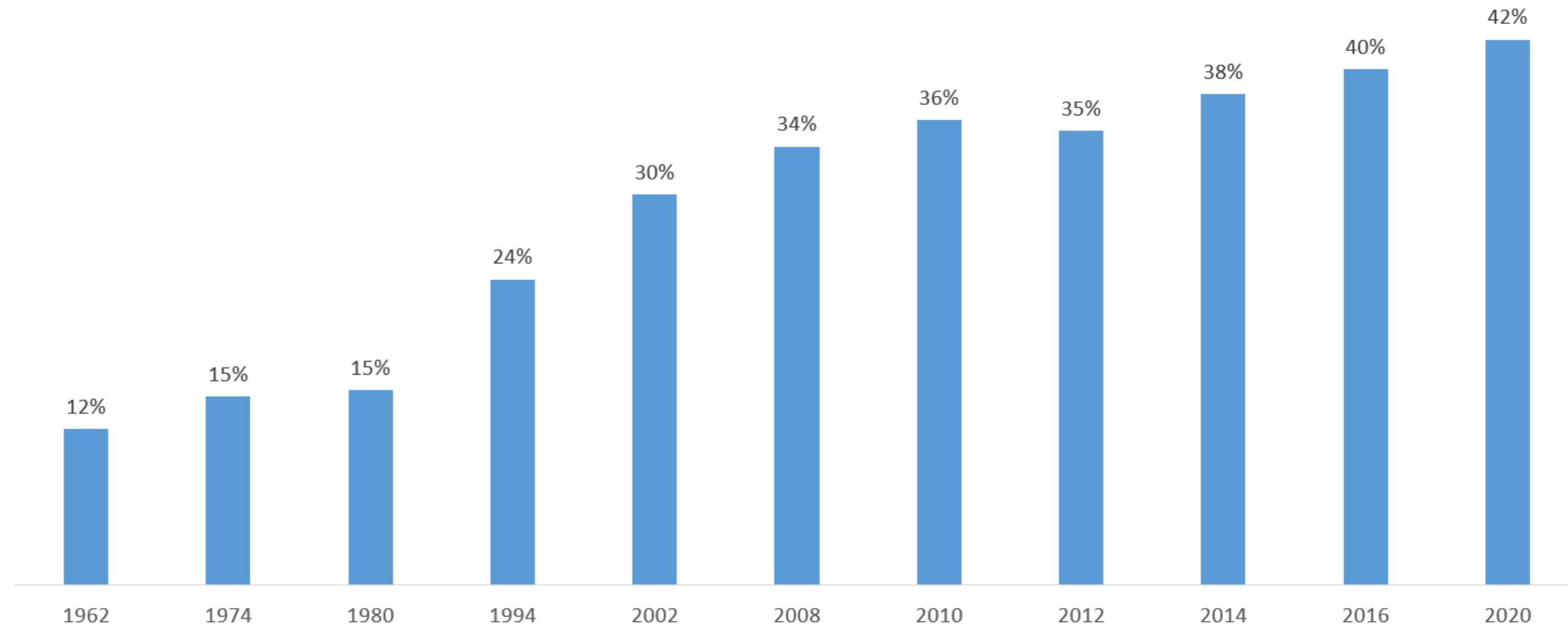
Employer Health Care Costs and Obesity Top Cost Drivers¹



1) International Foundation of Employee Benefit Plans; Workplace Wellness Trends 2019 Survey Report <https://www.ifebp.org/store/Pages/workplace-wellness.aspx>

