



2020 Annual Forum

Innovator Showcase

Monday, November 9, 2020 | 12:00 PM - 12:30 PM ET



Stephanie Tilenius
CEO & Founder
Vida Health



Carolyn Chew
Employer
Partnerships
GRAIL



Yusuf Sherwani, MD
CEO, Co-Founder
Quit Genius



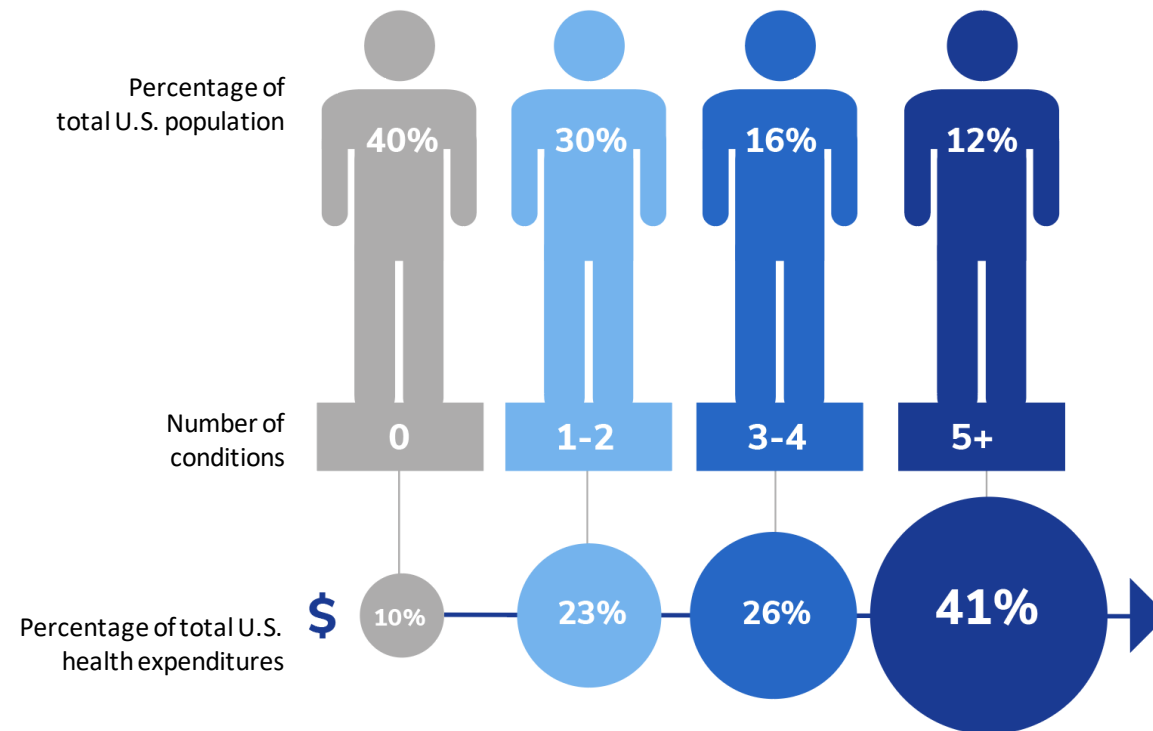
#NatAllForum



*Leader in Polychronic
Virtual Care*



Chronic conditions drive 90% of U.S. healthcare spending



The United States spends **90%** of its \$3.5T annual healthcare costs on the **147 million** people living with chronic conditions

The more chronic conditions a person has, the more expensive their care.



Polychronic by Design

Judy (40 y/o, employed at F500 customer)

