

EncircleRxSM: Cardiodiabetesity

A data-driven approach to improving member outcomes and managing plan spend associated with cardiovascular disease, diabetes, and obesity.



BEFORE WE GET STARTED...

On the call today

Amanda Fellin

Senior Advisor,
Strategy and Business
Development

Katie Thompson, Pharm. D.

Senior Director, Clinical
Innovation and Value Based
Solutions

Tricia Pool

Managing Director, Clinical
Programs and Trend
Solutions

Se Kim

Senior Director, Product and
Lab Analytics

Agenda

- 01 Cardiodiabetes – what is it?
- 02 EncircleRxSM: Cardiodiabetes
- 03 Future innovations within EncircleRx
- 04 Overview of client campaign
- 05 Consultant resources
- 06 Q+A

Tackling complex comorbidities holistically

This intrinsic connection linking diabetes, obesity and cardiovascular disease is what is known as **cardiodiabetes**.

GROWING TRENDS

17%

GLP-1 growth YOY across our book of business¹

42%

self-reported weight gain of **29 pounds or more** in one year (3/20-3/21)²

UP TO **50%**

of new diabetes cases in the U.S. could be **prevented** by reducing the prevalence of obesity³

2x

more likely to have **heart disease or a stroke** if a patient has diabetes⁴

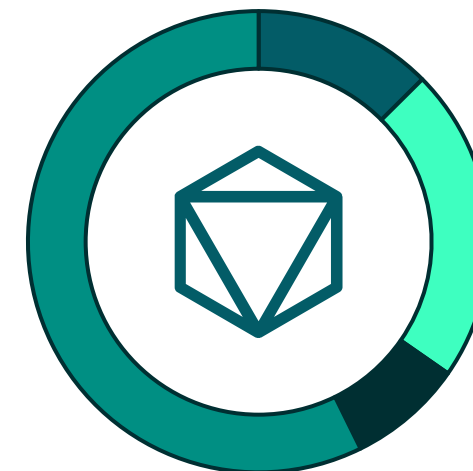
HIDDEN CHALLENGE OF COMORBIDITIES

85%

of diabetes patients have **high cholesterol and/or high blood pressure**⁵



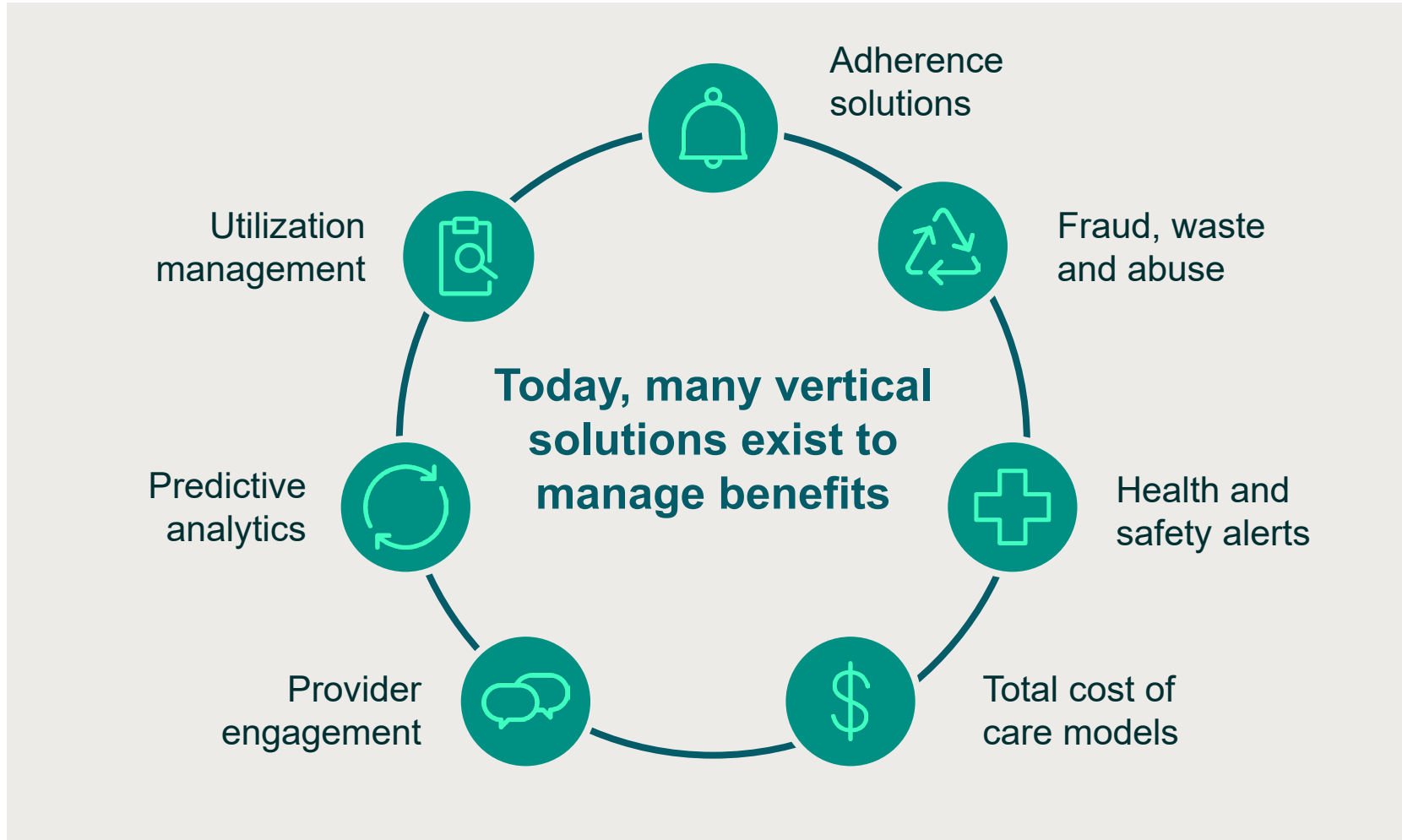
Obesity substantially raises an individual's risk of developing **type 2 diabetes, coronary heart disease and hypertension**



