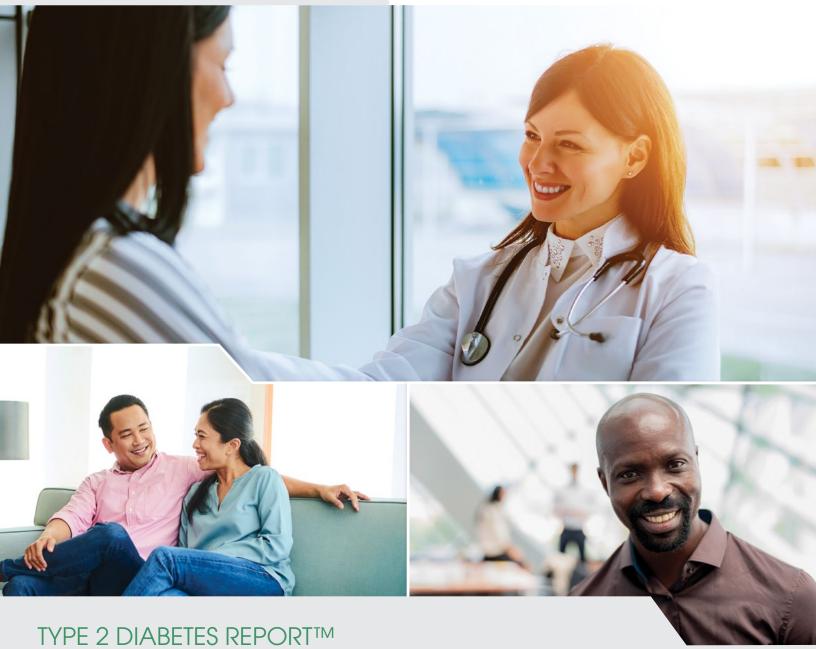




2018



## LEHIGH VALLEY BUSINESS COALITION ON HEALTHCARE

6th Edition

With a Focus on How Cardiovascular Conditions Can Impact Diabetes Care





### INTRODUCTION

### INTRODUCTION

Sanofi U.S. (Sanofi), in conjunction with the Lehigh Valley Business Coalition on Healthcare (LVBCH), is pleased to present the sixth edition of the LVBCH Type 2 Diabetes Report<sup>TM</sup> for 2018, an overview of key demographic, utilization, pharmacotherapy, and charge measures for Type 2 diabetes patients, as well as a focus on how cardiovascular conditions can impact diabetes care. The report also provides national benchmarks that can help providers and employers identify opportunities to better serve the needs of their patients. All data are drawn from the Sanofi Managed Care Digest Series<sup>®</sup>.

The data in this report (current as of calendar year 2017) were gathered by IQVIA, Durham, NC, a leading provider of innovative health care data products and analytic services. A review process takes place, before and during production of this report, between IQVIA and Forte Information Resources, LLC.

Sanofi, as sponsor of this report, maintains an arm's-length relationship with the organizations that prepare the report and carry out the research for its contents. The desire of Sanofi is that the information in this report be completely independent and objective.

LVBCH Employer Members work together to bring value and innovation in the health care marketplace. For a list of organizations, please visit www.lvbch.com. The role of LVBCH is to help make these data more widely available to interested parties.

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## PATIENT DEMOGRAPHICS

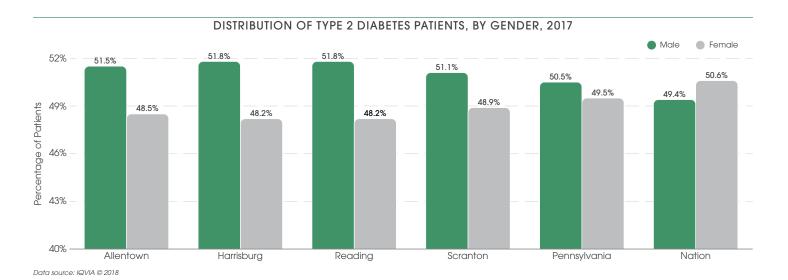


	DISTRIBUTION OF TYPE 2 DIABETES PATIENTS, BY AGE, 2015-2017														
		0-17			18-35			36-64			65-79			80+	
MARKET	2015	2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017
Allentown	0.3%	0.4%	0.4%	2.2%	2.2%	2.5%	34.8%	38.8%	40.1%	40.9%	39.7%	39.7%	21.8%	19.0%	17.3%
Harrisburg	0.2	0.3	0.3	1.9	1.8	1.9	31.3	34.2	35.4	44.1	43.3	43.9	22.5	20.4	18.5
Reading	0.1	0.1	0.1	1.3	1.5	1.7	32.9	35.2	36.8	42.8	42.5	42.9	23.0	20.8	18.6
Scranton	0.2	0.2	0.2	1.7	1.5	1.6	29.8	31.3	32.9	44.3	44.5	44.3	24.0	22.5	21.0
Pennsylvania	0.6	0.5	0.5	2.7	2.6	2.6	34.6	37.2	38.9	41.0	40.8	40.9	21.1	18.9	17.2
NATION	0.3%	0.4%	0.4%	2.2%	2.4%	2.6%	36.9%	39.4%	41.3%	42.0%	41.3%	40.9%	18.7%	16.5%	14.9%

PERCENTAG	E OF TYPE	2 DIABE	TES PATIE	NTS, BY D	IAGNOSI	NG SPEC	IALIST, 20	16-2017
	Primary	/ Care <sup>1</sup>	Internal N	Medicine	Endocr	inology	Cardi	ology
MARKET	2016	2017	2016	2017	2016	2017	2016	2017
Allentown	21.1%	21.4%	19.0%	19.3%	2.6%	2.5%	3.5%	3.6%
Harrisburg	33.6	32.7	15.6	15.5	2.6	2.5	2.6	2.2
Reading	36.8	36.8	24.1	23.2	2.0	2.0	3.4	3.3
Scranton	23.9	23.6	20.0	20.4	3.6	3.3	2.4	2.3
Pennsylvania	29.6	29.5	20.6	20.6	4.5	4.4	4.7	4.5
NATION	28.1%	28.0%	23.1%	22.5%	3.8%	3.7%	4.3%	4.2%

# COMMERCIAL TYPE 2 DIABETES PTS. IN PA HAVE ABOVE-AVG. COMPLICATION RATES

Commercial Type 2 diabetes patients across Pennsylvania were more likely than their national counterparts in 2017 to be diagnosed with five of eight profiled complications, including cardiovascular disease (37.8% vs. 36.9%), peripheral artery disease (17.2% vs. 15.4%), and stroke (4.5% vs. 4.0%).



 $<sup>\</sup>ensuremath{^{1}}$  "Primary care" consists of both general and family practitioners.

NOTE: Throughout this report, the Allentown market includes Bethlehem and Easton, and parts of New Jersey; the Harrisburg market includes Carlisle; the Scranton market includes Wilkes-Barre and Hazleton.