Prevalence of Obesity by Year

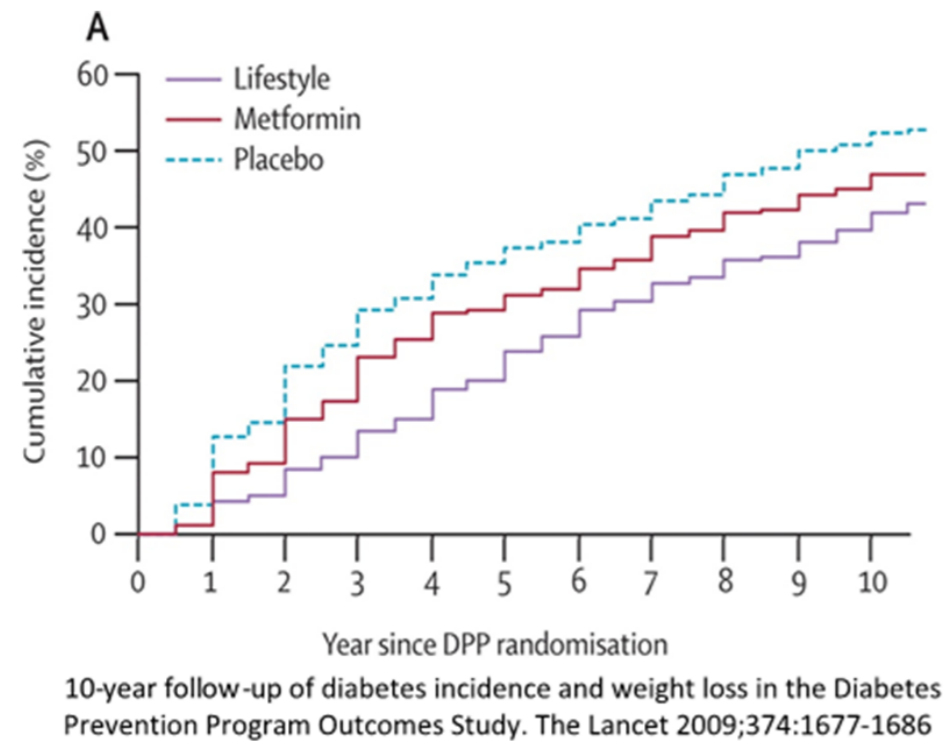
Obesity Trends and Definitions



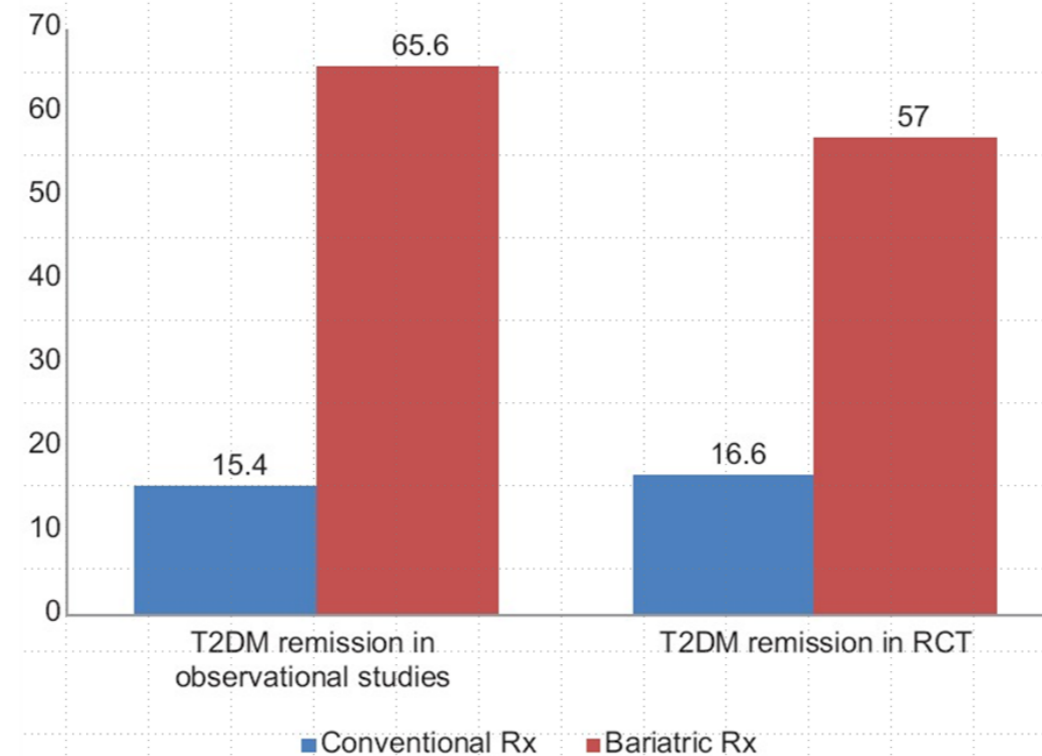
Centers for Disease Control and Prevention, National Health and Nutrition Examination Survey (NHANES) Prevalence of US Adults 20+ with Chronic Conditions

