








Southeastern Actuaries Conference (SEAC)

Risk-bearing house calls model for your highest cost and highest risk members

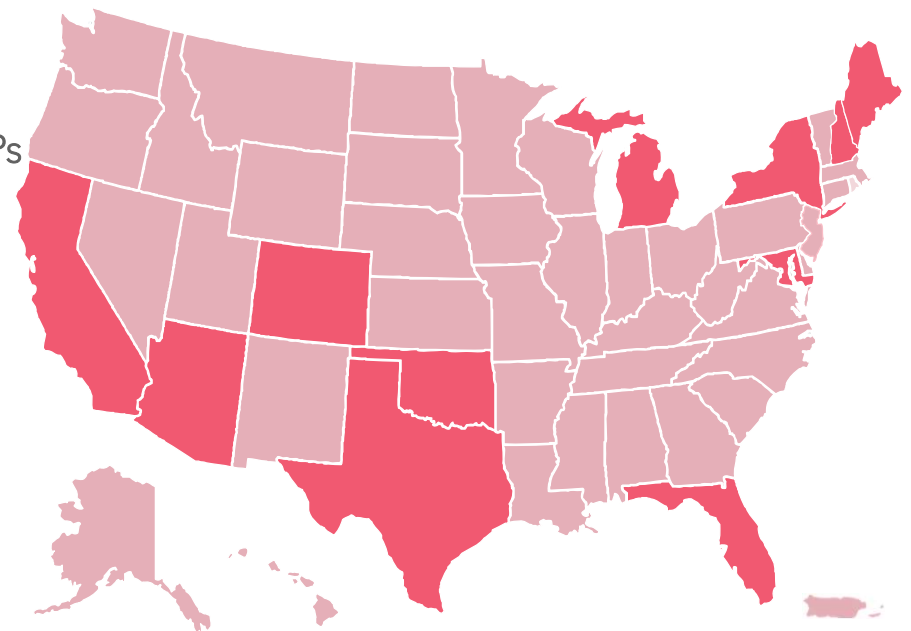
Thursday June 23, 2022



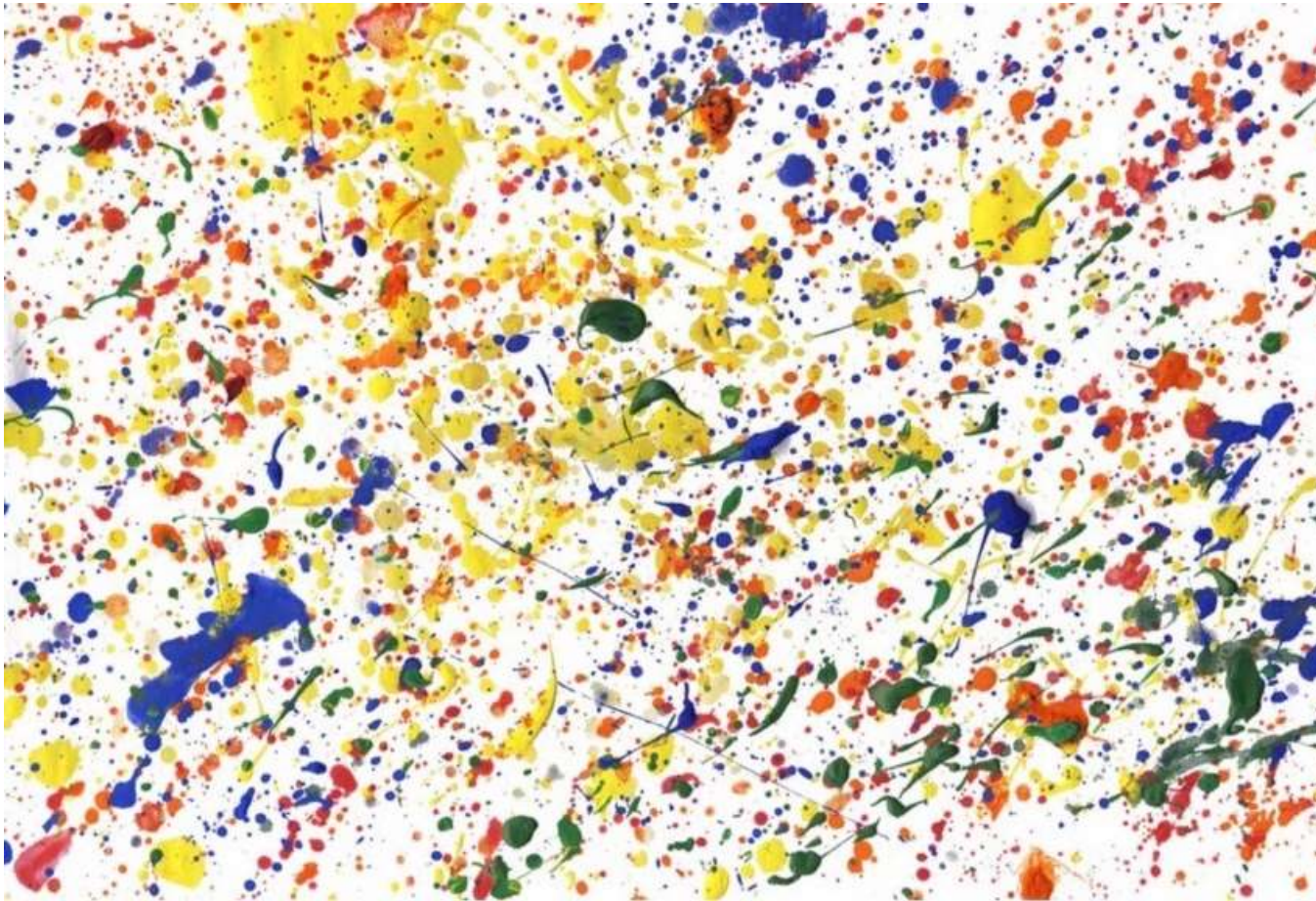


-  Value-based national medical group that delivers house calls for seniors and vulnerable populations
-  Fully integrated advanced primary care as PCP of record or in collaboration with community-based PCPs
-  Headquartered in Nashville, TN
-  900+ employees
-  Support Medicare Advantage, ACA and Managed Medicaid lines of business, as well as At Risk Provider Groups

Caring for more than 50K vulnerable patients across *11 states*



Not only a 5-year old's rendition of a Jackson Pollack painting, but a perfect demonstration of the U.S. health care delivery system