### PATIENT DEMOGRAPHICS

	PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY PAYER, 2016-2017													
	Commercio	ıl Insurance <sup>1</sup>	Med	icare	Med	icaid								
MARKET	2016	2017	2016	2017	2016	2017								
Allentown	48.9%	47.1%	37.6%	37.0%	13.4%	15.5%								
Harrisburg	52.5	53.2	36.5	35.8	10.9	10.8								
Reading	47.1	47.6	41.8	41.5	11.0	10.6								
Scranton	47.2	47.4	43.0	42.8	9.8	9.8								
Pennsylvania	50.4	49.7	34.2	34.4	14.8	15.3								
NATION	50.0%	48.9%	35.7%	35.5%	14.2%	15.4%								

PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS, BY ACTUAL COMPLICATION, 2017 <sup>2</sup>													
MARKET	Cardio- vascular Disease	MI	Nephropathy	Neuropathy	PAD	Retinopathy	Severe Hypo- glycemia	Stroke					
Allentown	35.0%	2.9%	26.1%	36.4%	17.4%	22.5%	4.1%	4.6%					
Harrisburg	31.2	2.8	28.6	35.0	15.4	22.6	3.5	3.7					
Reading	44.2	2.7	26.2	31.1	13.1	24.3	2.9	4.8					
Scranton	42.6	2.6	25.4	40.0	20.9	22.4	2.7	3.6					
Pennsylvania	37.8	2.8	30.5	36.0	17.2	19.1	3.6	4.5					
NATION	36.9%	2.5%	32.9%	36.2%	15.4%	17.7%	3.7%	4.0%					

	PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS WITH VARIOUS COMPLICATIONS, LONG-ACTING BASAL CATEGORY 1 VS. CATEGORY 2, 2017 <sup>2</sup>													
	Cardiovascular Disease MI Nephropathy PAD Stroke													
MARKET	Cat. 1	Cat. 2	Cat. 1	Cat. 2	Cat. 1	Cat. 2	Cat. 1	Cat. 2	Cat. 1	Cat. 2				
Allentown	29.6%	36.3%	2.7%	n/a	29.4%	24.0%	14.7%	11.6%	6.1%	n/a				
Harrisburg	n/a	n/a	n/a	n/a	23.9	18.9	n/a	n/a	4.4	n/a				
Reading	42.2	31.0	4.3	n/a	30.0	28.6	11.6	11.9	n/a	n/a				
Scranton	37.2	34.8	n/a	n/a	27.3	22.9	13.8	11.9	4.9	n/a				
Pennsylvania	30.1	28.5	3.2	2.3%	30.3	28.7	13.3	11.8	4.6	3.0%				
NATION	30.9%	27.9%	3.0%	2.0%	33.8%	30.2%	11.1%	9.4%	4.0%	2.6%				

ŀ	PERCENTAGE OF COMMER	CIAL TYPE 2 DIABETES PAT	IENTS, BY ACTUAL COMOR	BIDITY, 2017 <sup>3</sup>
MARKET	Depression	Hyperlipidemia	Hypertension	Obesity
Allentown	12.1%	64.9%	79.3%	28.4%
Harrisburg	10.2	61.8	80.5	33.3
Reading	11.7	71.8	83.1	26.4
Scranton	10.3	60.8	80.3	35.3
Pennsylvania	10.7	64.5	79.0	32.6
NATION	10.2%	65.8%	80.7%	25.5%

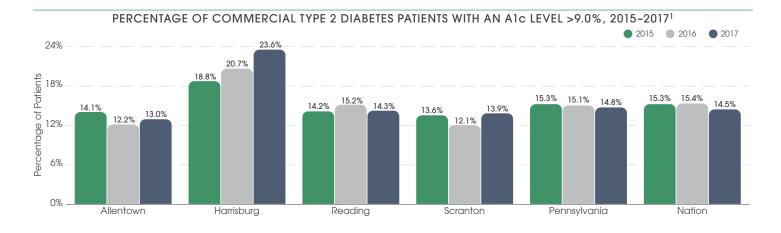
NOTE: PAD is peripheral artery disease. "Category 1" refers to long-acting basal insulins approved through 2014 and follow-on long-acting insulins approved after 2014. "Category 2" refers to non-follow-on long-acting basal insulins approved in or after 2015. An n/a indicates that data were not available.

<sup>1</sup> Throughout this report, commercial includes HMOs, PPOs, point-of-service plans, and exclusive provider organizations.
2 A complication is defined as a patient condition caused by the Type 2 diabetes of the patient. These conditions are a direct result of having Type 2 diabetes. Complications of Type 2 diabetes include, but are not limited to, atherosclerotic cardiovascular disease (ASCVD; includes patients with ACS, MI, stroke, and other cardiovascular conditions), cardiovascular (CV) disease, nephropathy, neuropathy, peripheral artery disease (PAD), retinopathy, severe hypoglycemia, and stroke.
3 A comorbidity is a condition of Type 2 diabetes patient may also have, which is not directly related to the diabetes. Comorbidities were narrowed down to a subset of conditions which are typically present in patients with Type 2 diabetes. Comorbidities of Type 2 diabetes include, but are not limited to, depression, hyperlipidemia, hypertension, obesity, and pneumonia. An n/a indicates that data were not available.

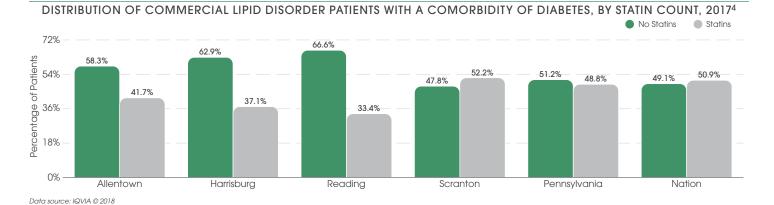
### USE OF SERVICES



PERC	PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS RECEIVING VARIOUS SERVICES, 2015-2017														
		Alc Test <sup>1</sup>		Blood	d Glucos	e Test	Ophthalmologic Exam			Serum Cholesterol Test			Urine Glucose Test		
MARKET	2015	2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017
Allentown	77.1%	79.3%	75.3%	87.5%	88.8%	86.6%	77.8%	76.8%	76.5%	79.4%	81.6%	77.7%	87.1%	86.7%	86.0%
Harrisburg	77.5	77.4	79.4	88.5	88.6	88.5	77.7	77.5	79.7	79.6	79.7	80.1	86.5	87.1	86.7
Reading	79.7	84.2	84.3	86.6	86.4	86.8	84.2	87.5	89.1	77.2	77.4	77.4	86.5	85.9	85.7
Scranton	76.5	75.6	76.0	88.4	87.2	86.9	79.2	80.4	80.3	79.1	78.2	77.8	86.8	86.5	87.2
Pennsylvania	78.0	78.5	78.6	88.2	88.3	88.1	75.8	75.9	75.7	79.2	79.4	79.4	86.9	86.7	86.6
NATION	74.0%	74.1%	74.1%	87.5%	87.5%	87.3%	72.8%	72.7%	72.4%	78.4%	78.2%	77.9%	84.6%	84.5%	84.1%



#### PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS RECEIVING LONG-ACTING BASAL CATEGORY 1 VS. CATEGORY 2 WITH AN A1c LEVEL ≤7.0% OR >9.0%, 2015 AND 20171 >9.0%3 ≤7.0%2 Category 1 Category 2 Category 1 Category 2 % Point % Point % Point % Point 2015 2017 2015 2017 2015 2017 2015 2017 **MARKET** Change Change Change Change 18.7% 21.9% 3.2 14.5% 19.5% 5.1 38.0% 37.8% -0.248.2% 39.8% -8.4 Pennsylvania **NATION** 19.9% 22.4% 2.5 12.2% 19.3% 7.2 37.3% 36.2% -1.144.5% 37.0% -7.5



<sup>1</sup> The A1c test measures how much glucose has been in the blood during the past 2-3 months. Figures reflect the percentage of Type 2 diabetes patients who have had at least one A1c test in a given year.