The Power of 15% Weight Loss

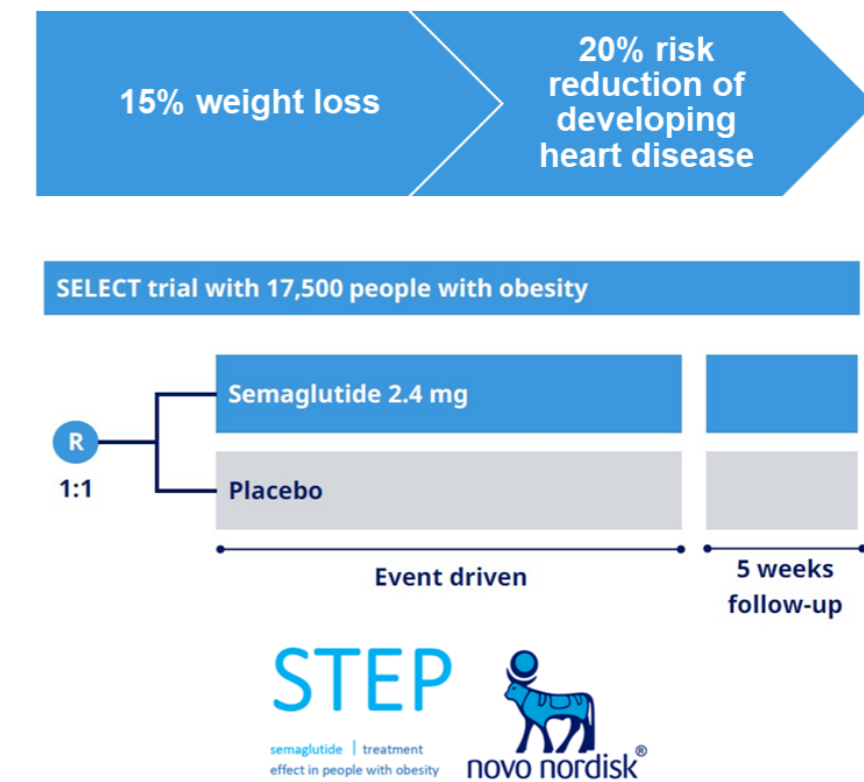
90% Reduction in Diabetes Risk¹



70% Reversal / Remission of Diabetes²



20% Reduction in Cardiovascular Events³



1) Diabetes Prevention Program (DPP) Research Group. The Diabetes Prevention Program (DPP): description of lifestyle intervention. Diabetes Care. 2002 Dec;25(12):2165-71. doi: 10.2337/diacare.25.12.2165. PMID: 12453955; PMCID: PMC1282458.
 2) Singh AK, Singh R, Kota SK. Bariatric surgery and diabetes remission: Who would have thought it? Indian J Endocrinol Metab. 2015 Sep-Oct;19(5):563-76. doi: 10.4103/2230-8210.163113. PMID: 26425464; PMCID: PMC4566335.
 3) <https://www.novonordisk.com/news-and-media/news-and-ir-materials/news-details.html?id=166301>

Clinical Outcomes are More Important Than Weight Loss

On-Going Studies

Peripheral
Artery Disease

Retinopathy

Kidney Disease

Cardiovascular
Diseases

Heart Failure

Sleep Apnea

Fatty Liver

Alzheimer's

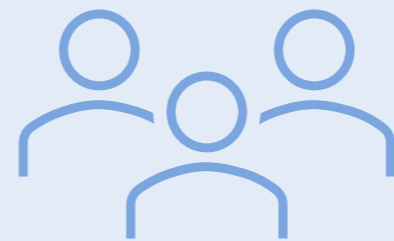
Obesity Trends and Definitions

FDA REGULATIONS

BMI of 30 or Greater

OR

**BMI of 27 or Greater
+ a weight-related
medical condition**
(high blood pressure, pre-
diabetes, sleep apnea, etc.)



**This big segment of the
population, but we can't
treat everyone the same.**

Anti-Obesity Medications (AOM)

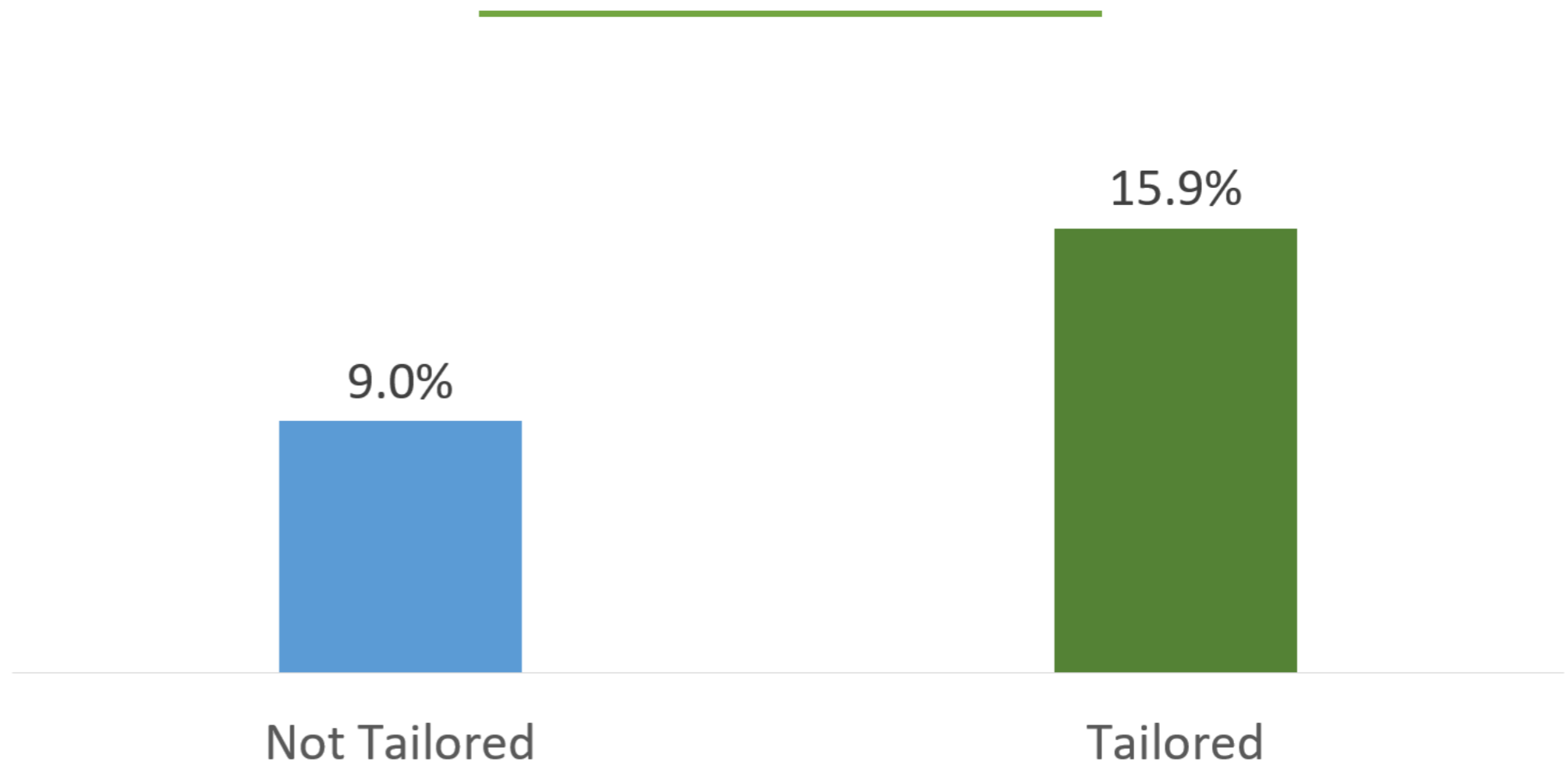
Agents	Agents	Mechanism	Weight Loss	Cost per Month
Phentermine (3 months)	Adipex™, Lomaira™, etc.	Metabolism	5-7%	<\$50
Phentermine/topiramate ER	Qsymia™	Satiation: Feel Full Faster	11%	\$122
Naltrexone/bupropion SR	Contrave™	Emotional Eating	7%	\$175
Liraglutide	Saxenda™	Satiety: Between Meal Hunger	7%	\$1,000
Semaglutide	Wegovy™		16%	\$1,340
Tirzepatide (DM only)	Mounjaro™		23-27%	?

