

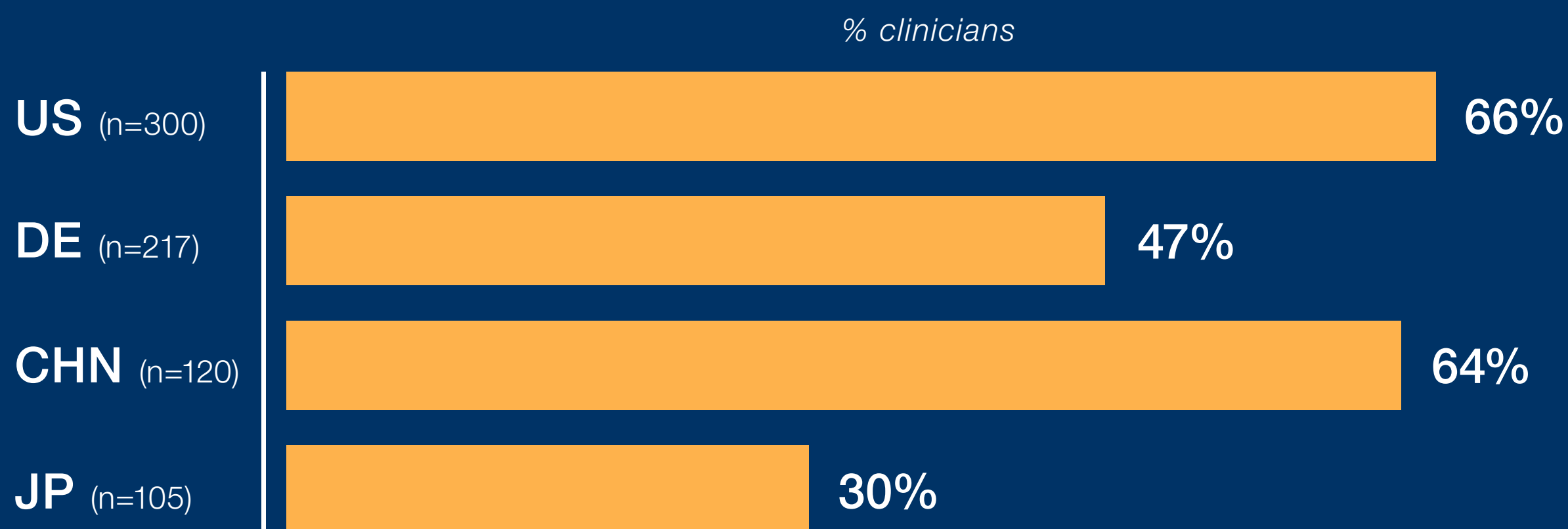
Novel anti-obesity treatments: how are clinicians responding?

Insights from Ipsos' Global
Obesity & Cardiometabolic
Therapy Monitor

Around two-thirds of the clinicians we surveyed in US & China indicated a strong level of confidence in selecting which patients would benefit most from anti-obesity medications (AOMs).

Less than a third of those in Japan felt the same.

% clinicians who strongly agreed with the statement 'I am confident in selecting which patients benefit the most from AOMs'



Source: Ipsos Syndicated Obesity & Cardiometabolic Therapy Monitor (742 clinicians who personally manage patients with obesity across multiple specialities in US, Germany, China & Japan providing perceptions online from Oct-Dec 2023).Data © Ipsos 2024, all rights reserved.

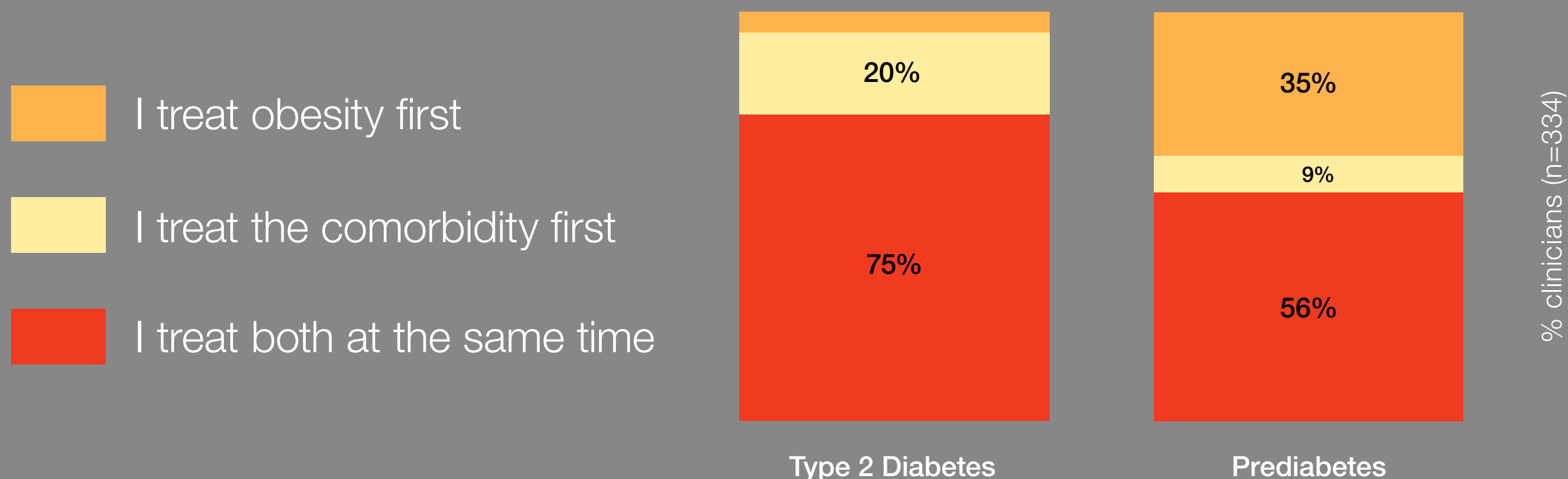


Moving forward, it will be critical for pharma to educate and support clinicians in identifying the patients most likely to succeed on their drug.