2 Positive percent change in this group indicates an improvement, from 2015 to 2017, in the percentage of patients with A1c levels at or below 7.0%. Percentage-point changes are calculated from data with additional decimal places and may differ slightly from calculations using the rounded figures shown.

3 Negative percent change in this group indicates an improvement or reduction, from 2015 to 2017, in the percentage of patients with A1c levels above 9.0%.

4 A comorbidity is a condition of lipid disorder patient may also have. Comorbidities were narrowed down to a subset of conditions (including, but not limited to, atherosclerotic cardiovascular disease, diabetes, and

hypertension) that are typically present in patients with lipid disorders. NOTE: "Category 1" refers to long-acting basal insulins approved through 2014 and follow-on long-acting insulins approved after 2014. "Category 2" refers to non-follow-on long-acting basal insulins approved in or after 2015.



### PHARMACOTHERAPY

	PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS RECEIVING VARIOUS INSULIN AND COMBINATION THERAPIES, 2016–2017 <sup>1</sup>													
	,	nsulin Iucts	Long-/ Basal Cc	Acting Itegory 1		Acting Itegory 2	_	P-1 + ing Insulin Ratio)	Long-Act	P-1 + ing Insulin Ratio)	Rapid- Insi	0		
MARKET	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017		
Allentown	34.1%	34.7%	20.5%	20.0%	3.9%	6.4%	n/a	0.5%	3.0%	3.3%	18.3%	18.7%		
Harrisburg	35.8	39.2	22.9	22.7	3.2	6.6	n/a	n/a	2.5	3.5	17.5	21.1		
Reading	31.3	34.0	19.5	20.1	3.9	5.4	n/a	n/a	2.0	2.6	17.0	19.8		
Scranton	34.0	33.5	18.6	16.6	5.7	6.5	n/a	0.7	2.1	2.6	19.7	19.2		
Pennsylvania	36.2	37.1	22.6	21.5	3.9	6.7	n/a	0.3	2.7	3.5	19.8	20.5		
NATION	33.9%	34.4%	21.6%	20.4%	4.1%	5.8%	n/a	0.4%	2.9%	3.6%	17.2%	17.4%		

	PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS WITH AN A1c >9.0% RECEIVING VARIOUS INSULIN AND COMBINATION THERAPIES, 2016–2017 <sup>1,2</sup>													
	Any II Proc	nsulin lucts	Long-/ Basal Cc			Acting ategory 2	Long-Act	P-1 + ing Insulin Ratio)		P-1 + ing Insulin Ratio)	Rapid- Inst	0		
MARKET	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017		
Allentown	56.7%	47.9%	37.8%	28.2%	9.5%	15.5%	n/a	n/a	n/a	n/a	30.7%	22.5%		
Scranton	63.4	65.9	34.2	29.6	n/a	n/a	n/a	n/a	n/a	n/a	29.3	n/a		
Pennsylvania	58.2	58.1	37.8	35.4	7.3	11.1	n/a	0.7%	4.1%	5.3%	28.9	29.0		
NATION	55.1%	55.7%	36.4%	34.7%	8.5%	11.0%	n/a	1.1%	5.1%	6.0%	25.6%	25.7%		

	PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS RECEIVING VARIOUS NON-INSULIN ANTIDIABETIC THERAPIES, 2016–2017 <sup>1,2</sup>													
	,	n-Insulin abetic duct	Bigua	nides		P-4 pitors	GLP-1 Receptor Agonists		Insulin Sensitizing Agents		SGLT-2 Inhibitors			
MARKET	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017		
Allentown	83.0%	84.3%	53.9%	55.1%	12.7%	11.5%	9.3%	10.3%	2.7%	3.1%	15.2%	14.9%		
Harrisburg	84.1	83.2	54.5	56.1	10.1	11.8	8.2	10.2	4.2	4.3	11.0	11.4		
Reading	85.6	84.4	56.7	57.1	12.2	11.8	6.5	7.9	2.1	2.2	14.5	14.1		
Scranton	83.4	84.6	54.4	55.4	12.6	13.5	7.0	8.2	4.0	5.0	15.3	15.8		
Pennsylvania	83.3	83.5	57.0	57.7	12.0	12.0	8.8	10.7	3.3	3.2	11.7	12.5		
NATION	85.5%	85.5%	60.5%	60.6%	10.8%	11.0%	9.6%	11.2%	4.9%	5.1%	11.4%	12.2%		

Data source: IQVIA © 2018

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NOTE: Some data were unavailable for Harrisburg and Reading. An n/a indicates that data were not available.

**Biguanides:** Decrease the production of glucose by the liver, decrease intestinal absorption of glucose, and increase the peripheral uptake and use of circulating glucose.

**Dipeptidyl Peptidase 4 (DPP-4) Inhibitors:** Inhibit DPP-4 enzymes and slow inactivation of incretin hormones, helping to regulate glucose homeostasis through increased insulin release and decreased glucagon levels.

GLP-1 Receptor Agonists: Increase glucose-dependent insulin secretion and pancreatic beta-cell sensitivity, reduce glucagen production, slow rate of absorption of glucose in the digestive tract by slowing gastric emptying, and suppress appetite. "GLP-1 + long-acting insulin (fixed ratio)" refers to the two therapies combined in a single product. "GLP-1 + long-acting insulin (free ratio)" refers to the two therapies taken separately and concurrently.

**Insulin Sensitizing Agents:** Increase insulin sensitivity by improving response to insulin in liver, adipose tissue, and skeletal muscle, resulting in decreased production of glucose by the liver and increased peripheral uptake and use of circulating glucose.

Long-Acting Basal Category 1/Category 2: Insulin replacement product with a long duration of action. "Category 1" refers to long-acting basal insulins approved through 2014 and follow-on long-acting insulins approved after 2014. "Category 2" refers to non-follow-on long-acting basal insulins approved in or after

Rapid-Acting Insulin: Insulin replacement product with a rapid onset and shorter duration of action than

Mixed Insulin: Insulin replacement product combining a short-acting and an intermediate-acting

Sodium/Glucose Cotransporter 2 (SGLT-2) Inhibitors: Lower blood glucose concentration so that glucose is excreted instead of reabsorbed

Patients who filled prescriptions for any insulin products may have also filled prescriptions for products in the non-insulin category, and vice versa.
The A1c test measures how much glucose has been in the blood during the past 2-3 months. Figures reflect the percentage of Type 2 diabetes patients who have had at least one A1c test in a given year.

