Effective weight management

supports members' weight loss goals while managing medication trend



Obesity is a common, serious and costly disease. Emerging GLP-1* weight management medications, while highly effective, are expensive and use is on the rise. GLP-1s are most effective when combined with lifestyle intervention and recommended dosing.

5x increase in utilization of weight management drugs expected over the next few years*

Lifestyle and nutrition support + **Proper dosing**

= 15% weight loss achieved on GLP-1 with the support of lifestyle intervention* and counseling*

Recommendations and dedicated support for effective weight management

Support your overall weight management strategy with a customizable approach

RECOMMENDED

- **High-touch support for plan members taking weight management prescriptions**
  Members achieve better outcomes when weight management medications are paired with a high frequency of provider visits and support, aligning with U.S. Food and Drug Administration (FDA) guidelines

OPTIONS FOR ADDITIONAL SAVINGS

- **Prevent eligible members from needing to start weight management prescriptions**
  Virtual care with nutrition coaching, connected devices and remote monitoring helps members achieve their weight goals without weight management prescriptions
- **Integrate our program into your prescription benefit plan**
  Clients can require or incentivize members to participate in the program to help achieve optimal weight management prescription utilization and improved outcomes

*FOR GLP-1 NOTE: GLP-1 (glucagon-like peptide agonists) approved for weight loss.

*FOR 5X INCREASE NOTE: Fierce Pharma News. Digital health companies making a long-term play to tackle metabolic health amid hype over $100B weight loss drug market. Last reviewed: May 9, 2023. Available at: www.fiercehealthcare.com Accessed March 6, 2024.

*FOR 15% WEIGHT LOSS FROM INTERVENTION NOTE: New England Journal of Medicine. Once-Weekly Semaglutide in Adults with Overweight or Obesity https://www.nejm.org/doi/full/10.1056/NEJMoa2032183 Last reviewed March 18, 2021. Accessed March 6, 2024

*FOR WEIGHT LOSS FROM COUNSELING NOTE: New England Journal of Medicine. Tirzepatide Once Weekly for the Treatment of Obesity. Last reviewed: July 21, 2022. Available at: https://www.nejm.org/doi/full/10.1056/NEJMoa2206038. Accessed March 6, 2024.

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Dedicated care team works with members to help them achieve their weight loss goals

Registered dietitian (RD)

- Develops personalized nutrition plan and supports member with sustained lifestyle change

Provider oversight*

- Adjusts medications as needed, prescribes when appropriate and manages side effects

Primary care provider

- Is notified and consulted as medications are adjusted

Digital apps

- Track lab orders and view results
- Chat with a RD
- Browse meal recommendations
- Log biometrics (A1C, weight and more)



A flexible approach to nutrition helps drive sustainable behavior change

- Members work with a RD to develop a nutrition plan based on personal preferences that helps them maintain healthy changes
- Nutrition plans are tailored using social determinants of health, culturally relevant diets, dietary restrictions and food preferences

Expected outcomes

- Help to maximize weight loss and associated medical savings
- Comorbid condition improvement, including comorbid condition pharmacy management
- Pharmacy savings from guideline-driven weight management and holistic weight loss support

Let's talk about your goals and how this solution can help make a difference.

To learn more or to request an opportunity analysis, contact your Aetna® representative.

*FOR PROVIDER OVERSIGHT NOTE: May include endocrinologist.

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