

# The battle for U.S. GLP-1 market access comes down to a dogfight

Zepbound has doubled its market share in a year, nearly matching Wegovy at around two in five weight loss prescriptions

## Key coverage and formulary trends

- Since July 1, 2025, CVS Caremark has continued to prefer Wegovy on its national formularies while removing Zepbound, which resulted in its formulary coverage dropping 17 points to 83% in a month. For plan formularies administered by CVS Caremark, Wegovy is being increasingly covered, although as a non-preferred restricted drug.
- Beyond formulary inclusion, insurers are increasingly relying on utilization management tools. While CVS Caremark has expanded Wegovy coverage, prior authorization requirements have also intensified.
- Insurers are offering opt-in or limited coverage options for GLP-1s and adding weight and lifestyle management programs or enticing clients with cost guarantees.

 Learn more about the impact of GLP1s in Clarivate's DRG Fingertip foundations products [here](#).

The DRG Fingertip foundations products delivers **pharmacist-validated, AI-powered visibility** into the industry's most accurate market access intelligence, including coverage, restrictions, source transparency and policy change tracking.

Fingertip Coverage | Fingertip Restrictions | Fingertip Publisher | Fingertip PolicyTrack

## Zepbound is catching up with Wegovy, DRG Fingertip data shows:

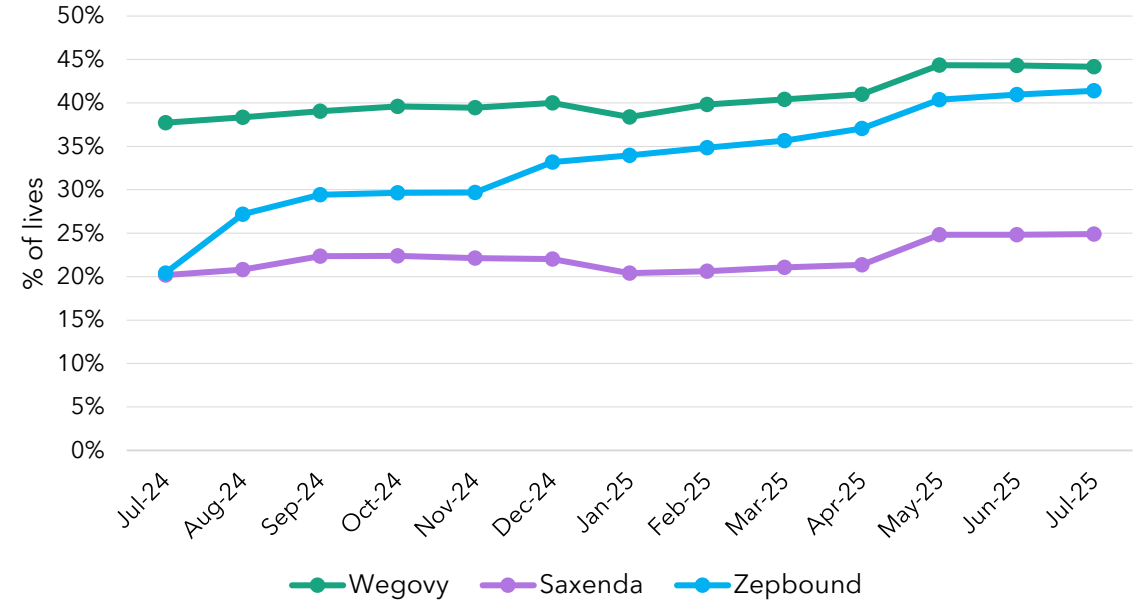


Figure 1. U.S. Fingertip formulary data for GLP1 drugs

## Implications for key stakeholders:

- For manufacturers, scaling up production to meet demand, and negotiating with insurers to improve coverage terms is critical. Enhancing patient satisfaction and prescribing confidence can boost sales through direct-to-consumer strategies.
- Along with aggressive formulary selection, payers will utilize hybrid models combining drug coverage with lifestyle programs and cost guarantees.
- Telehealth providers can benefit from leveraging GLP-1 demand to expand service offerings and partnerships, while employer wellness platforms offer an opportunity to integrate weight loss solutions into benefits packages.