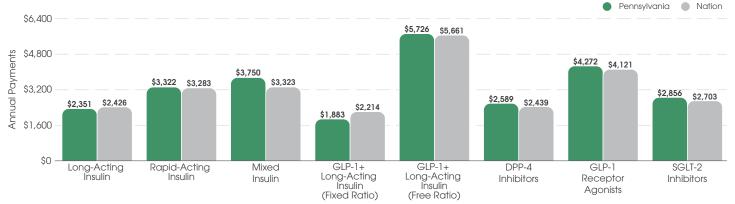
### PHARMACOTHERAPY



	PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS RECEIVING VARIOUS COMBINATION THERAPIES, 2016–2017													
		e of oduct			Use of 2	Products					Use of 3	Products		
		of 1 Insulin duct	Non-l	Use of 2 Non-Insulin Products  Use of 2 Products:  1 Insulin, Products  1 Non-Insulin Products						of 3 Insulin ducts	1 Ins	Products: sulin, -Insulin	Use of 3 Products: 2 Insulin, 1 Non-Insulin	
MARKET	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
Allentown	36.9%	38.4%	19.7%	18.6%	5.3%	5.5%	7.4%	7.9%	9.0%	7.9%	5.5%	6.4%	5.3%	6.6%
Harrisburg	38.7	35.4	18.7	18.2	6.1	6.7	6.8	8.4	6.4	6.9	5.6	5.5	7.4	9.1
Reading	40.9	39.5	19.6	18.2	4.7	5.9	6.9	8.4	8.0	7.9	5.0	4.5	6.5	7.2
Scranton	34.0	34.3	20.6	20.1	4.6	4.7	8.1	7.9	11.3	11.9	5.3	5.9	6.8	6.7
Pennsylvania	36.2	35.6	19.0	18.8	5.7	5.9	8.7	8.9	8.2	8.1	5.8	5.9	7.2	7.7
NATION	38.3%	37.8%	19.6%	2.6% 19.3% 5.9% 6.0% 7.1% 7.1%						8.1%	6.1%	6.3%	6.5%	6.6%

ANNUAL PAYMENTS PER COMMERCIAL TYPE 2 DIABETES PATIENT RECEIVING VARIOUS COMBINATION THERAPIES, 2016-2017 <sup>1</sup>														
		e of duct			Use of 2	Products				Use of 3 Products				
	Use Non-I Prod		Use Non-I Proc		1 Ins	Products: sulin, -Insulin	Insi	of 2 ulin ducts	Non-l	of 3 Insulin Ilucts	1 Ins	Products: sulin, -Insulin	2 Ins	Products: sulin, -Insulin
MARKET	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
Allentown	\$689	\$782	\$1,960	\$2,081	\$3,177	\$3,656	\$4,434	\$5,225	\$3,431	\$4,334	\$5,403	\$5,941	\$6,939	\$7,495
Harrisburg	610	679	1,365	1,603	3,495	4,316	4,168	4,908	2,658	3,441	3,747	4,231	6,123	7,938
Reading	710	715	1,692	2,203	3,005	3,847	4,242	4,903	3,125	3,935	5,193	5,850	6,835	6,702
Scranton	551	685	1,661	1,986	3,378	3,554	5,349	5,922	3,459	4,543	4,981	5,575	6,897	7,478
Pennsylvania	587	688	1,605	1,917	3,470	4,087	4,958	5,465	3,438	4,086	4,731	5,242	6,657	7,466
NATION	\$558	\$656	\$1,520	\$1,827	\$3,614	\$4,115	\$4,921	\$5,361	\$3,263	\$3,794	\$4,806	\$5,454	\$6,732	\$7,517

#### ANNUAL PAYMENTS PER COMMERCIAL TYPE 2 DIABETES PATIENT FOR VARIOUS INSULIN AND NON-INSULIN ANTIDIABETIC THERAPIES, 20171,2

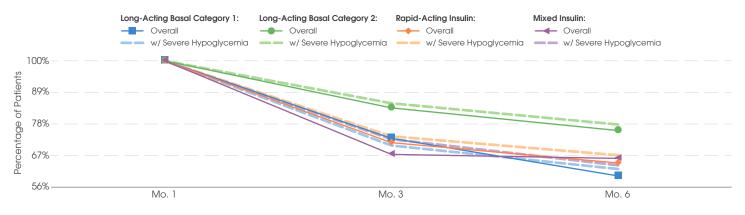


Data source: IQVIA © 2018

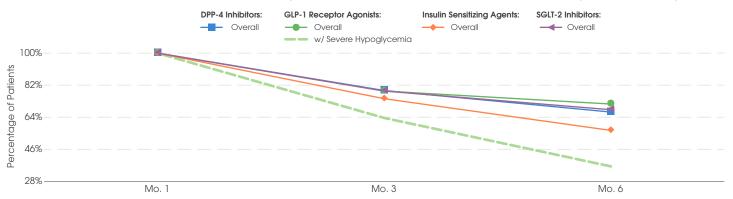
Figures reflect the per-patient yearly payments for Type 2 diabetes patients receiving a particular type of therapy. These are the actual amounts paid by the insurer and patient for such prescriptions. Costs mainly include copayments, but can also include tax, deductibles, and cost differentials where applicable.
 Patients who filled prescriptions for any insulin products may have also filled prescriptions for products in the non-insulin category, and vice versa.

### PERSISTENCY

#### PERSISTENCY: COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL VS. WITH A COMPLICATION OF SEVERE HYPOGLYCEMIA, VARIOUS INSULIN THERAPIES, PENNSYLVANIA, 20171



#### PERSISTENCY: COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL VS. WITH A COMPLICATION OF SEVERE HYPOGLYCEMIA, VARIOUS NON-INSULIN ANTIDIABETIC THERAPIES, PENNSYLVANIA, 20171



PROFESSIONAL EMERGENCY DEPARTMENT (ED) CHARGES FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL VS. WITH A COMPLICATION OF STROKE, 2017 <sup>1,2</sup>								
MARKET	Overall	w/ Stroke						
Allentown	\$1,211	\$1,776						
Harrisburg	1,516	1,821						
Reading	1,141	1,640						
Scranton	1,290	1,593						
Pennsylvania	1,171	1,532						
NATION	\$1,646	\$2,350						

Data source: IQVIA © 2018

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<sup>1</sup> A complication is defined as a patient condition caused by the Type 2 diabetes of the patient. These conditions are a direct result of having Type 2 diabetes, Complications of Type 2 diabetes include, but are not limited to, otherosclerofic cardiovascular (CV) disease, nephropathy, neuropathy, peripheral artery disease (PAD), retinopathy, severe hypoglycemia, and stroke.

Professional charges are those generated by the providers delivering care to Type 2 diabetes patients in various settings.

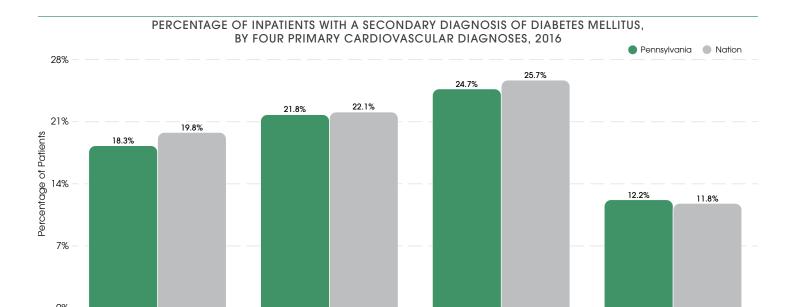
NOTE: "Persistency" measures whether patients maintain their prescribed therapy. It is calculated by identifying patients who filled a prescription for the reported drug class in the six months prior to the reported year, and then tracking prescription fills for those same patients in each of the months in the current reported year. If patients fill a prescription in a month, they are reported among the patients who have continued or restarted on therapy. Continued means that the patient has filled the drug group in each of the preceding months. Restarted means that the patient did not fill in one or more of the preceding months. Continuing and restarting patients are reported together. Persistency is tracked for patients who are new to therapy (those who have not filled the therapy in question in the six months prior to their first fill of the study period). Some data were unavailable for Pennsylvania.

