Diabetes Reversal for City of Boston
If we only had 90 seconds today...

1. Diabetes reversal is possible, and Virta now cited by ADA in 2019/2020 as first line therapy

2. Virta can reverse T2 Diabetes, eliminate Rx, save $4,800/year, & impact lives

3. Our clinical results peer-reviewed/published 6 times, Validation Institute approved.

4. Virta is both a provider and vendor at scale, wiring up to plans and employers at scale

5. Already live w/ Veterans Administration, BSCA, BCBSNE, employers like Comcast, US Foods, Purdue University, Tippecanoe County, etc. as well as several health plan CEOs as patients

6. ~700 Americans die every day due to diabetes - yet now we can reverse the disease
Complete your diabetes portfolio by offering reversal

- Members/patients want to stop using diabetes Rx and improve their health, but currently don’t have that option. Enter Virta.

- No one solution will capture 100% of members. **Virta is offered by payers to members with no admin or setup costs. 100% fees at risk.**

- Diabetes reversal slots in alongside other diabetes mgmt programs, allowing members to opt in and complement their PCP care. Goal is reversal and not medication adherence (only slows the disease).
Years in Diabetes Management

- **Oral Generics (Metformin):** <$100
- **Branded Orals (SGLT-2, DPP-4):** $2–3K
- **Branded Injectables (GLP-1):** $4–6K
- **Branded Oral + Insulin:** $6–10K
- **Aggressive Insulin:** $10K+

The graph illustrates the progression of diabetes management costs over the years, from prediabetes to uncontrolled diabetes, with an increasing trend.
Weeks in Diabetes Reversal

- **Aggressive Rx**: $10K
- **Rapid De-Prescription Process**: $7K
- **Off All Diabetes Rx**: $3K
- **~$0**: $100

A1c levels:
- **UNCONTROLLED**: 8.0
- **DIABETES**: 6.5
- **PREDIABETES**: 5.7

Time (weeks):
- 0
- 5
- 10
- 15
- 20
- 25+
Proprietary Medical Nutrition Therapy

- Nutritional Changes
- Medication Changes
- Biomarker Feedback

Technology-enabled Continuous Remote Care

- Care Team
- Data & Analytics
- EMR & Population Health

Patient
The patient experience

1. Onboarding

2. Diabetes Reversal

3. Sustained Success
1 Onboarding

Marketing & Enrollment
Intro to Clinical Team
DME
Supported Education and insight
2 Diabetes Reversal

- Individualized Nutrition Protocol
- Health Coaching
- Biomarker Logging
- Physician-led De-prescription
Personalized carb recommendation

Eat until satisfied

No calorie counting

Exercise not required
Virta is additive to the patient’s existing care team, reporting progress frequently

**Progress Reports Overview**

Virta will fax at 30, 60, and 90 days, then every 90 days.

- Results from labs tests Virta orders
  - A1c, lipid panel, glucose, weight, other T2D info
- Comparison to prior values
- Rx changes
Virta treats across the spectrum of member personas ready for change

<table>
<thead>
<tr>
<th>Ready to Reverse</th>
<th>Frustrated with Diabetes Mgmt</th>
<th>Disengaged</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Primary Motivation</strong></td>
<td>Getting off diabetes meds</td>
<td>Frustrated with a plan that isn’t producing results year after year: take meds, diet, exercise</td>
</tr>
<tr>
<td><strong>Receptive to change</strong></td>
<td>High</td>
<td>High</td>
</tr>
<tr>
<td><strong>Virta Approach</strong></td>
<td>Align with patient goals and coordinate with PCP</td>
<td>Present a provider-led solution that finally produces outcomes</td>
</tr>
<tr>
<td><strong>Percent of Engaged T2D Population</strong></td>
<td>40%</td>
<td>40%</td>
</tr>
</tbody>
</table>
Sustained Success

What drives Virta retention?

- Promise of Reversal
- Rapid Health Improvement
- Continuous Remote Care Team

Ave. Behavioral Program Retention at One Year

Ave. Rx Adherence at One Year

Virta Retention at One Year

25%

50%

90%

Top scientific and industry leaders advocate for Virta

Robert E. Ratner, MD
Former Chief Medical Officer of American Diabetes Association

Shawn Leavitt
SVP Total Rewards, Comcast

Don Berwick, MD
Former head of the Centers for Medicare and Medicaid Services

Martin Abrahamson, MD
Chief Medical Officer, Joslin Diabetes Center

Alan Moses, MD
Senior Vice President & Global Chief Medical Officer, Novo Nordisk

Hassan Asar
Former Head of Benefits, US Foods
Virta: 6 Peer Papers, ADA citations as first line therapy!