Mental

- Mild anxiety
- Moderate depression

Physical

- Obesity
- Diabetes



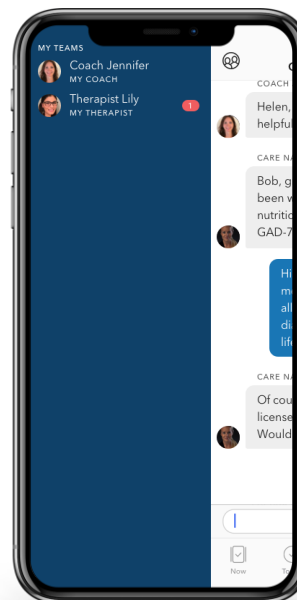
Depression



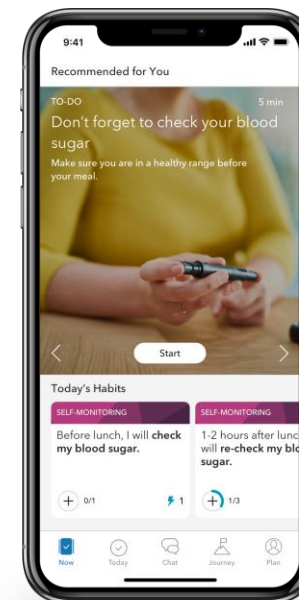
Weight Loss



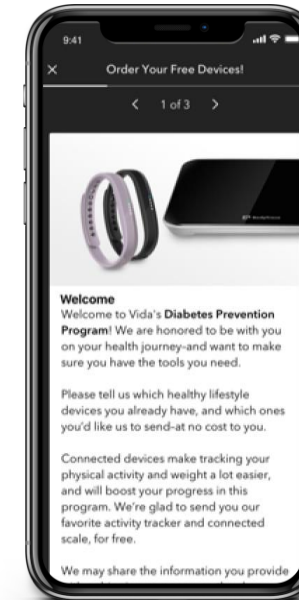
Diabetes



31 consultations
98 messages



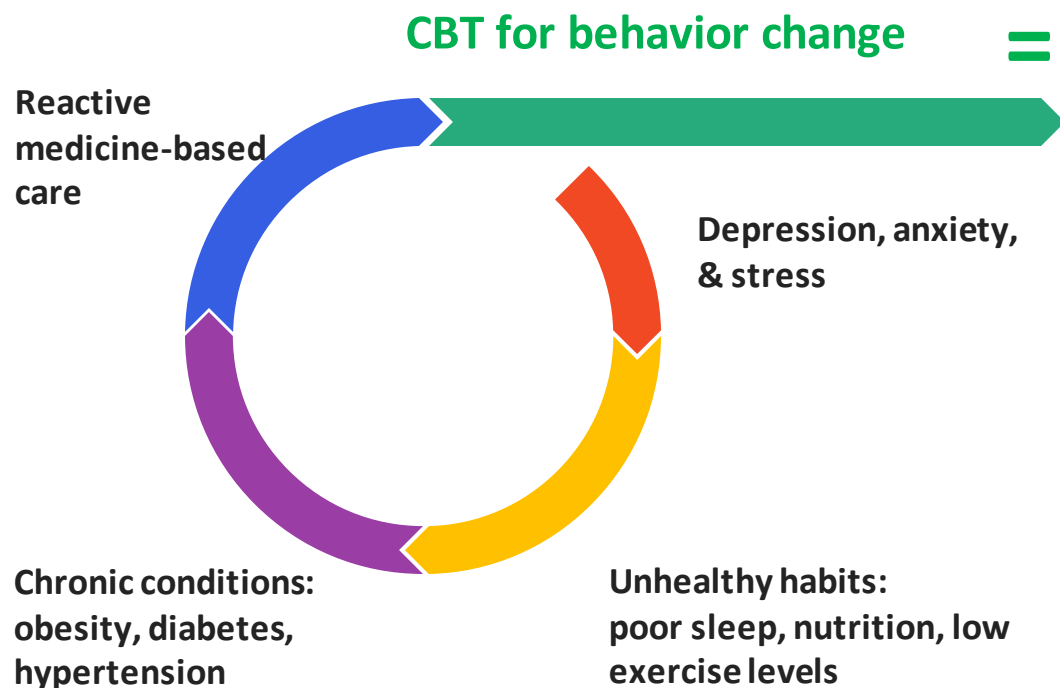
70 lessons completed
36 content cards read



1891 synced metrics
102 metrics logged
109 food logs
7 thought trackers

Reduced depression by **92%** in 13 weeks, body weight by **2%** in 3 months and A1C by **15%** (1.1 points) in 3 months

Vida treats underlying behaviors to produce best-in-class clinical outcomes across programs



Weight Loss / DPP

≥7%

Weight loss in multiple cohorts (month 6)