## DIABETES & CARDIOVASCULAR DISEASE

Stroke

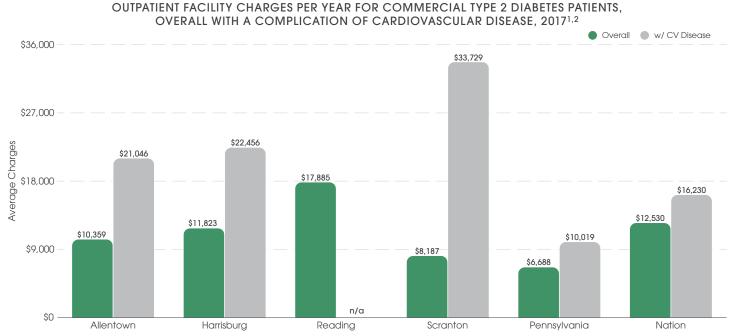


PAD



INPATIENT FACILITY CHARGES PER YEAR FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL VS. WITH A COMPLICATION OF CARDIOVASCULAR DISEASE, 2017 <sup>1,2</sup>							
MARKET	Overall	w/ Cardiovascular Disease					
Allentown	\$33,064	\$31,779					
Harrisburg	42,033	40,133					
Reading	31,884	n/a					
Scranton	59,149	n/a					
Pennsylvania	35,041	41,492					
NATION	\$44,951	\$49,033					

Angina



Data source: IQVIA © 2018

Hypertension

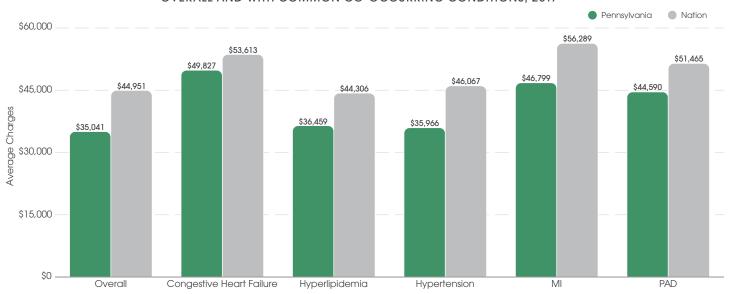
NOTE: Secondary diagnoses data come from IQVIA's Hospital Procedure & Diagnosis (HPD) database. Hospital data are based on all short-ferm, acute-care hospitals and are effective as of 2016. Psychiatric, rehabilitation, armed forces, and long-ferm acute-care hospitals are excluded. An n/a indicates that data were not available.

<sup>&</sup>lt;sup>1</sup> Figures reflect the charges generated by the facilities that delivered care. The data also reflect the amounts charged, not the amounts paid.

<sup>&</sup>lt;sup>2</sup> A complication is defined as a patient condition caused by the Type 2 diabetes of the patient. These conditions are a direct result of having Type 2 diabetes. Complications of Type 2 diabetes include, but are not limited to, atherosclerotic cardiovascular disease (ASCVD; includes patients with ACS, MI, stroke, and other cardiovascular conditions), cardiovascular (CV) disease, nephropathy, neuropathy, peripheral artery disease (PAD), retinopathy, severe hypoglycemia, and stroke.

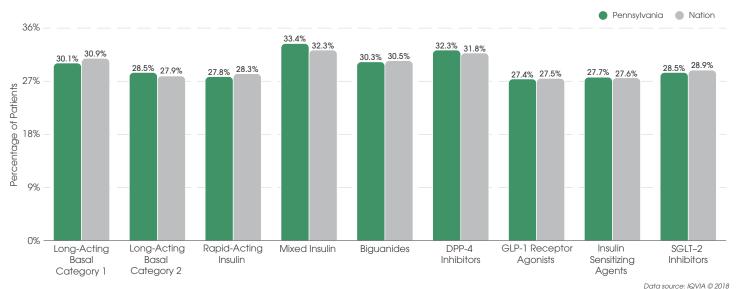
### DIABETES & CARDIOVASCULAR DISEASE

#### INPATIENT FACILITY CHARGES PER YEAR FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL AND WITH COMMON CO-OCCURRING CONDITIONS, 2017<sup>1,2</sup>



OUTPATIENT FACILITY CHARGES PER YEAR FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL AND WITH COMMON CO-OCCURRING CONDITIONS, 2017 <sup>1,2</sup>								
MARKET	Overall	Congestive Heart Failure	Hyperlipidemia	Hypertension	MI	PAD		
Pennsylvania	\$6,688	\$10,487	\$6,729	\$7,406	\$12,001	\$10,029		
NATION	\$12,530	\$17,074	\$12,200	\$13,324	\$17,921	\$16,593		

#### PERCENTAGE OF COMMERCIAL TYPE 2 DIABETES PATIENTS WITH A COMPLICATION OF CARDIOVASCULAR DISEASE, BY THERAPY, 20173



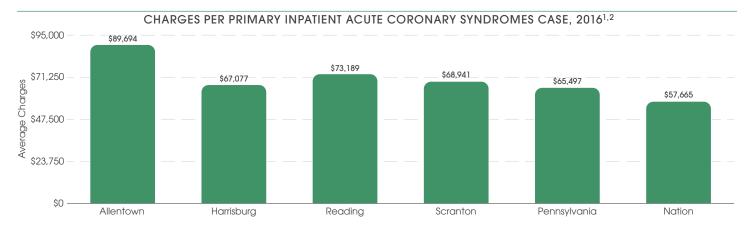
Figures reflect the charges generated by the facilities that delivered care. The data also reflect the amounts charged, not the amounts paid.

Figures reflect the charges generated by the facilities that delivered care. The art of allower process reflect the charges generated by the facilities that delivered care. The art of allower process reflect the charges generated by the facilities and the facilities and the conditions are conditions as conditions as conditions as conditions as conditions. Including, but not limited to, atherosclerotic cardiovascular disease (ASCVD; includes patients with ACS, MI, stroke, and other cardiovascular conditions), cardiovascular (CV) disease, congestive heart failure, depression, hyperflipidemia, hyperfension, nephropathy, neuropathy, obesity, peripheral artery disease (PAD), refinopathy, severe hypoglycemia, and stroke.

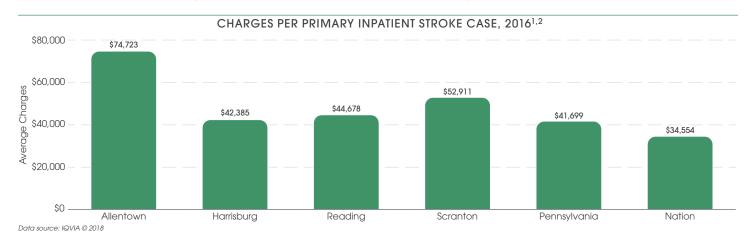
3 A complication is defined as a patient condition caused by the Type 2 diabetes of the patient. These conditions are a direct result of having Type 2 diabetes. Complications of Type 2 diabetes include, but are not limited to, atherosclerotic cardiovascular disease (ASCVD; includes patients with ACS, MI, stroke, and other cardiovascular conditions), cardiovascular (CV) disease, nephropathy, neuropathy, peripheral artery disease (PAD), retinopathy, severe hypoglycemia, and stroke.