The Future of AOMs

- 5-6 medications in the immediate pipeline
- 30+ agents in the development
- Oral / Pill form on the way

Tailoring AOMs

More Weight Loss with Tailored AOM Therapy



Acosta, A., Camilleri, M., Abu Dayyeh, B., Calderon, G., Gonzalez, D., McRae, A., Rossini, W., Singh, S., Burton, D. and Clark, M.M. (2021), Selection of Antiobesity Medications Based on Phenotypes Enhances Weight Loss: A Pragmatic Trial in an Obesity Clinic. *Obesity*, 29: 662-671. <https://doi.org/10.1002/oby.23120>

The Importance of a Strong Behavioral Program



- Better Clinical Outcomes
 - » More weight loss with better long-term maintenance
 - » Better risk factor improvement
 - » Quality of life
- Addressing the “Why”?
 - » Treat the condition, not the symptom
- Improve weight-related conditions
 - » Sleep, MSK, stress, etc.
- Movement, movement, movement
- The new you....
 - » What “value” does the individual assign to their weight?

U.S. Shortage of Weight Loss Providers



AMERICAN BOARD
of OBESITY MEDICINE

- Founded in 2011
- 6,700 Certified Obesity Medicine Physicians
- 120 Fellowships Trained

**For every OBM Physician,
there are 20,000 patients**

**There is shortage of experienced
weight loss providers:**

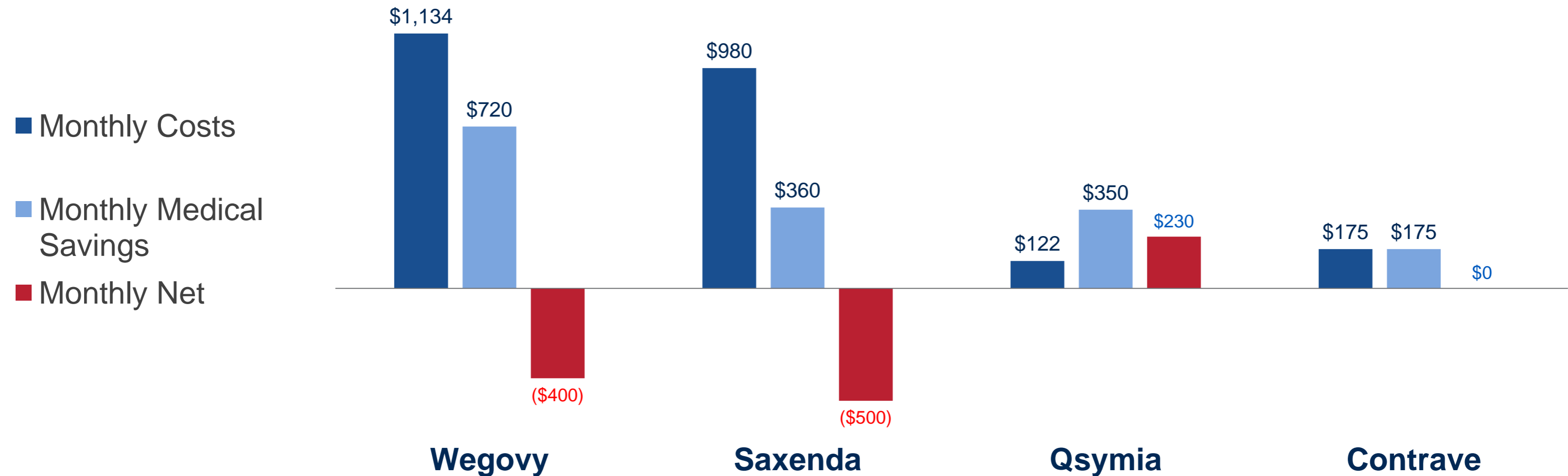
Lack of Training:
Tailoring and at the
prescriber level

Lack of Staff Support:
Behavior, nutrition, etc.