- DIABETES ONLY
- DIABETES + HYPERTENSION
- DIABETES + CHOLESTEROL
- DIABETES, HYPERTENSION + CHOLESTEROL

1. Express Scripts Book of Business data, 2021 & 2022 2. The extra weight of COVID-19, <https://www.apa.org/monitor/2021/07/extra-weight-covid> 3. "Diabetes Dilemma: U.S. Trends in Diabetes Medication Use." An Express Scripts report, 2017; 4. American Diabetes Association, 2019; 5. Express Scripts book of business data, 2016; 7. [Know Your Risk for Heart Disease | cdc.gov](https://www.cdc.gov/heartdisease/heartdisease_risk.html)

Managing clients' benefit by disease state or complex condition



ENCIRCLERX

Cardiometabolic

- + Ability to purchase solutions by **disease state**
- + More optionality to **manage trend**
- + More optionality to **improve patient engagement**

Introducing EncircleRxSM for Cardiometabolic

To open the doors to less wasteful spending, healthier populations and guarantee better results in the future, **the key is to connect data and combine efforts to:**



Unlock client-specific insights through the plan-specific performance dashboard



Unlock the right member-level interventions, deployed to improve outcomes, reduce pharmacy spend and eliminate waste*



Coming soon: Unlock savings through optimized pharmacy benefit via plan design and utilization management considerations*



Coming soon: Unlock new vendor partnerships that positively disrupt the marketplace to more comprehensively address cardiovascular disease, diabetes and obesity*



BREAKING THE CYCLE

Risk of developing type 2 diabetes can be reduced as much as **58%** with healthy lifestyle changes through a specialized program¹

*Coming soon 1. Galaviz, K, et al. "Lifestyle and Prevention of Type 2 Diabetes: A Status Report," 2018

Vastly improve member outcomes and decrease spend

Using data and insights to:



Monitor drug performance



Identify opportunities



Further drive clinical innovation

Looking ahead at the pipeline through 2025:



