



Getting To A Real Competitive Market: The Connecticut Example

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→ Igniting healthcare value, nationwide and at scale



The home for better
value in healthcare.

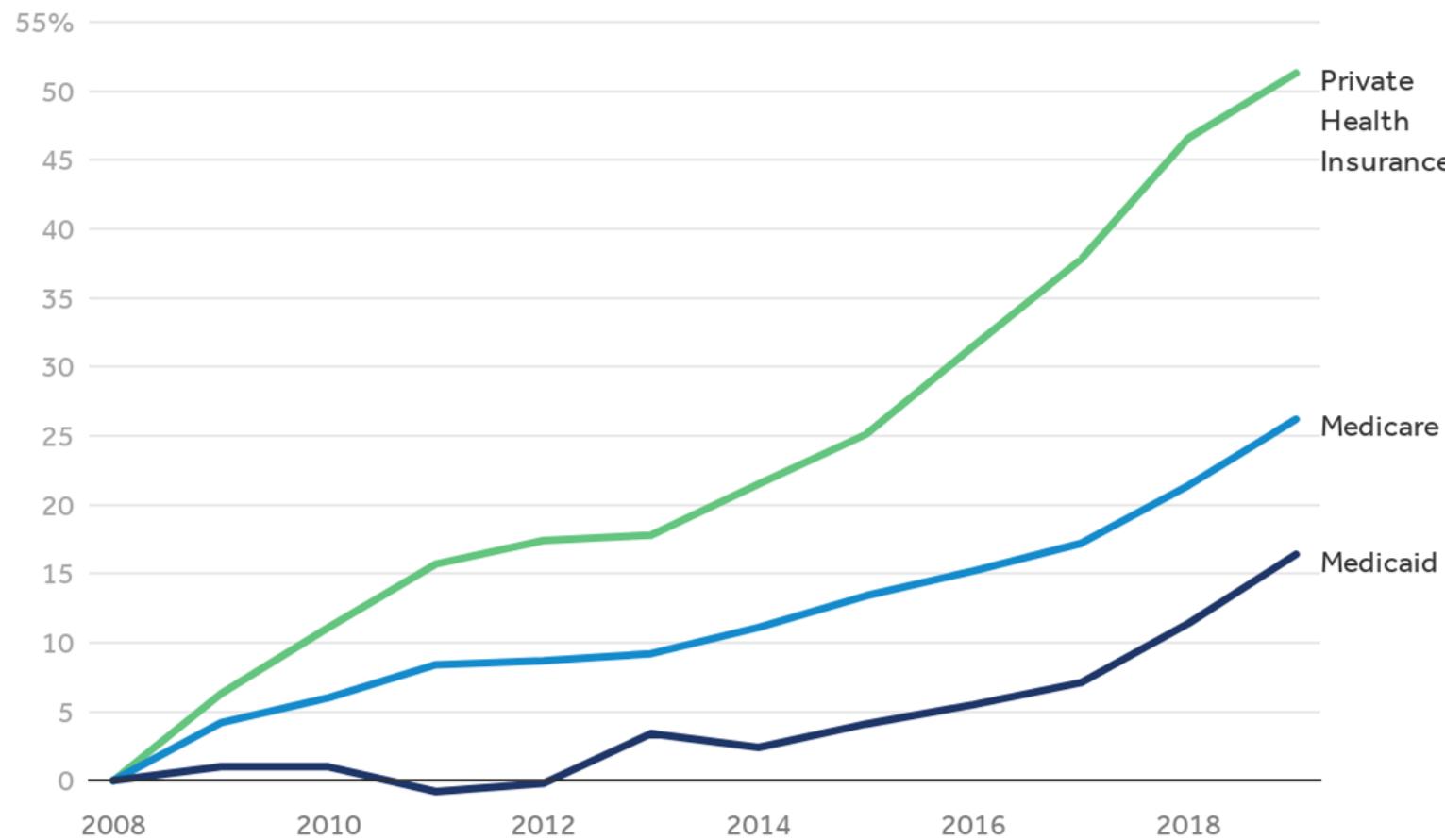
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NYSE: SGFY

Empowering
holistic care
delivery in every
US county

\$5.2B
annual at-risk
healthcare spend
managed

→ Private health insurance costs rising faster than government plans



Source: KFF analysis of CMS National Health Expenditures Accounts

Cumulative growth in per enrollee spending by private insurance, Medicare, & Medicaid

→ This is what it means to plan members every day

→ Covered when you need it the most?



\$3,466

Average OOP for an uncomplicated pregnancy and birth
under today's gold-level plans

→ Covered when you need it the most?



\$2,090

Average annual OOP to manage common chronic conditions:
diabetes, hypertension, and depression

→ The price tsunami continues to grow and cause harm

Changing Medicare eligibility amplifies current trends



Weathering the storm

→ Build a levee with value-based transformation



POUDRE SCHOOL DISTRICT



LARIMER COUNTY



The Signify Health difference

A complete value-based payment and care solution

Optional RBP or FFS/TCC with ACOs

Centers of Excellence: Fixed Prices

Network of Distinction: Fixed Prices

Cardiac, Pulmonary, Endocrinology, Orthopedic, Behavioral, GI, OB/GYN, etc.