No Cost Controls

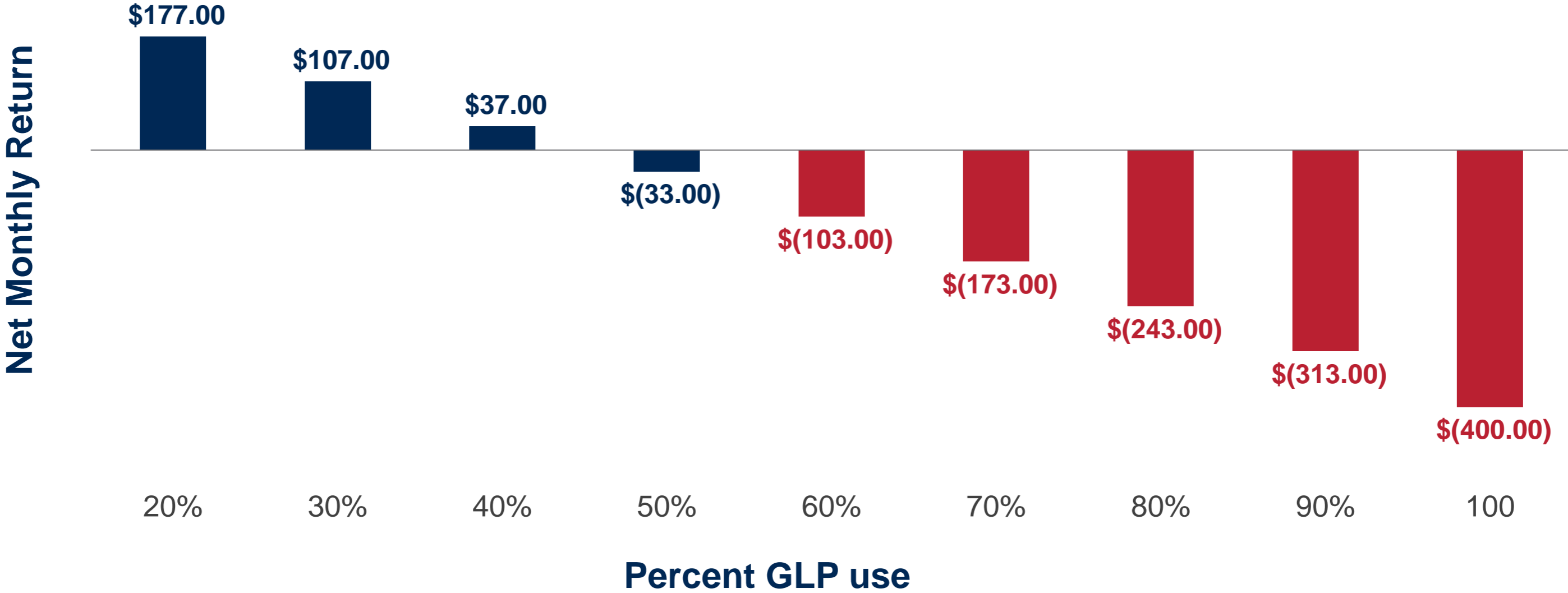
The Institute for Clinical and Economic Review (ICER) Financial Analysis

CARDIOVASCULAR RISK FOCUSED



Atlas SJ, Kim K, Beinfeld M, Lancaster V, Nhan E, Lien PW, Shah K, Touchette DR, Moradi A, Rind DM, Pearson SD, Beaudoin, FL. Medications for Obesity Management: Effectiveness and Value; Evidence Report. Institute for Clinical and Economic Review, August 31, 2022. <https://icer.org/assessment/obesitymanagement-2022/>

ROI: Monthly Medical Savings vs. Cost in Year 1



- Modeled at 16% Weight Loss, \$150/Mo non-GLP & \$1100/Mo GLP
- Our team : 16% weight loss at 2.4 years without GLPs

Atlas SJ, Kim K, Beinfeld M, Lancaster V, Nhan E, Lien PW, Shah K, Touchette DR, Moradi A, Rind DM, Pearson SD, Beaudoin, FL. Medications for Obesity Management: Effectiveness and Value; Evidence Report. Institute for Clinical and Economic Review, August 31, 2022. <https://icer.org/assessment/obesitymanagement-2022/>

Three-Part AOM Plan

1

Get a good prescribing partner to promote better outcomes and cost containment:

- Tailoring to the patient is key
- Do not leave this in the hands of private local healthcare providers or one-medication shops

2

World-class behavioral program as both an:

- Alternative to AOMs
- Support AOMs

3

Data, data and data

- Optics on spend and benefit
- Are you getting what you are paying for?