AVERAGE LENGTH OF STAY (DAYS) AND CHARGES PER PRIMARY INPATIENT ACUTE CORONARY SYNDROMES CASE, 2016 <sup>1</sup>								
MARKET	Average Length of Stay	Average Charges <sup>2</sup>						
Allentown	2.8	\$89,694						
Harrisburg	4.0	67,077						
Reading	3.4	73,189						
Scranton	3.3	68,941						
Pennsylvania	3.1	65,497						
NATION	2.9	\$57,665						



AVERAGE LENGTH	AVERAGE LENGTH OF STAY (DAYS) AND CHARGES PER PRIMARY INPATIENT STROKE CASE, 20161								
MARKET	Average Length of Stay	Average Charges <sup>2</sup>							
Allentown	3.7	\$74,723							
Harrisburg	4.1	42,385							
Reading	3.8	44,678							
Scranton	3.5	52,911							
Pennsylvania	3.5	41,699							
NATION	3.8	\$34,554							



<sup>1</sup> Data in 2016 vary from previous years due to (a) the mandatory implementation of ICD-10 coding beginning October 1, 2015, which resulted in additional diagnoses being captured in the 2016 data for some of the disease states shown; and (b) beginning in 2016, outpatient measures also include treatment delivered in locations that are not contiguous with a hospital or located on a hospital campus. Unless otherwise specified, data include cases for primary and secondary diagnoses.

2 Charge data are per-case averages for inpatients with a particular diagnosis of interest. Charges may be for treatment related to other diagnoses. Data reflect the total charges billed by the hospital for the entire episode of care, and may include accommodation, pharmacy, laboratory, radiology, and other charges not billed by the physician. Data do not necessarily indicate final amounts paid.

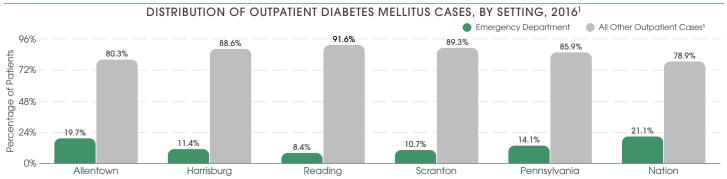
NOTE: Average length of stay (ALOS) and hospital inpatient charge data come from IQVIA's Hospital Procedure & Diagnosis (HPD) database. Hospital data are based on all short-term, acute-care hospitals and are effective as of 2016. Psychiatric, rehabilitation, armed forces, and long-term acute-care hospitals are excluded.



NU	NUMBERS OF INPATIENT AND OUTPATIENT DIABETES MELLITUS CASES PER HOSPITAL, 2015-2016 <sup>1</sup>								
	Inpatier	nt Cases	Outpatient Cases						
MARKET	2015	2016	2015	2016					
Allentown	1,779.1	2,074.7	12,555.6	11,250.9					
Harrisburg	2,689.4	3,691.5	32,029.3	28,884.5					
Reading	2,515.3	2,564.0	17,989.0	21,499.7					
Scranton	2,019.7	2,157.0	16,772.0	18,902.7					
Pennsylvania	1,671.3	1,681.1	10,700.0	12,142.4					
NATION	1,272.8	1,358.2	6,865.5	9,259.8					

NUMBERS OF INPATIENT AND OUTPATIENT DIABETES MELLITUS CASES PER HOSPITAL, BY PAYER, 2016 <sup>1</sup>									
		Inpatient Cases		Outpatie	Outpatient Cases				
MARKET	Commercial <sup>2</sup>	Medicare	Medicaid	Medicare	Non-Medicare <sup>3</sup>				
Allentown	745.8	1,295.2	12.6	4,968.9	6,282.0				
Harrisburg	1,691.0	1,880.8	36.1	9,492.0	19,392.5				
Reading	969.1	1,482.5	77.7	8,441.3	13,058.3				
Scranton	701.0	1,373.9	19.2	8,275.1	10,627.6				
Pennsylvania	677.9	926.5	22.3	4,547.2	7,595.2				
NATION	538.6	769.0	31.5	3,590.6	5,669.2				

AVERAGE LENGTH OF STAY (DAYS) AND CHARGES PER PRIMARY INPATIENT DIABETES MELLITUS CASE, 2015–2016 <sup>1</sup>								
	Average Lengt	h of Stay (Days)	Average Charges <sup>4</sup>					
MARKET	2015	2016	2015	2016				
Allentown	4.1	4.5	\$64,700	\$57,554				
Harrisburg	4.5	4.3	27,793	42,016				
Reading	5.2	6.0	36,528	44,455				
Scranton	5.1	4.4	48,333	44,396				
Pennsylvania	4.4	4.3	46,721	38,213				
NATION	4.0	4.3	\$38,984	\$30,778				



Data source: IQVIA © 2018

NOTE: Average length of stay (ALOS) and hospital inpatient and outpatient data come from IQVIA's Hospital Procedure & Diagnosis (HPD) database. Hospital data are based on all short-term, acute-care hospitals and are effective as of 2016. Psychiatric, rehabilitation, armed forces, and long-term acute-care hospitals are excluded.

Data in 2016 vary from previous years due to (a) the mandatory implementation of ICD-10 coding beginning October 1, 2015, which resulted in additional diagnoses being captured in the 2016 data for some of the disease states shown; and (b) beginning in 2016, outpatient measures also include treatment delivered in locations that are not contiguous with a hospital or located on a hospital campus. Unless otherwise specified, data include cases for primary and secondary diagnoses.

2 Includes HMOs, PPOs, point-of-service plans, and exclusive provider organizations.

3 Non-Medicare includes commercial, Medicaid, and other non-Medicare payers. In 2016, non-Medicare also includes some commercial Medicare Advantage plans.

4 Charge data are per-case averages for inpatients with a particular diagnosis of interest. Charges may be for treatment related to other diagnoses. Data reflect the total charges billed by the physician. Data do not necessarily indicare final amounts paid.

5 "All Other Outpatient Cases" includes cases treated in units that provide outpatient medical care by appointment, such as general, obstetric, pediatric, substance abuse, or psychiatric clinics.



PROFESSIONAL INPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER, 2016-20171									
	Commercial Insurance <sup>2</sup>		Med	icare	Med	icaid			
MARKET	2016	2017	2016	2017	2016	2017			
Allentown	\$3,567	\$3,715	\$2,231	\$2,499	\$3,440	\$3,151			
Harrisburg	3,446	3,356	3,115	2,414	3,591	3,584			
Reading	4,235	4,408	4,702	5,372	4,388	4,973			
Scranton	3,437	3,422	2,266	2,242	3,309	3,012			
Pennsylvania	3,213	3,188	3,111	3,218	4,121	4,262			
NATION	\$3,512	\$3,549	\$3,112	\$3,219	\$3,830	\$3,837			

PROFESSIONAL CHARGES PER YEAR FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, BY SETTING, 2016–2017 <sup>1</sup>										
	Ambu Surç	ılatory gery	Emerç Depai	gency tment	1 1	oital tient	Hos <sub>l</sub> Outpo	oital atient		ice/ nic
MARKET	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
Allentown	\$2,206	\$2,324	\$1,249	\$1,211	\$3,567	\$3,715	\$1,485	\$1,362	\$1,586	\$1,662
Harrisburg	1,875	2,008	1,195	1,516	3,446	3,356	1,560	1,589	1,542	1,498
Reading	2,103	2,176	916	1,141	4,235	4,408	1,082	1,098	2,007	1,957
Scranton	2,776	2,625	1,154	1,290	3,437	3,422	1,077	1,172	1,599	1,625
Pennsylvania	2,205	2,222	1,056	1,171	3,213	3,188	1,174	1,181	1,620	1,611
NATION	\$2,599	\$2,658	\$1,549	\$1,646	\$3,512	\$3,549	\$1,420	\$1,456	\$2,100	\$2,084