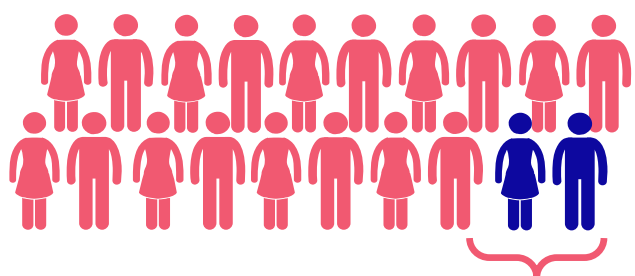
Let's hear from one of our patients



The Emcara home-based **Advanced Primary Care** model help patients live healthier lives while reducing unnecessary utilization and cost; and be a true market differentiator.

Population Identification

Emcara uses proprietary ML-based predictive analytics to identify your persistently high cost and rising risk population, who are impactable



Advanced Primary
Care



3-5% of the Commercial ACA and Medicaid population

20-25% of the Medicaid LTSS and SNP population

9-15% of the Medicare population

Individuals typically have:

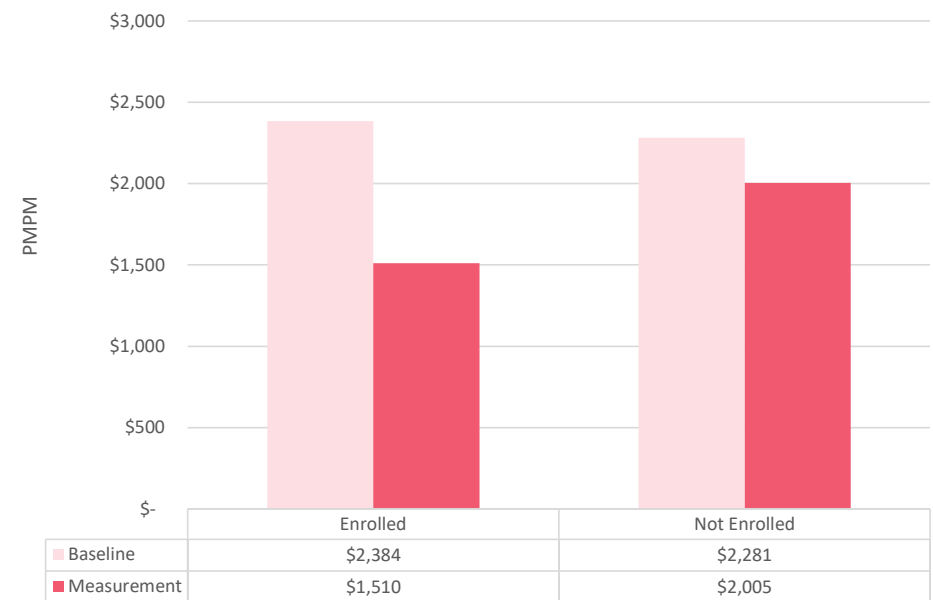
- ≥ 4 chronic conditions
- $>6+$ medications
- High prevalence of behavioral health issues
- High prevalence of social barriers