Diabetes

>1 point

Reduction in A1C (6-12 months)



Hypertension

≥76%

Target reduction in blood pressure (6-12 months)



Depression

64%

PHQ-8 reduction (month 7)



Anxiety

54%

GAD-7 reduction (month 7)

Vida covers the whole spectrum of chronic physical health

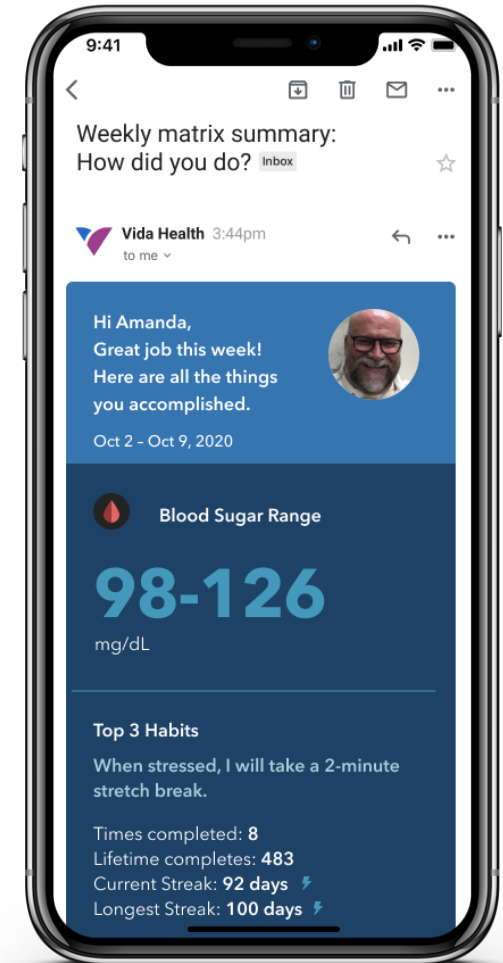
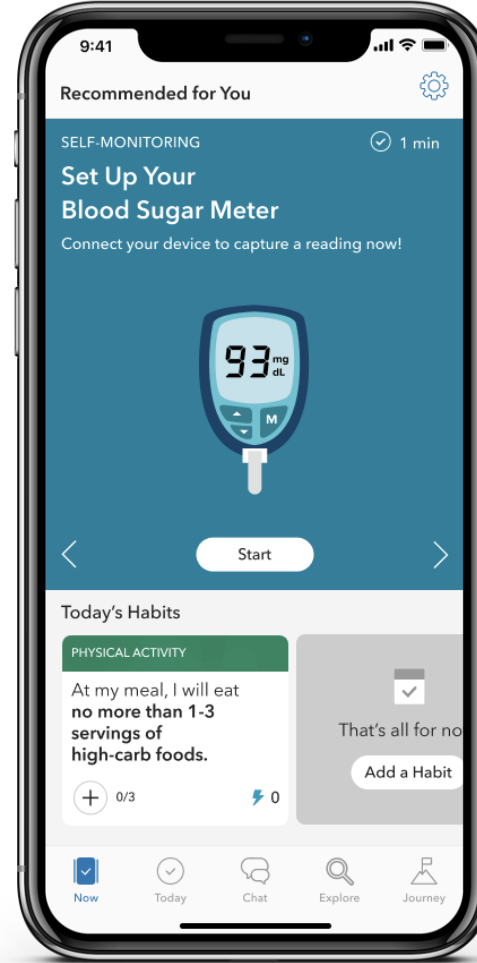
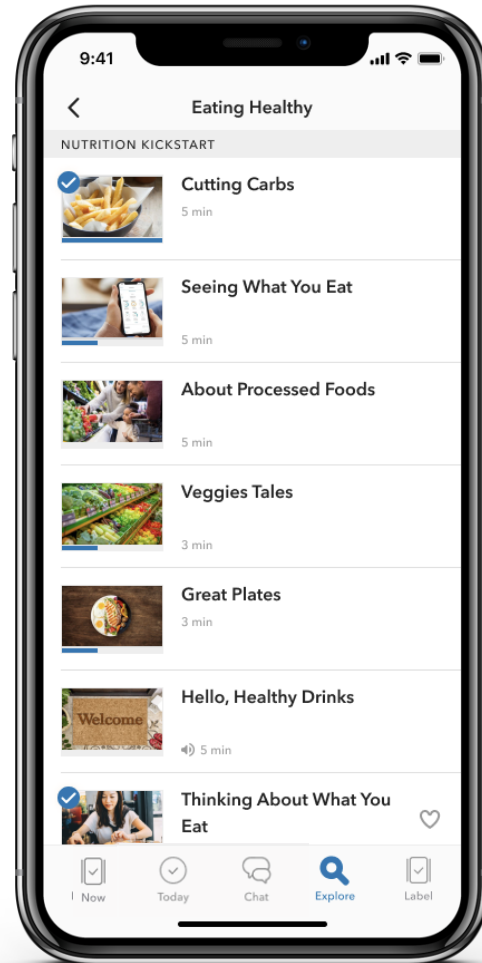
Cost
complexity