PROFESSIONAL INPATIENT CHARGES PER YEAR FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, OVERALL VS. WITH A COMPLICATION OF SEVERE HYPOGLYCEMIA, 2017 <sup>1,3</sup>							
MARKET	Overall	w/ Severe Hypoglycemia					
Allentown	\$3,715	\$6,878					
Harrisburg	3,356	4,492					
Reading	4,408	6,950					
Scranton	3,422	4,552					
Pennsylvania	3,188	4,994					
NATION	\$3,549	\$5,502					

PROFESSIONAL INPATIENT CHARGES PER YEAR FOR COMMERCIAL TYPE 2 DIABETES PATIENTS, BY ACTUAL COMPLICATION, 2017 <sup>1,3</sup>									
MARKET	Cardiovascular Disease	Nephropathy	Neuropathy	PAD	Retinopathy				
Allentown	\$4,823	\$5,295	\$4,466	\$4,989	\$3,502				
Harrisburg	4,428	4,576	4,179	3,965	3,612				
Reading	5,335	5,822	5,244	5,860	4,575				
Scranton	4,255	4,744	4,341	5,087	2,715				
Pennsylvania	4,028	4,315	3,865	4,339	3,332				
NATION	\$4,444	\$4,744	\$4,435	\$4,992	\$3,977				

Data source: IQVIA © 2018

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Professional charges are those generated by the providers delivering care to Type 2 diabetes patients in various settings.
 Includes HMOs, PPOs, point-of-service plans, and exclusive provider organizations.
 A complication is defined as a patient condition caused by the Type 2 diabetes of the patient. These conditions are a direct result of having Type 2 diabetes. Complications of Type 2 diabetes include, but are not limited to, otherosclerotic cardiovascular disease (ASCVD; includes patients with ACS, MI, stroke, and other cardiovascular conditions), cardiovascular (CV) disease, nephropathy, neuropathy, peripheral artery disease (PAD), retinopathy, severe hypoglycemia, and stroke.



AVERAGE ANNUAL PAYMENTS PER TYPE 2 DIABETES PATIENT RECEIVING VARIOUS INSULIN AND COMBINATION THERAPIES, BY PAYER, 2017 <sup>1,2</sup>															
	Long-Acting Basal Category 1		Long-Acting Basal Category 2		GLP-1 + Long-Acting Insulin (Fixed Ratio)		GLP-1 + Long-Acting Insulin (Free Ratio)		Rapid-Acting Insulin						
MARKET	Comm. Ins. <sup>3</sup>	Medi- care	Medi- caid	Comm. Ins. <sup>3</sup>	Medi- care	Medi- caid	Comm. Ins. <sup>3</sup>	Medi- care	Medi- caid	Comm. Ins. <sup>3</sup>	Medi- care	Medi- caid	Comm. Ins. <sup>3</sup>	Medi- care	Medi- caid
Allentown	\$1,897	\$2,376	\$1,980	\$2,441	\$2,442	\$2,627	\$2,065	\$2,025	n/a	\$5,585	\$5,985	\$3,936	\$3,245	\$2,977	\$3,337
Harrisburg	2,028	2,724	1,976	2,399	3,085	2,306	2,606	1,928	\$612	4,832	6,317	4,758	3,287	3,438	2,959
Reading	1,799	2,195	1,616	2,627	2,617	2,241	1,555	4,472	n/a	5,393	4,835	5,503	2,840	2,923	3,355
Scranton	2,396	2,096	2,188	3,056	2,116	2,804	1,829	1,434	1,849	5,982	5,951	6,022	3,189	3,616	3,608
Pennsylvania	2,092	2,400	2,025	2,586	2,717	2,219	1,883	1,974	1,614	5,726	5,970	5,085	3,322	2,931	3,177
NATION	\$2,430	\$2,122	\$2,210	\$2,624	\$2,488	\$2,703	\$1,792	\$1,598	\$2,214	\$5,661	\$5,990	\$4,804	\$3,283	\$2,754	\$2,937

AVERAGE ANNUAL PAYMENTS PER COMMERCIAL TYPE 2 DIABETES PATIENT RECEIVING VARIOUS INSULIN AND COMBINATION THERAPIES, 2017 <sup>1,2</sup>									
	Long-Acting Basal Category 1	Long-Acting Basal Category 2	GLP-1 + Long-Acting Insulin (Fixed Ratio)	GLP-1 + Long-Acting Insulin (Free Ratio)	Rapid-Acting Insulin				
MARKET									
Allentown	\$1,897	\$2,441	\$2,065	\$5,585	\$3,245				
Harrisburg	2,028	2,399	2,606	4,832	3,287				
Reading	1,799	2,627	1,555	5,503	3,355				
Scranton	2,188	2,804	1,849	6,022	3,608				
Pennsylvania	2,092	2,586	1,883	5,726	3,322				
NATION	\$2,210	\$2,703	\$2,214	\$5,661	\$3,283				

AVERAGE ANNUAL PAYMENTS PER COMMERCIAL TYPE 2 DIABETES PATIENT RECEIVING VARIOUS NON-INSULIN ANTIDIABETIC THERAPIES, 2017 <sup>1,2</sup>									
	Any Non-Insulin Antidiabetic Product	DPP-4 Inhibitors	GLP-1 Receptor Agonists	Insulin Sensitizing Agents	SGLT-2 Inhibitors				
MARKET									
Allentown	\$2,575	\$2,545	\$3,922	\$202	\$2,707				
Harrisburg	2,555	2,430	3,786	150	2,722				
Reading	2,429	2,717	4,001	92	3,017				
Scranton	2,682	2,837	4,411	170	3,156				
Pennsylvania	2,623	2,589	4,272	132	2,856				
NATION	\$2,467	\$2,439	\$4,121	\$86	\$2,703				

Data source: IQVIA © 2018

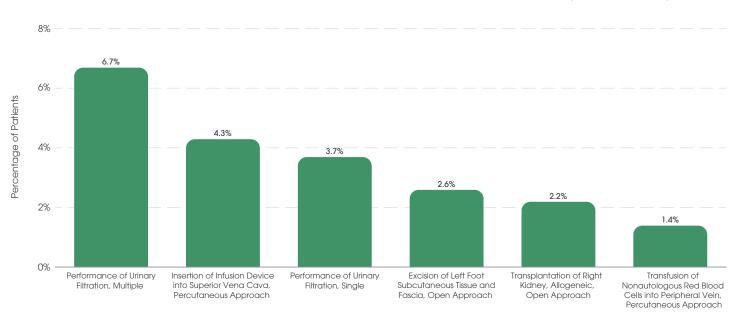
LVBCH TYPE 2 DIABETES REPORT™, 2018

Figures reflect the per-patient yearly payments for Type 2 diabetes patients receiving a particular type of therapy. These are the actual amounts paid by the insurer and patient for such prescriptions. Costs mainly include copayments, but can also include tax, deductibles, and cost differentials where applicable.
 Patients who filled prescriptions for any insulin products may have also filled prescriptions for products in the non-insulin category, and vice versa.
 Includes HMOs, PPOs, point-of-service plans, and exclusive provider organizations.