Advanced Primary Care – MA/DSNP Collaborative Model

Delivers Significant Value

- 25% net reduction in total cost of care
- 0.2 RAF Point increase
- Reduction in APK
 - >39% compared to base
- 50%+ of medical savings from facility expenses (Hospital and SNF)

Trend in Total Cost of Care (PMPM)



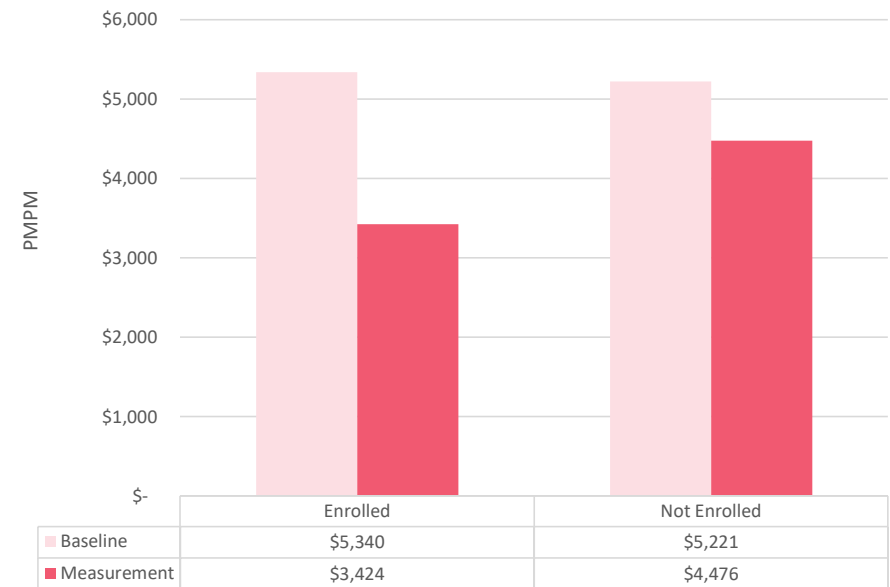
- Enrolled: Members participating in the program
- Non-Enrolled: Identified but not enrolled members
- Baseline: Most recent 12 months of eligibility prior to first date identified
- Measurement: Months during calendar year in which gain share calculation is based. 2021 Jan – Dec w/ no run out