Controlling AOM Expense

Prior Authorizations

- Only as effective if written right

Pass Through PBM

- Brave new world

Tailored approach to prescribing

- Better outcomes and cost containment

Ozempic 8 mg

- More for your money

Strong Behavioral Program

- Reduce drop out and promote better outcomes

Specialty Carve Out

- Can be unpredictable

ROI Versus Nothing

1

Clinical Benefit

- Eliminate development of new Type II Diabetes and Hypertension
- Reverse Type II Diabetes and Hypertension
- Prevent Myocardial Infarction (Heart Attack) and Stroke: Saves lives
- Not to mention musculoskeletal conditions, digestive conditions, e.g. GERD, pre-term births, etc.

2

Cultural Benefit

- Going to be the “New Normal”

3

Financial (In-Progress)

- ROI: 1.6-2.0 x

How We Can Help

The Brown & Brown Population Health & Well-Being team takes a proactive and comprehensive approach to help prevent metabolic conditions from developing and helping those with existing conditions to manage their health.

- ✓ Pharmacy consultation, formulary evaluation of medication coverages and review of appropriate utilization management and prior authorization.
- ✓ Evaluation of population health profile, social determinants of health, disparities and metabolic conditions.
- ✓ Organizational policies and benefit plan design recommendations.
- ✓ Vendor and partner evaluation and selection for metabolic from Brown & Brown Metabolic Vendor Collective.
- ✓ Innovation Hub knowledge base of leading-edge solutions.
- ✓ Centers of Excellence evaluation for selection of best-practice and evidence-based obesity treatment and bariatric procedures.



Healthcare costs for those with metabolic syndrome are on average **160% higher** than those without.¹

In 2022, Diabetes remained the **fourth leading condition** driving employers' healthcare cost.²

Obese injured persons' worker's compensation claims are **30 to 60 times more expensive** than non-obese counterparts.³

1. Boudreau DM, Malone DC, Raebel MA, Fishman PA, Nichols GA, Feldstein AC, Boscoe AN, Ben-Joseph RH, Magid DJ, Okamoto LJ. Health care utilization and costs by metabolic syndrome risk factors. *Metab Syndr Relat Disord.* 2009 Aug;7(4):305-14. doi: 10.1089/met.2008.0070. PMID: 19558267.
2. Business Group on Health (2023). *Large Employers' Health Care Strategy and Plan Design Survey- Chart Pack.* (August 2023), 75.
3. NCCI Holdings, Inc., Shuford, H., & Restrepo, T. (2010, December). *How Obesity Increases the Risk of Disabling Workplace Injuries.* Retrieved from https://www.ncci.com/Articles/Pages/II_obesity_research_brief.pdf

The Metabolic Summer Series Continues...

Beyond the Drugs: Human-Centered Strategy that Supports the Metabolic Health of Your Employees

Wednesday, September 13, 2023
1:00 – 2:00 PM CDT

Speakers

- Linda Gigliotti, MS, RDN, CDE, CSOWM
- Gina Julian, M.S., R.D., *Managing Consultant, Brown & Brown*



Scan with your phone's camera!



How Brown & Brown Can Help

Connect with your local Brown & Brown representative or visit us on the web to learn more about our population health and employee benefits services.