When managing patients with obesity and type 2 diabetes, it was typical for the clinicians to treat both conditions at the same time.

When the comorbidity was prediabetes, over half of the clinicians treated both conditions at the same time; however, 35% treated the obesity first.

% clinicians indicating their strategy for treating obesity and comorbidities

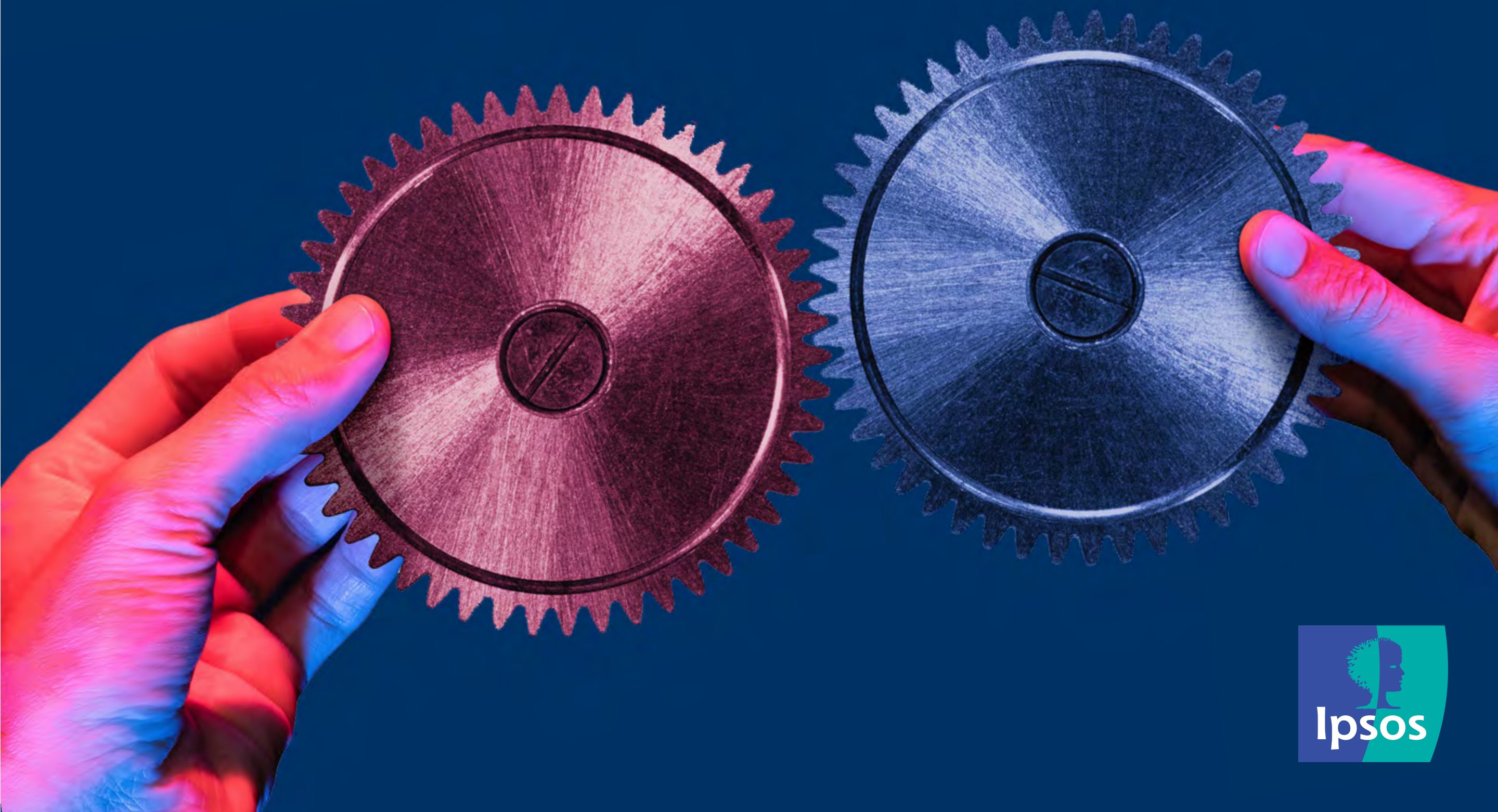


Source: Ipsos Syndicated Obesity & Cardiometabolic Therapy Monitor (196 endocrinologists & 138 PCP/GPs (who personally manage patients with obesity, prediabetes and type 2 diabetes) in US, Germany, China & Japan providing perceptions online from Oct-Dec 2023).Data © Ipsos 2024, all rights reserved.



Clinicians recognise how interconnected the treatment of obesity and weight-related comorbidities are.

As GLP-1 approval extends to additional conditions, the influence of comorbidities on obesity treatment will grow. This will necessitate expanded messaging to clinicians beyond weight loss.



For the US clinicians in our study, financial burden was both their primary concern when recommending AOMs and the main reason why their eligible patients were not treated with AOMs.

Acknowledging financial barriers and the disparities in access to new AOMs via patient support programmes is vital.

Source: Ipsos Syndicated Obesity & Cardiometabolic Therapy Monitor (300 US clinicians who personally manage patients with obesity providing perceptions online from Oct-Dec 2023) Data © Ipsos 2024, all rights reserved.



Ipsos' new suite of syndicated obesity studies capture the evolving perspectives of healthcare professionals who manage people living with obesity, users of anti-obesity medications, the treatment-eligible population, and general consumers.

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