Advanced Primary Care – Commercial ACA Collaborative Model

Delivers Significant Value

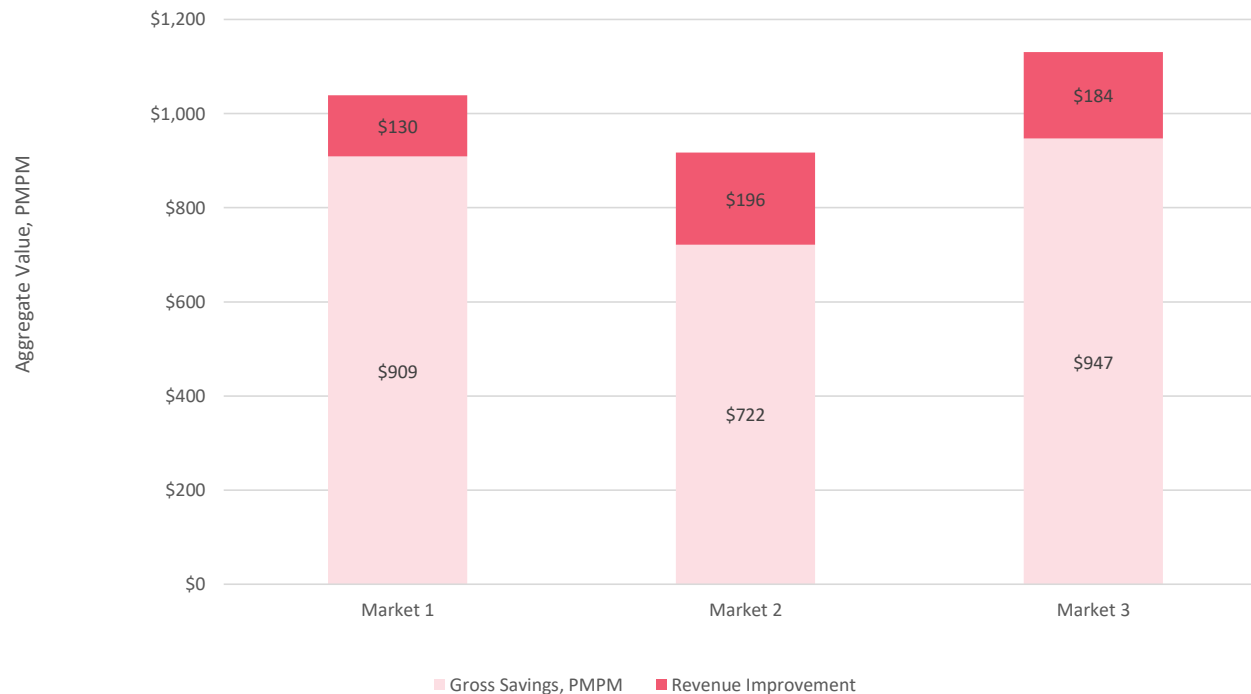
- 22% net reduction in total cost of care
- 0.2 RAF Point increase
- Reduction in APK
 - >52% compared to base
- 50%+ of medical savings from facility expenses (Hospital and Outpatient)

Trend in Total Cost of Care (PMPM)



- Enrolled: Members participating in the program
- Non-Enrolled: Identified but not enrolled members
- Baseline: Most recent 12 months of eligibility prior to first date identified
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Proven Results Averaging \$1,029 PMPM Across Markets

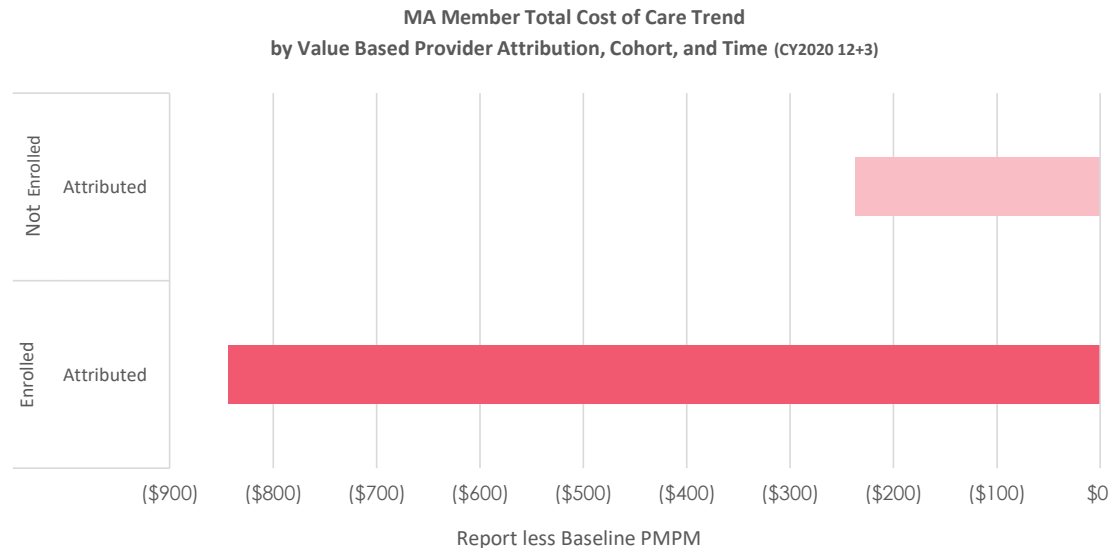


Market 1: Aggregate value is \$1,039 PMPM savings
Market 2: Aggregate value is \$917 PMPM savings
Market 3: Aggregate value is \$1,131 PMPM savings

- Except for 1 market, all results based on paid claims through Dec 2021 (0 MRO)
- Results using Coarsened Exact Matching methodology or client methodology
- Revenue improvement is value generated exclusively by Emcara Health submitted HCCs