Advanced Primary Care: Fixed Rate

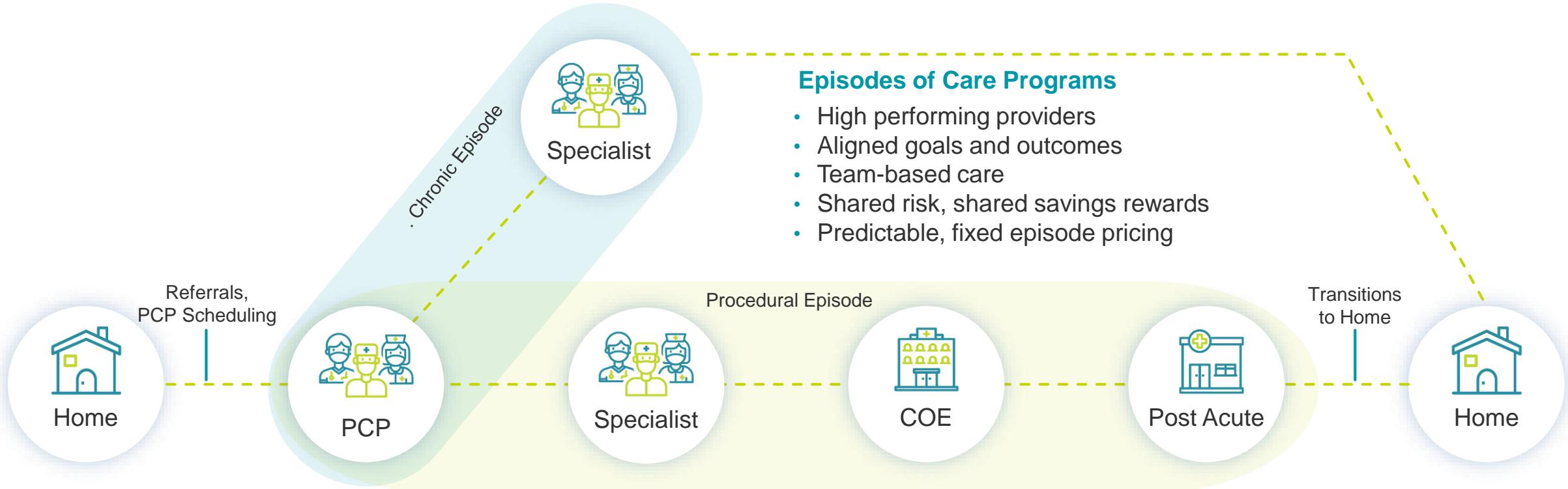
30% of spend

10% of spend

50% of spend

10% of spend

PCPs, specialists and facilities are all linked in joint accountability



→ And here's the net effect

Better quality care at a lower and predictable price



Reduce avoidable
adverse clinical
events up to 20%



Cut plan's
annual spend
5% or more



Lower potential
OOP for plan
members
depending on
benefit options



Gain true cost
transparency
with fixed, all-
in prices

→ It's not fiction – we're doing it today

The key is price guarantees locked in thanks to episode risk contracts

- **240K covered lives**
- Employees have **transparent information**
- Employees have **steerage incentives**
- Providers have agreed to **fixed prices, guaranteed**, with built-in **warranties on care** delivered
- **Tens of millions of dollars of care have moved** to higher value providers
- Providers are **fiercely competing**

Signify's Episodes of Care Payment Model is the only episode of care payment program **recognized by CMS as an Advanced Alternative Payment Model**



"Now that we're into it six months, I don't know why we didn't do this a year ago ... " Deborah Weymouth, CEO, Easter Connecticut Health Network

"By prioritizing the highest-quality care and aggressively negotiating comprehensive pricing, we can achieve the dual goals of lowering overall health costs and achieving better outcomes." Kevin P. Lembo, State of Connecticut Comptroller

→ The results are real



Thousands of on-line searches for providers in the Network of Distinction and Hundreds of referrals made to providers in the network of distinction



Close to two thousand contracted physicians with fixed priced condition and procedure episodes covering maternity, gastroenterology, orthopedics, cardiology, pulmonology and primary care among others



Fixed episode prices have discounts ranging from 5% to 35% of prior baseline, getting prices back to within a more reasonable percent of Medicare (e.g. 180% - 200%)



Sites of service in unnecessary higher acuity and higher priced settings have decreased by 30%



Complication rates have decreased by 10% to 50% depending on the episodes

→ A comprehensive package

How Signify Health protects you from the tsunami



Built to be integrated with other solutions -- advanced primary care, transparency, concierge services



High-performing specialty network and COEs that compete for value



Mandatory quality gates for all providers and built-in warranties



Guaranteed ROI backed by years of managing billions in risk contracts



Better financial and clinical outcomes for plan members

Thank you

... → Homeward.