VISIT [BBROWN.COM/CONTACT](https://www.bbrown.com/contact) →



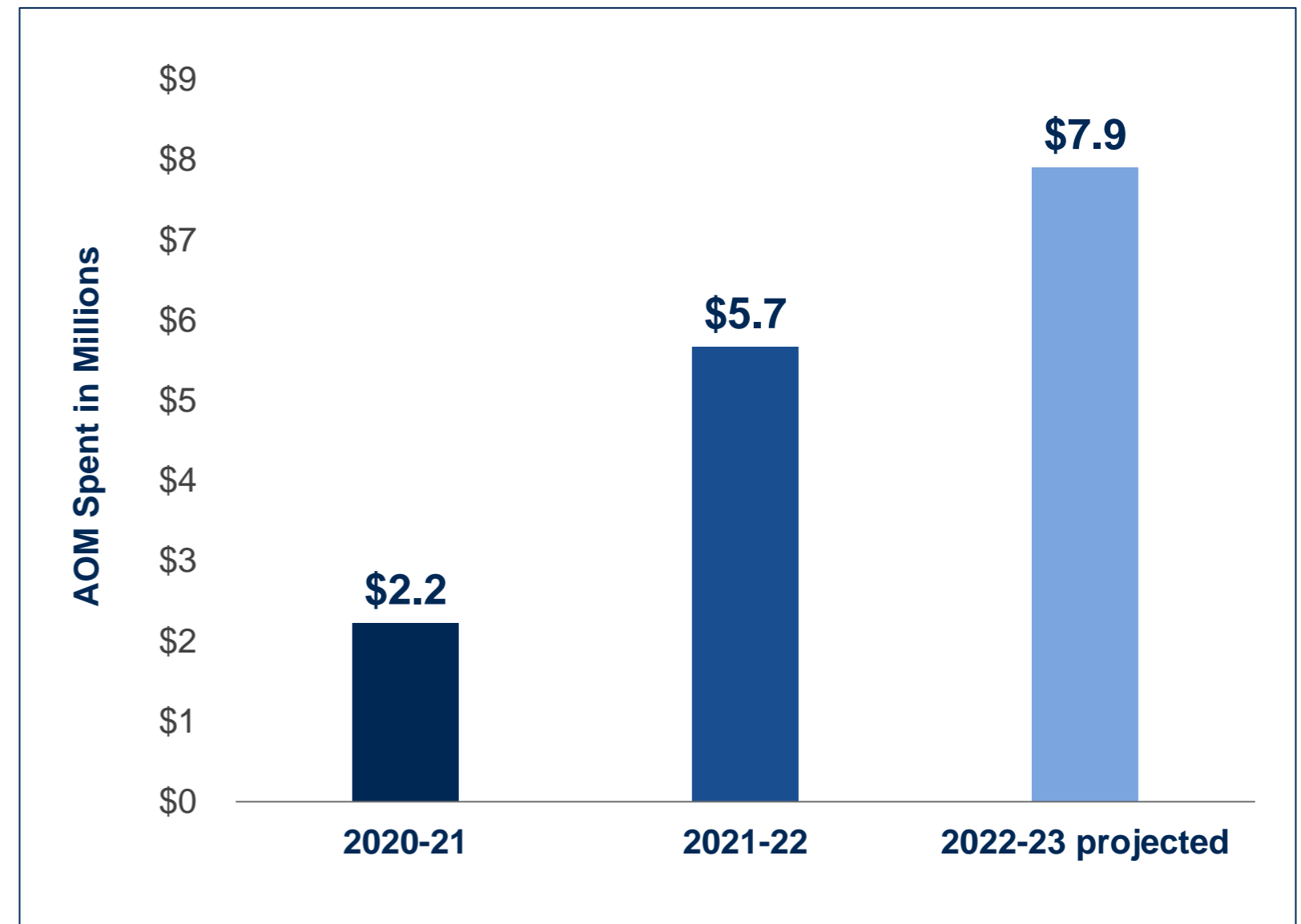
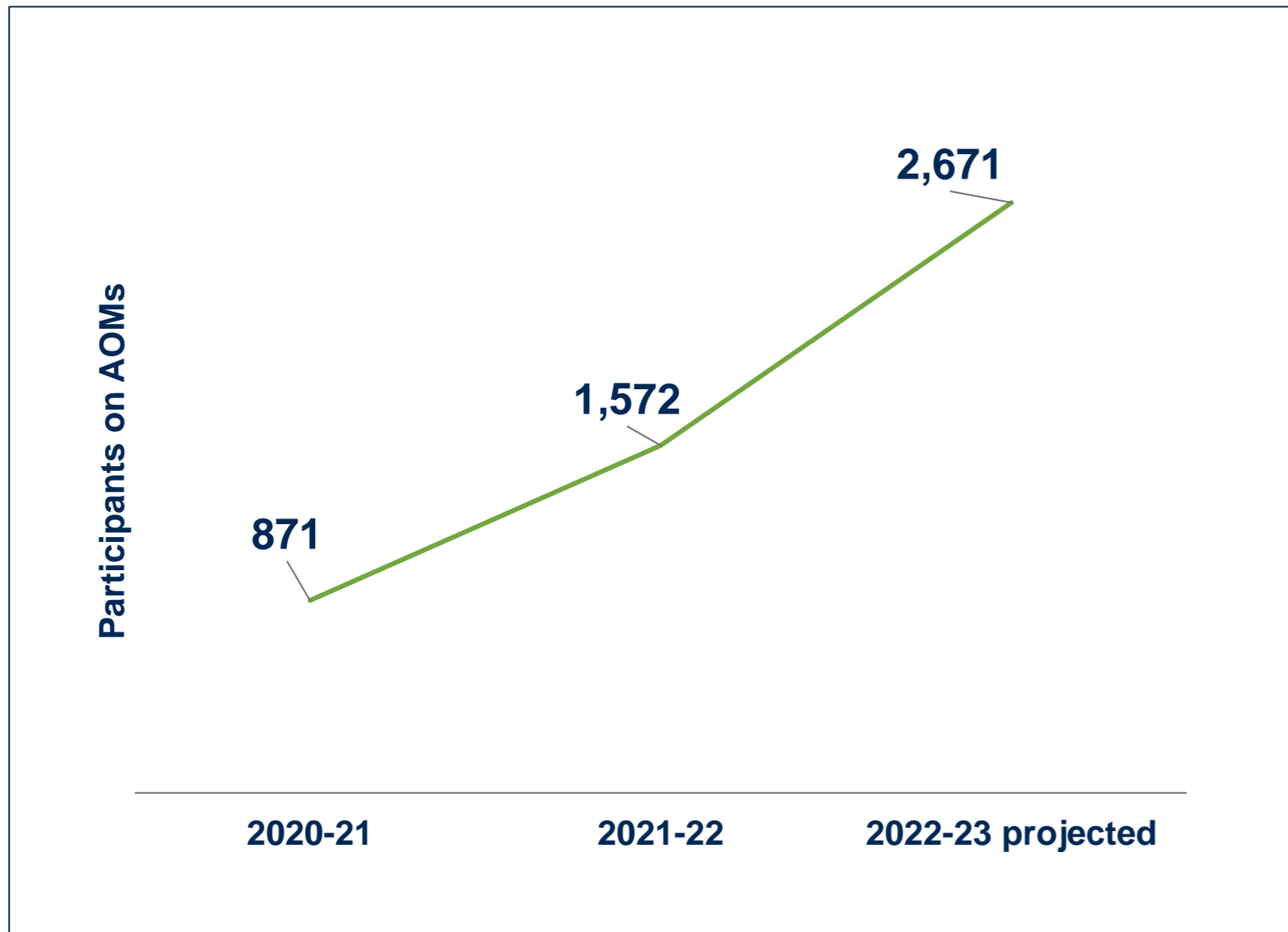
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Case Study