- **Rapid Impact on Type 2 Diabetes**
  10 week outcomes

- **Improvement on Cardiovascular Risk Factors**
  1 year outcomes

- **Sustainability of Improved Health Outcomes (T2D Reversal)**
  1 year outcomes

- **NAFLD Improvement and Reversal**
  1 year outcomes

- **Sleep Quality**
  1 year outcomes

- **Citations in ADA Evidence-Based Standards of Care 2020**

  "Low carbohydrate eating plans may result in improved glycemia... and the potential to reduce antihyperglycemic medications."

  "Carbohydrate-restricted eating pattern... does not appear to increase overall cardiovascular risk."
“When it comes to reporting outcomes, many diabetes vendors make big promises that do not stand up to close analytical scrutiny. **Virta is the first and only diabetes treatment** to meet Validation Institute’s high bar for delivering clinical outcomes that are both transformational and verifiable.”

RD Whitney, CEO, Validation Institute
## One-Year Virta Results vs Traditional Diabetes Mgmt

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>A1c (Point Change)</strong></td>
<td>▲ 0.2</td>
<td>▼ 0.6</td>
<td>▼ 1.3</td>
</tr>
<tr>
<td><strong>Rx Cost (Percent Change)</strong></td>
<td>▲ 6%</td>
<td>▲ 3%</td>
<td>▼ 71%</td>
</tr>
<tr>
<td><strong>Weight Loss (Pound Change)</strong></td>
<td>0 lbs</td>
<td>▼ 1 lb</td>
<td>▼ 30 lbs</td>
</tr>
</tbody>
</table>
## Demographic-specific outcomes

Reversing Diabetes Across the Board

<table>
<thead>
<tr>
<th></th>
<th>VA (U.S. Department of Veterans Affairs)</th>
<th>Low Income (&gt;=$35K)</th>
<th>Seniors (Ages 65+)</th>
<th>Virta BoB</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A1c Reduction (Points)</strong></td>
<td>0.9</td>
<td>1.9</td>
<td>1.3</td>
<td>1.3</td>
</tr>
<tr>
<td><strong>Rx Cost Reduction (Percent)</strong></td>
<td>53%</td>
<td>68%</td>
<td>58%</td>
<td>71%</td>
</tr>
<tr>
<td><strong>Weight Loss (Pounds)</strong></td>
<td>13 lbs</td>
<td>7 lbs</td>
<td>28 lbs</td>
<td>30 lbs</td>
</tr>
<tr>
<td><strong>Timeframe</strong></td>
<td>3 mo</td>
<td>3 mo</td>
<td>1 yr</td>
<td>1 yr</td>
</tr>
</tbody>
</table>
Diabetes reversal is life-changing

<table>
<thead>
<tr>
<th>Patient Net Promoter Score</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Virta (on Insulin)</td>
<td>84</td>
</tr>
<tr>
<td>Apple</td>
<td>72</td>
</tr>
<tr>
<td>Netflix</td>
<td>68</td>
</tr>
<tr>
<td>Virta (all patients)</td>
<td>66</td>
</tr>
<tr>
<td>All Insurance</td>
<td>36</td>
</tr>
<tr>
<td>Health Industry</td>
<td>19</td>
</tr>
</tbody>
</table>

“Two years ago my A1C was 10.2 and my doctor told me I had a 40% chance of having a stroke or heart attack—I was only 40 years old. Virta literally saved my life!”
# HPHC - Virta Pilot Overview at City of Boston

## When will the pilot take place?
- We are targeting an April launch, exact date TBD
- Pilot will cover one year from participant’s enrollment in the Virta program

## Who is eligible?
- HPHC members at City of Boston with type II diabetes between ages 18 - 79
- Virta will conduct an intake interview with those who wish to join – some may not be eligible due to other medical conditions or medications
- Enrollment will be on first-come first-served basis until we reach 400 participants
- After that we will maintain a wait list should any participants drop out in the first few months

## What metrics will be tracked to measure pilot success?
- Participant uptake, engagement, & retention (overall % & demographic profile)
- A1c (baseline lab test ordered by Virta upon uptake unless one is available within past 90 days, as well as at end of program; spot glucose readings captured automatically by Virta when Bluetooth glucometer is used)
- Weight & BMI (captured automatically by Virta when Bluetooth scale is used)
- Rx & Medical spend; ROI
- Satisfaction (NPS, testimonials)

## Will information be shared with City of Boston?
- We will only share aggregate data with City of Boston
- No individual information will be shared
City of Boston Population*

- City of Boston HPHC members ages 18-79: 22,775
- City of Boston HPHC members with Med or Rx Claim for Type II diabetes: 1,547
- Percent at City of Boston 18-79 with Med or Rx Claim for Type II diabetes: 6.8% (compared to 5.6% for non City of Boston members)
- Average annual medical and pharmacy claims related to the diagnosis or treatment of type II diabetes at City of Boston: $14,783 (compared to $10,869 for non-City of Boston members)

* All figures represent one year of claims from 12/2018 through 11/2019. Figures are for commercial members and do not include those on Medicare Enhance.