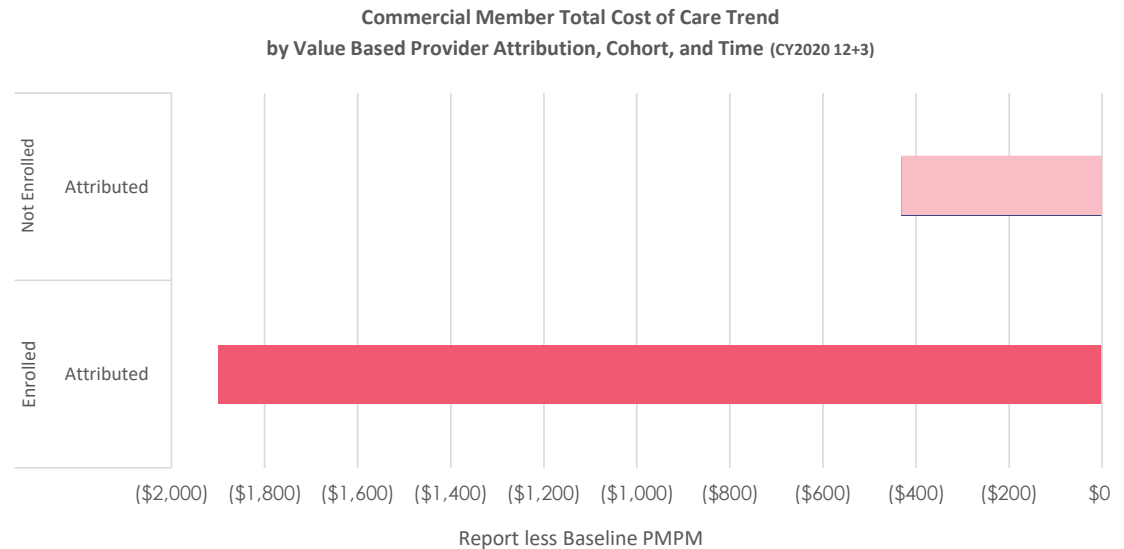
Emcara Health: Getting more value from MA members already assigned to value-based PCPs

Results show the demonstrable additive impact of advanced primary care for populations attributed to value-based providers.



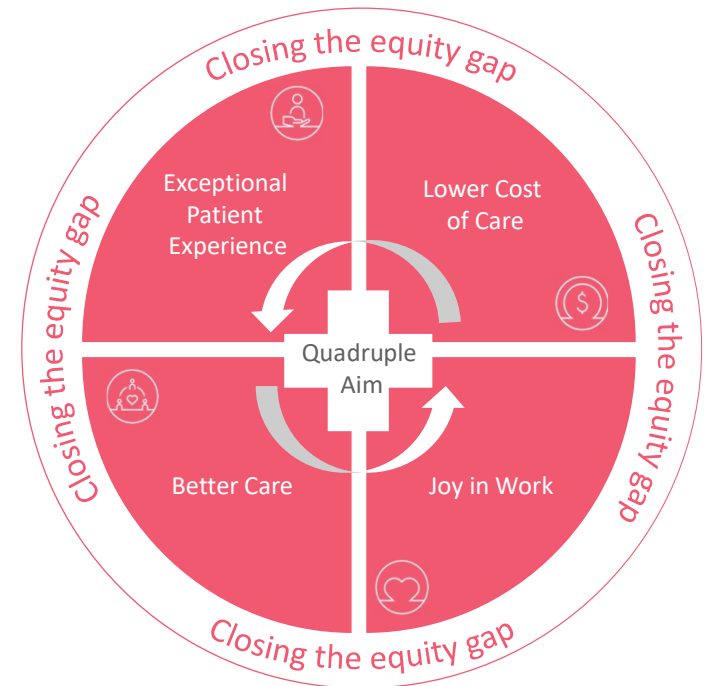
Emcara Health: Getting more value from Commercial members already assigned to value-based PCPs

Results show the demonstrable additive impact of advanced primary care for populations attributed to value-based providers.



The emcara commitment

- Seamlessly integrate into your existing assets and capabilities, as well as within your network strategy
- Deliver longitudinal and episodic **Home-Based Advanced Primary Care** to your highest risk membership across all lines of business, either as the **PCP of record** or as an **extension of an existing community PCP (Collaborative)**
- Deliver the **quadruple aim** in health care delivery across **medical, pharmacy, behavioral, social, and palliative** care needs



Thank You