	Overweight	Pre-Diabetes	Diabetes and Co-Occurring Chronic Conditions	
Severity	BMI 25+	5.6–6.5% A1C	6.5–7.5% A1C Metformin	>7.5 A1C Oral Meds, Insulin
Digital Therapeutic Program	✓	✓	✓	✓
Scale	✓	✓	✓	✓
Glucometer & Strips or CGM				✓
Coach	✓	✓	✓	✓
Registered Dietician				✓
Medical Nutrition Therapy				✓
Pharmacist connects to PCP				✓



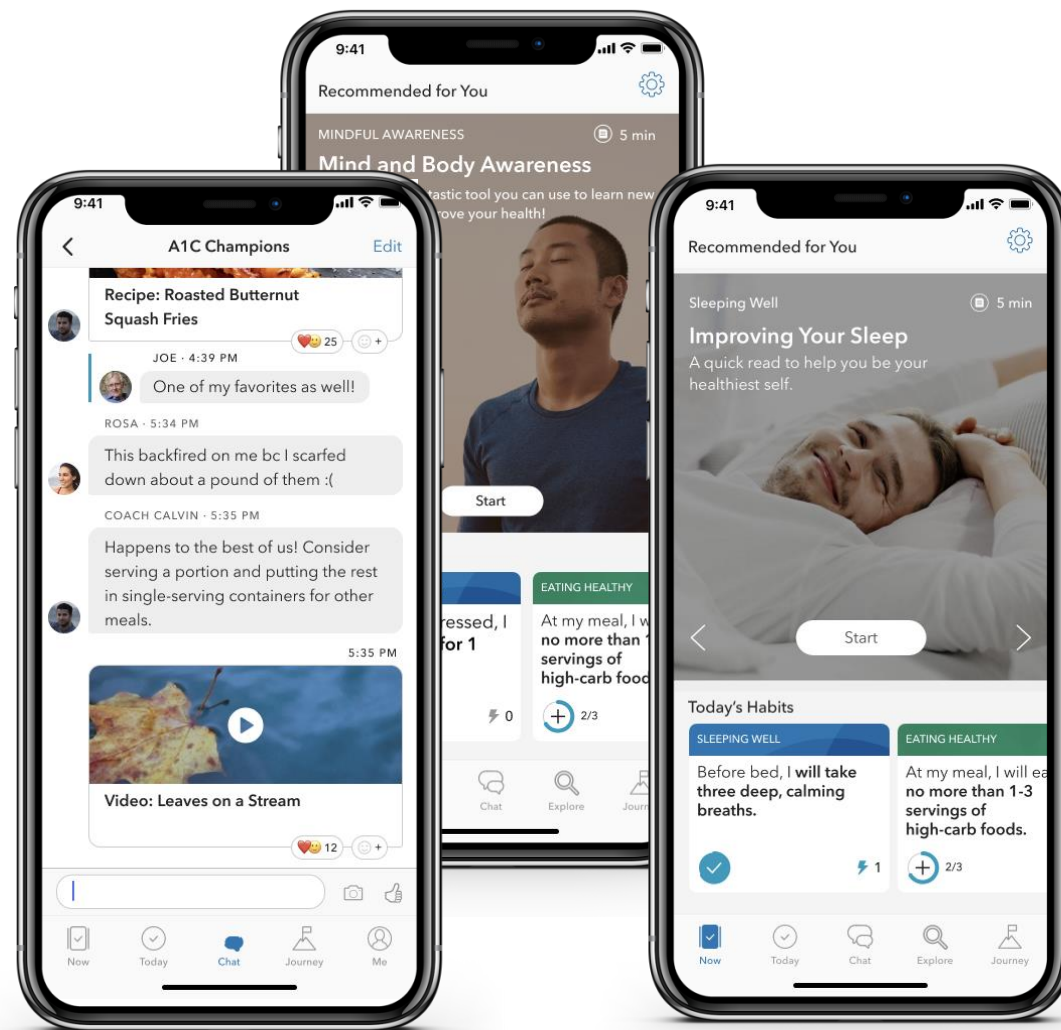
Educate
Motivate
Empower





Engage

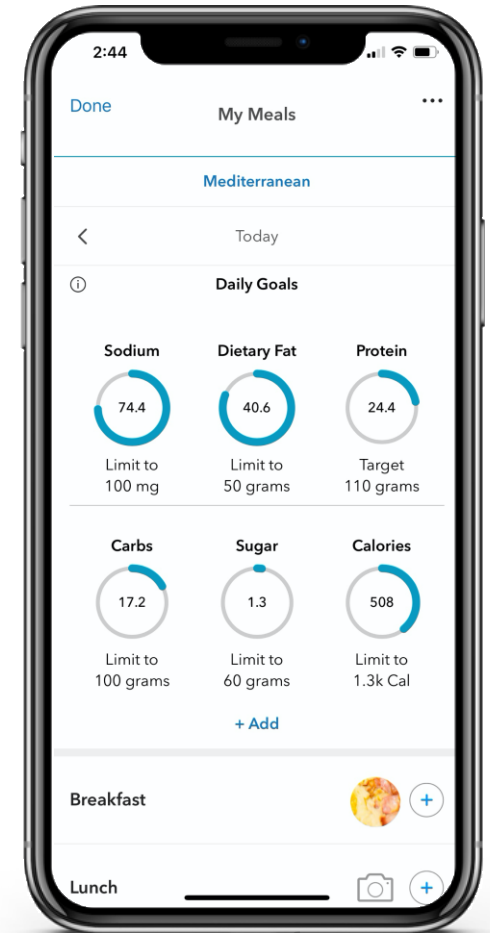
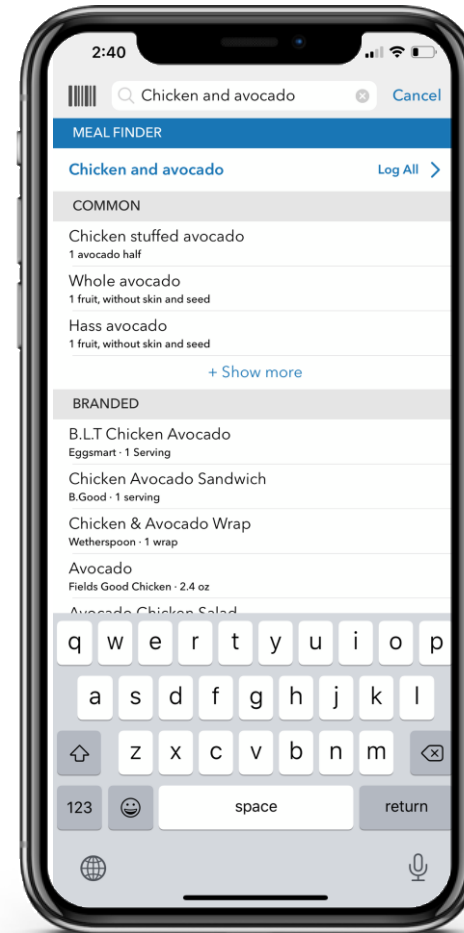
- Customized home driven by machine learning
- Group chats for social support geared around goals
- Content prompts teach skills to manage multiple health factors