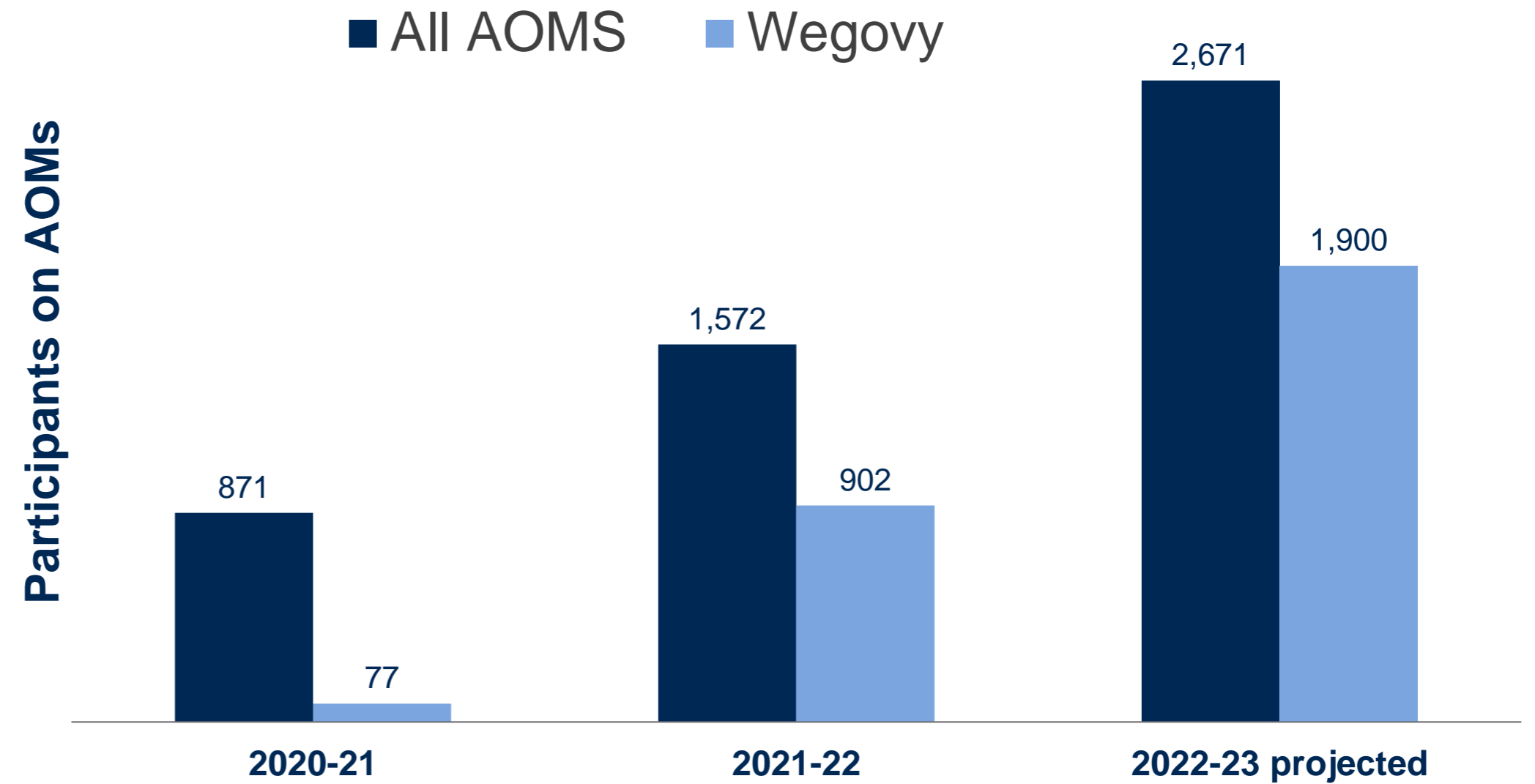


AOM Use and Spend 100K Employees and Six Years of AOM Experience



<2% of employees drove a \$5.7 Million dollar spend

AOM Use and Spend



**Does not include misuse of Ozempic.*

Monthly AOM Spend Per Participant