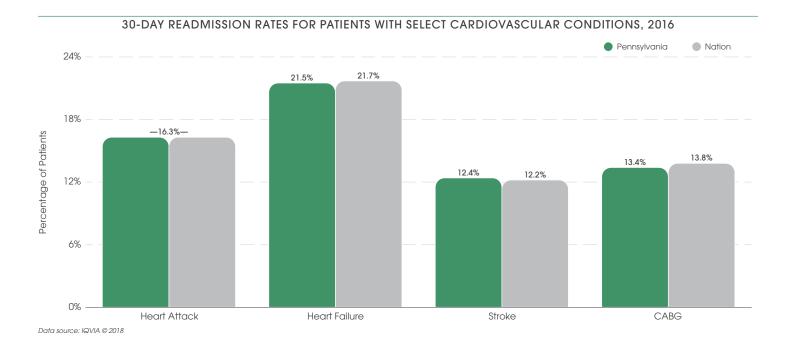
NOTE: "Category 1" refers to long-acting basal insulins approved through 2014 and follow-on long-acting insulins approved after 2014. "Category 2" refers to non-follow-on long-acting basal insulins approved in or after 2015. "GLP-1 + long-acting insulin (fixed ratio)" refers to the two therapies taken separately and concurrently. An n/a indicates that data were not available.



#### COMMON PROCEDURES FOR PATIENTS WITH A PRIMARY DIAGNOSIS OF DIABETES MELLITUS, PENNSYLVANIA, 2016



#### READMISSION RATES FOR PATIENTS DIAGNOSED WITH TYPE 2 DIABETES, BY TYPE OF THERAPY, 2015-2017<sup>1,2</sup> Three-Day Readmissions 30-Day Readmissions Three Three Long-Acting Long-Acting Long-Acting Long-Acting Any Insulin Non-Insulin Any Insulin Non-Insulin Basal Basal Basal Basal Products Antidiabetic **Products** Antidiabetic Category 2 Category 1 Category 1 Category 2 MARKET **Products** Products **NATION** 29.4% 11.1% 13.4% 12.6% 16.2% 24.3% 27.7% 30.3%



<sup>1.</sup> Figures reflect the percentages of Type 2 diabetes patients who were readmitted to an inpatient if facility in the three-year period between 2015 and 2017. These percentages institute use filled requisition is percentaged to percentage in the percentage of the percentage in the percentage in the percentage of the percentage in the percentage of the

include patients who filled multiple prescriptions. Readmissions are not necessarily due to Type 2 diabetes.

Patients who filled prescriptions for any insulin products may have also filled prescriptions for products in the non-insulin category, and vice versa.

NOTE: Procedure data come from IQVIA's Hospital Procedure & Diagnosis (HPD) database. Hospital data are based on all short-term, acute-care hospitals and are effective as of 2016. Psychiatric, rehabilitation, armed forces, and long-term acute-care hospitals are excluded. CABG is coronary artery bypass graft.



## METHODOLOGY/ADA GUIDELINES

### METHODOLOGY

IQVIA generated most of the data for this report out of health care professional (837p) and institutional (837i) insurance claims, representing nearly 11.7 million unique patients nationally in 2017 with a diagnosis of Type 2 diabetes (E08, E09, E11, E13; data in 2015 include ICD-9 codes 249.00-250.92, and ICD-10 codes E08, E09, E11, E13). Data from physicians of all specialties and from all hospital types are included. Substate markets represent core-based statistical areas (CBSAs).

IQVIA also gathers data on prescription activity from the National Council for Prescription Drug Programs (NCPDP). These data account for some 2 billion prescription claims annually, or more than 86% of the prescription universe. These prescription data represent the sampling of prescription activity from a variety of sources, including retail chains, mass merchandisers, and pharmacy benefit managers. Cash, Medicaid, and third-party transactions are tracked. Data arriving into IQVIA are put through a rigorous process to ensure that data elements match to valid references, such as product codes, ICD-9/10 (diagnosis) and CPT-4 (procedure) codes, and provider and facility data.

Proprietary lab data derive from one of the largest independent commercial lab companies in the U.S. Patient information is de-identified, matched, and linked with other patient data assets (e.g., medical claims data). The most common attributes used are the de-identified patient ID, observation date, diagnosis, test name, test code, and test result.

Claims undergo a careful de-duplication process to ensure that when multiple, voided, or adjusted claims are assigned to a patient encounter, they are applied to the database, but only for a single, unique patient.

Through its patient encryption methods, IQVIA creates a unique, random numerical identifier for every patient, and then strips away all patient-specific health information that is protected under the Health Insurance Portability and Accountability Act (HIPAA). The identifier allows IQVIA to track disease-specific diagnosis and procedure activity across the various settings where patient care is provided (hospital inpatient, hospital outpatient, emergency rooms, clinics, doctors offices, and pharmacies), while protecting the privacy of each patient.

Case count, per-case average length of stay, inpatient charge, and discharge destination data come from IQVIA's Hospital Procedure & Diagnosis (HPD) database. This database features an extensive set of inpatient and outpatient discharge records (including diagnoses and procedures data) validated against hospital claims data. For data year 2016, the HPD data set comprises nearly 88,000 ICD-10 procedure codes and more than 69,000 diagnosis codes (compared with just under 4,000 procedure codes and roughly 14,000 diagnosis codes under the ICD-9 classification system used in previous years). The inpatient and outpatient data provided in this report include analyses of 351 ICD-10 diagnosis codes (compared with 93 ICD-9 codes in prior years) aggregated into 13 common disease states. In 2016, the HPD data set also incorporates about 85% of all hospital claims nationwide (including 100% of Medicare-reimbursed inpatient and outpatient discharges), representing more than 1.9 million unique health care providers and 1.5 billion medical claims per year. To account for non-Medicare hospital discharge information, HPD uses either Medicare procedure counts paired with additional hospital-level information or non-Medicare medical claims data linked to individual facilities via physician affiliations. Beginning in 2016, outpatient measures also include treatment delivered in locations that are not contiguous with a hospital or located on a hospital campus.

### 2018 ADA Guidelines for Adults With Type 2 Diabetes

⇒ At diagnosis, initiate lifestyle management, set A1c target, and initiate pharmacologic therapy based on A1c:

- A1c is less than 9%, consider Monotherapy.
- A1c is greater than or equal to 9%, consider Dual Therapy.
- A1c is areater than or equal to 10%, blood glucose is greater than or equal to 300 mg/dL, or patient is markedly symptomatic, consider Combination Injectable Therapy.

#### **MONOTHERAPY**

Initiate metformin therapy if no contraindications

#### Lifestyle Management + Metformin

A1c at target after 3 months of Monotherapy? Yes: Monitor A1c every 3-6 months

No: Assess medication-taking behavior, consider Dual Therapy

Atherosclerotic cardiovascular disease (ASCVD)?

Yes: Add agent proven to reduce major adverse cardiovascular events and/or cardiovascular mortality\*

No: Add second agent after consideration of drug-specific effects and patient factors

#### Lifestyle Management + Metformin + Additional Agent

A1c at target after 3 months of Dual Therapy?

Yes: Monitor A1c every 3-6 months No: Assess medication-taking behavior, consider Triple Therapy

#### TRIPLE THERAPY

Add third agent based on drug-specific effects and

#### Lifestyle Management + Metformin + Two Additional Agents

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A1c at target after 3 months of Triple Therapy?

Yes: Monitor A1c every 3-6 months

No: Assess medication-taking behavior, consider Combination Injectable Therapy

NOTE: A1c is glycated hemoglobin.

Source: American Diabetes Association Standards of Care 2018:41:S73-S85

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If patient does not tolerate or has contraindications to metformin, consider agents from another class.

<sup>\*</sup>Clucagon-like peptide-1 (GLP-1) receptor agonists and dipeptidyl peptidase 4 (DPP-4) Inhibitors should not be prescribed in combination. If a patient with ASCVD is not yet on an agent with evidence of cardiovascular risk reduction, consider adding.