Track

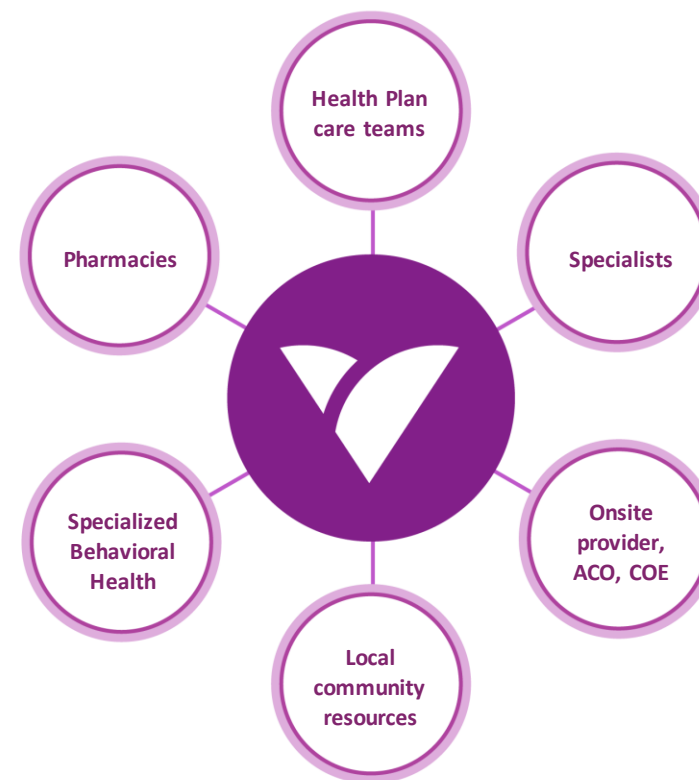
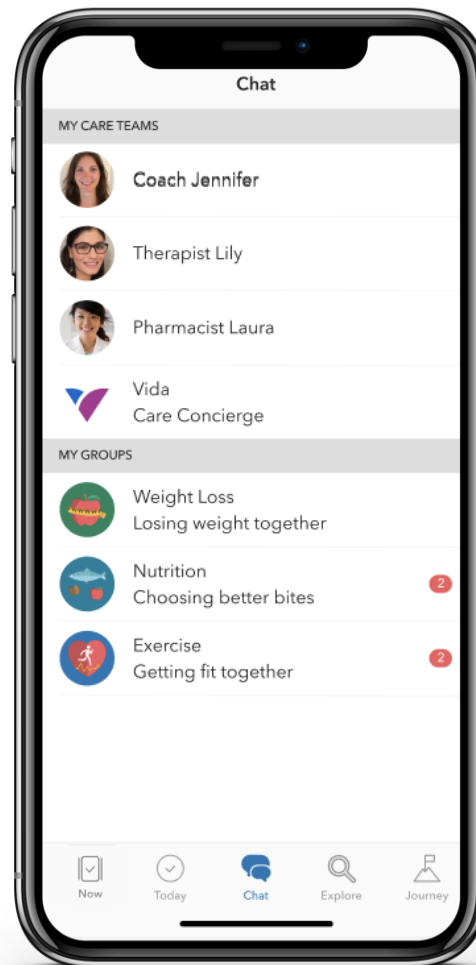
- Log meals by photos, barcode scans, search, and frequently-logged meals
- Search food database with macronutrient of ~1 million common and branded foods
- Track weight, calories, exercise, nutrients (carbs, protein, fat, sugar, sodium, fiber, etc.) and more
- Add up to 40 other metric trackers, depending on the member's co-occurring conditions and goals



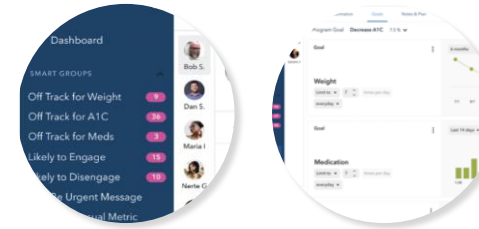
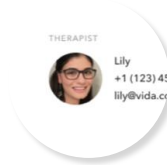
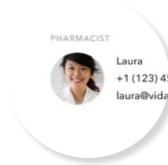
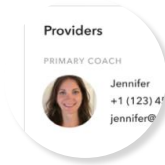


Champion

- Navigation & referrals to outside providers + community resources
- Pharmacists connect with PCP/Endo about medication changes
- Vida integrates into care ecosystems and shares data



