

Success of GLP-1s Has Disrupted the Market for Other Diabetes Drugs



American Diabetes Association guidelines increasingly position glucagon-like peptide-1 receptor agonists (GLP-1s) earlier in treatment for many patients with type 2 diabetes. Almost half of diabetics now use Mounjaro®, Ozempic® or other GLP-1s, according to a recent analysis of data from SHAPE, Segal's proprietary health data warehouse.

The growth in use of GLP-1s to treat diabetes has been dramatic.

The number of **diabetics using GLP-1s** has **more than tripled** in 5½ years.

16.2%

January
2021

49.4%

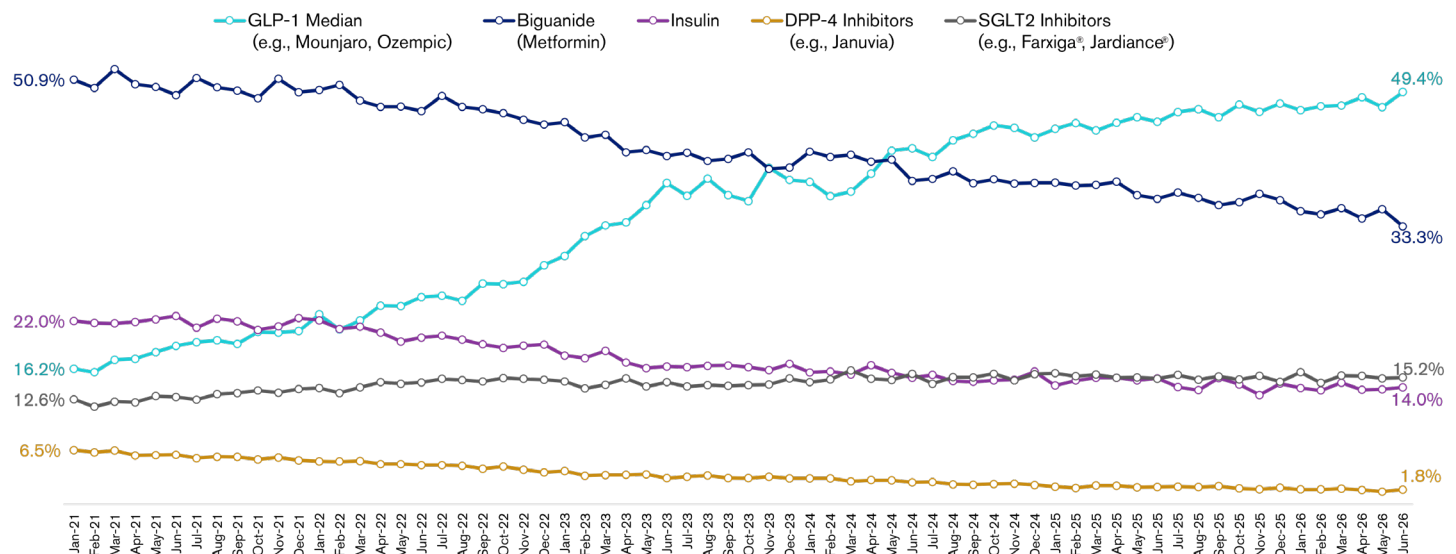
June
2026

GLP-1s are so successful at treating diabetes that prescribers have been able to take patients off other medications.

Between January 2021 and June 2026:

- The percentage of **insulin** users has been **cut almost in half**.
- The percentage of users of the generic drug **Metformin** **dropped 17 points**.
- **Fewer than 2 percent** of diabetics now use **DPP-4 inhibitors**.

As GLP-1s Use Has Increased, the Use of All Other Anti-Diabetic Drug Classes, Except SGLT2 Inhibitors, Has Declined*



* The user percentages exceed 100% because some diabetics use more than one drug.

Plan sponsors should continue to demand lower GLP-1 pricing from PBMs and manufacturers. The excessively priced drugs for U.S. patients, that can in some cases cost 20 times the monthly price of older diabetes drug therapy options, need to lower to the price points charged in other developed nations.

The increased use of GLP-1s to treat diabetes could have clinical benefits.

Less insulin use could mean fewer hypoglycemic events and related ER visits.



About **20 percent** of people with type 2 diabetes who use insulin **experience at least one severe low-blood sugar event annually**, according to the American Diabetes Association.

The ER rate by adults with diabetes was **72.2** visits per **1,000**, based on data from the National Center for Health Statistics.

SHAPE data suggests increased use of GLP-1s may also mean that some patients are able to manage their diabetes with less reliance on multiple therapies.

SHAPE includes information from health plans across the United States representing a range of industries and organizations that collectively cover more than 4 million lives. To learn more about SHAPE and how you can use it to benchmark your plan's experience and performance, get in touch with Matt Nguyen.

Contact Eileen Pincay to discuss your organization's prescription drug strategy.



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