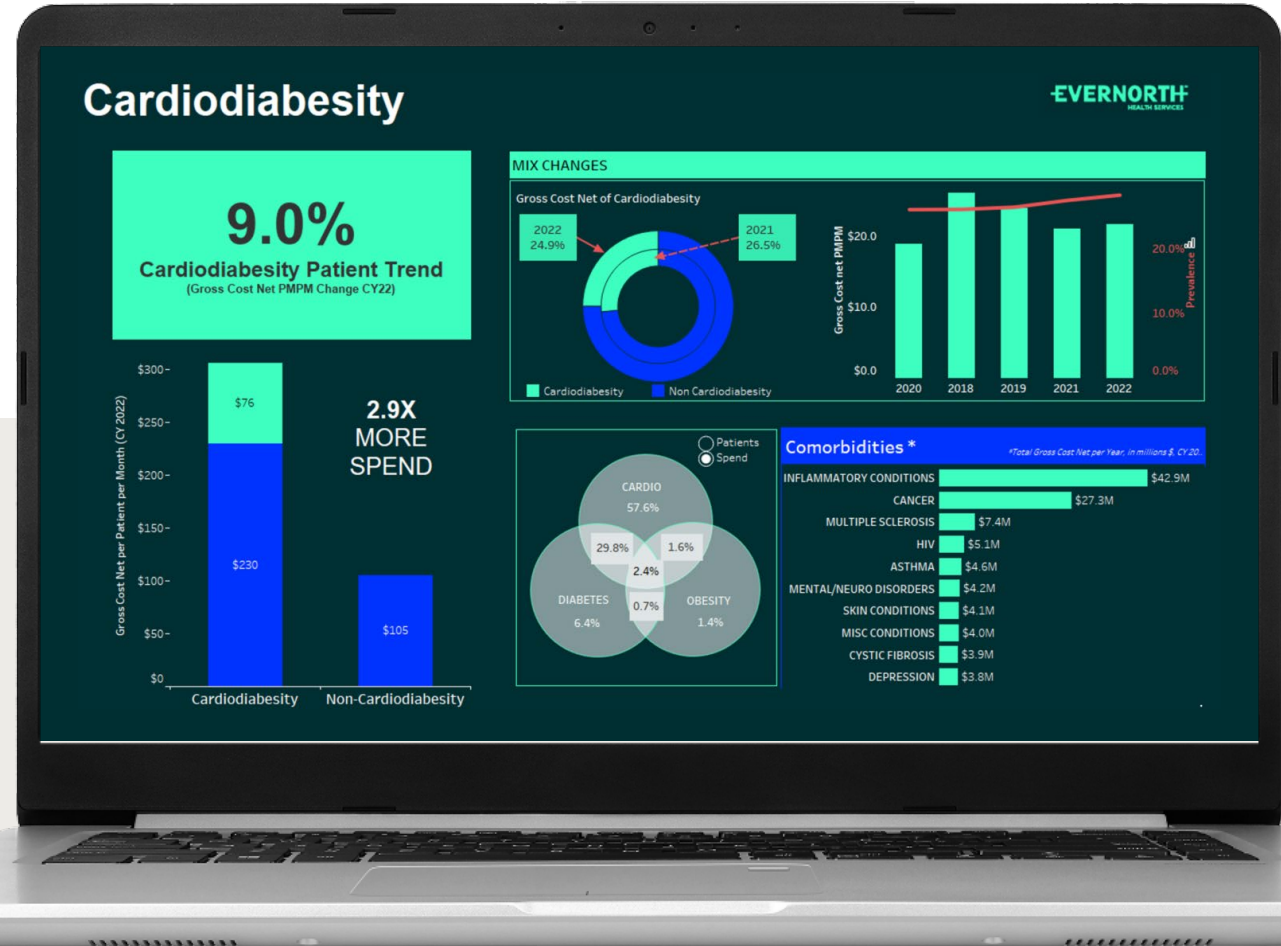
Cardio
15 drugs



Diabetes
12 drugs

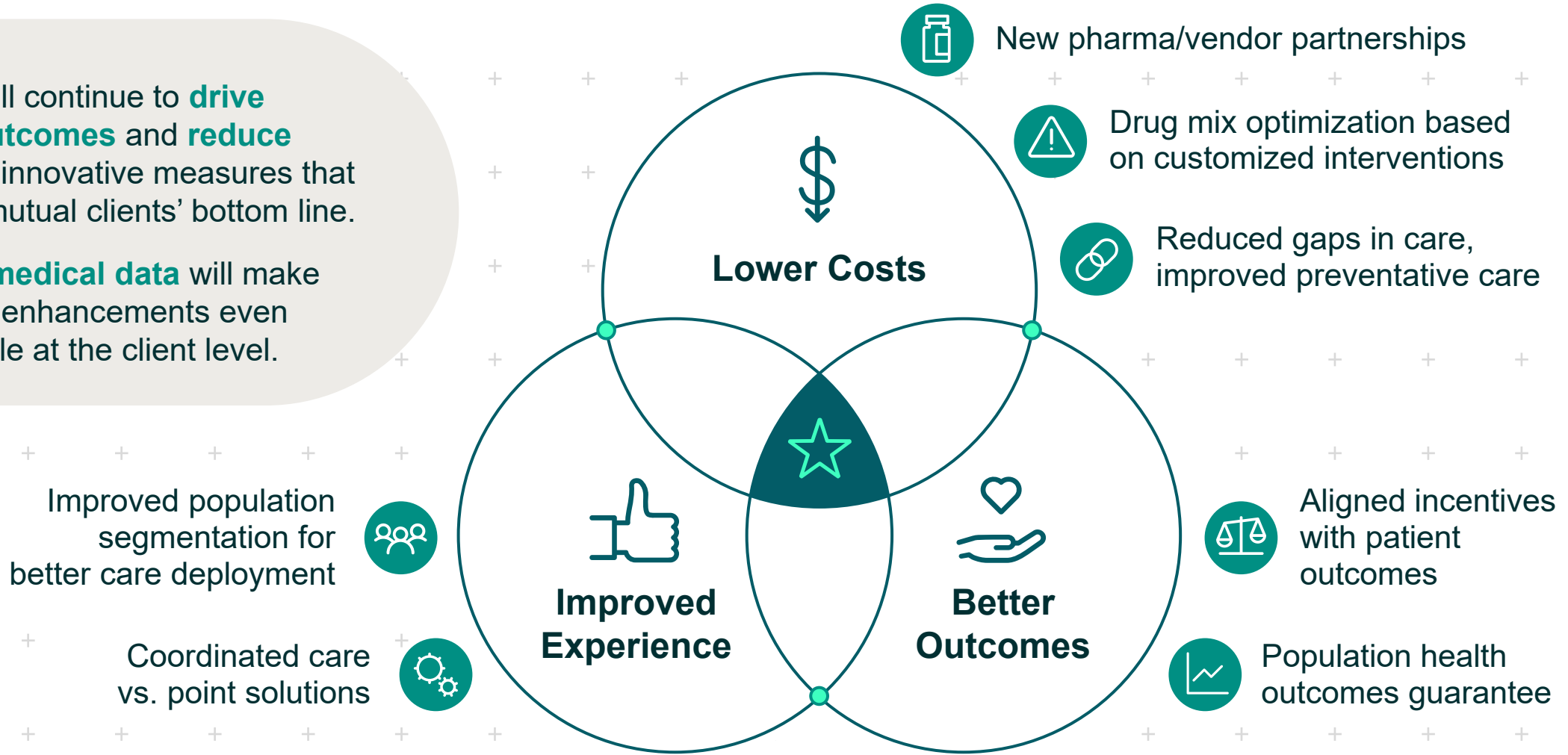


Weight loss
4 drugs



Continued innovation: Looking ahead with EncircleRx

- + Evernorth will continue to **drive healthier outcomes** and **reduce costs** using innovative measures that impact our mutual clients' bottom line.
- + **Integrated medical data** will make these future enhancements even more valuable at the client level.



Soft launch to clients: July 25, 2023



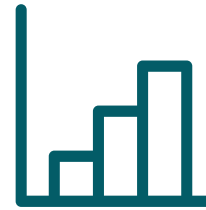
Client communication

On July 25, we'll be communicating with our mutual clients about the soft launch of this product.



Account team contact

Clients will contact their account teams to set up time to discuss plan-specific insights.



Insights conversation

Account teams will deliver key insights to the client and recommendations for existing solutions that may resolve their challenges.



Solution selection

Clients and account teams will work together to identify the right *existing* solutions for their plan.

Available resources

+ Consultant FAQs

+ [Three of the Biggest Drivers of Health Care Costs](#)

+ [Clinically Speaking: Cardiometabolic 101](#)

+ [Contact us](#)

The screenshot displays a website interface with a teal header containing 'AND INSIGHTS' and 'ABOUT US'. A document preview is shown on the left, featuring a green plus sign icon and the title 'EncircleRxSM: Cardiometabolic Consultant FAQs'. The document text states: 'This document contains answers to frequently asked questions you may get from our mutual clients. **This document should not be posted or shared in its entirety with clients.** If your question is not answered in this document, please speak with your consultant relations director or [email our team](#). Last updated 07/20/23'. A 'Confidential Information' icon is visible in the top right of the document preview.

On the right, a blog post titled 'Three of the biggest drivers of health care costs' is displayed. It includes a photo of a doctor and a nurse. The text reads: 'Obesity, diabetes, and cardiovascular disease are on the rise. Left unmanaged, these comorbid conditions can cause medical expenses to skyrocket and lead to poor health outcomes, inclusive of disability, and death.' The post is dated 'Jun 07, 2023' and includes social media icons for Facebook, Twitter, and LinkedIn. Below the post, there is a section titled 'Health care trends show comorbid conditions on the rise' with the following text: 'Cardiometabolic is on track to become an epidemic of historic proportions as the rates of its comorbid conditions tick upward. Between 1999 and 2020, the rate of adult obesity in the United States climbed from 30.5% to 41.9%. The prevalence of adult diabetes increased steadily over a similar period. Although the heart disease death rate had declined for nearly a decade leading up to 2020, it surged in the wake of the COVID-19 pandemic.'

Q&A