Vida has scaled a nationwide, multi-specialty provider network that enables individualized and integrated care



50-state provider network

- Registered dietitians
- Certified Diabetes Educators
- Care navigators
- Licensed pharmacists
- All providers trained in behavior-change techniques
- Licensed therapists

Multiple specialties

- Weight loss
- Diabetes management
- Polychronic
- Depression & Anxiety
- Stress Management
- Mindfulness/Resilience
- Life Transitions

Tech-enabled Clinical Operations

- Over 1000+ providers
- Platform enables delivery of integrated care

Vida covers the whole spectrum of mental health



	Subclinical	Mild	Moderate to Severe		
Severity	PHQ, GAD <5 Stress, Resilience, Sleep, TC	PHQ, GAD 5-10 Mild Anxiety & Depression	PHQ, GAD >10 Moderate Anxiety & Depression	Trauma, Insomnia, Social Anxiety, Grief, PTSD, ADHD, Divorce	Severe Anxiety & Depression, Bipolar, SUD, Alcohol, Abuse
Digital Therapeutic Program	✓	✓	✓	✓	✓
Coach with text, audio, video	✓	✓			
Video Session in 1-4 days	✓	✓	✓	✓	✓
Therapist with text, audio, video			✓	✓	✓
Prescribing					✓

Jeff reduced HbA1c, lost weight, and reduced depression

Chronic

- Diabetes
- Obesity

Mental

- Depression

Primary Focus

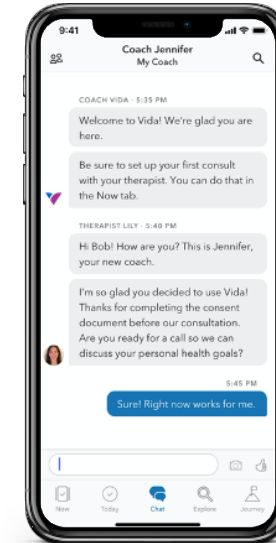


Diabetes

- 57-year-old male coded for diabetes, obesity, and depression
- Enrolled in Vida's diabetes+ April 2020
- HbA1c of 9.9 from February 2020 at program start*

33 consults completed
711 messages sent
61 lessons and tools read

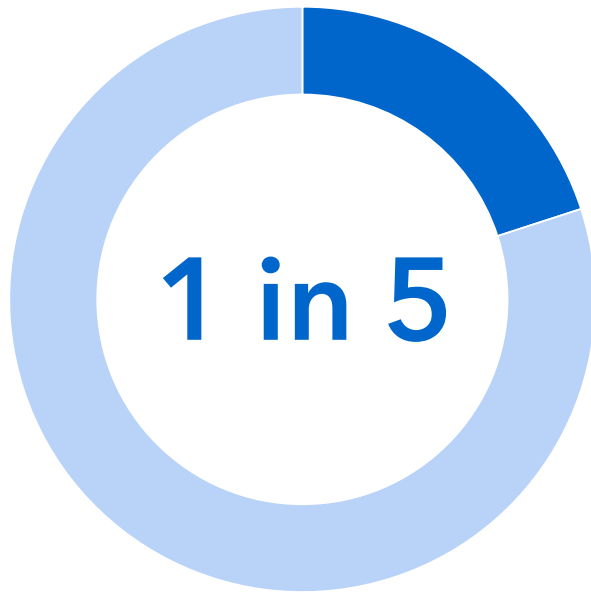
10,921 metrics logged
565 manual metrics logged
1081 meals logged



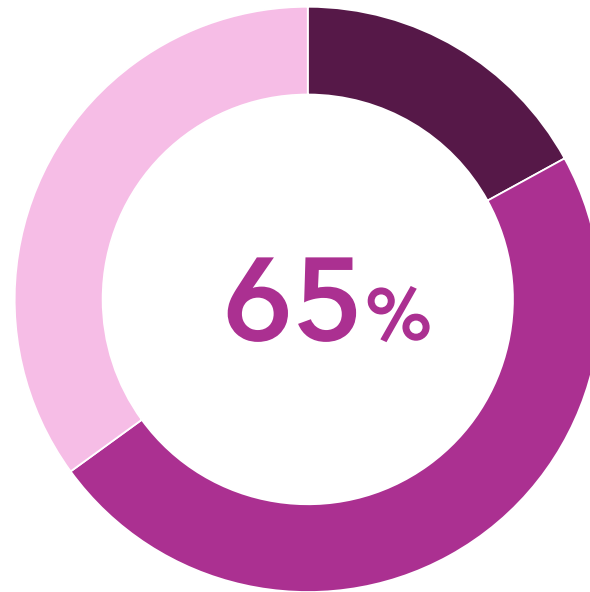
Results

3 point reduction HbA1c (now 6.9*) and depression scores reduced 50% after 8 weeks with Vida (June 2020). **10 lbs** weight loss (3.5%) after 5 months with Vida (September 2020).

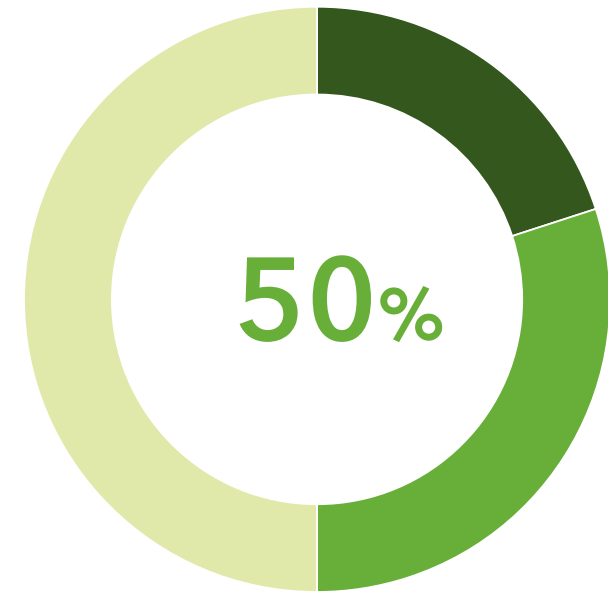
Many mental health issues go unrecognized



adults reported having a diagnosed mental health condition before COVID-19



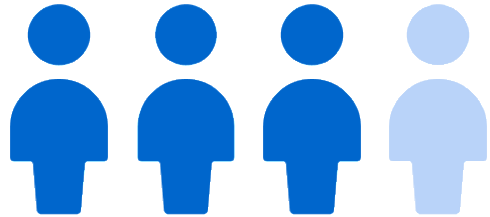
of eligible members screened positive for depression, compared to 17% in client eligibility files



of eligible members screened positive for anxiety, compared to 20% in client eligibility files

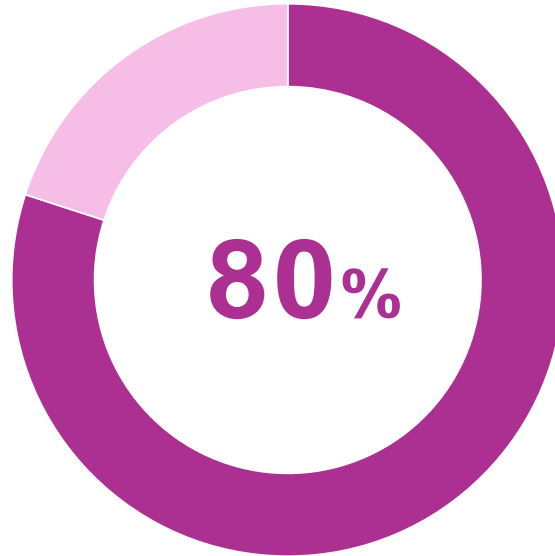
1. "American Psychological Association. Stress in America: Coping with Change, Part 1. Washington, DC: American Psychological Association; 2017.
2. Vida Employer Book of Business Outcomes by Program, April 2020

More people and organizations see the need for mental healthcare and demand ways to address it



3 in 4

Americans now believe
mental health is as important
as physical health¹



of employers plan to offer
or expand access to virtual
mental health services²

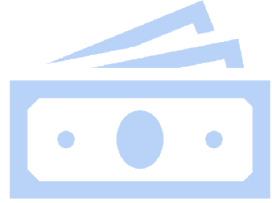


2 in 3

employers plan to prioritize
access to quality mental
health care in 2021²

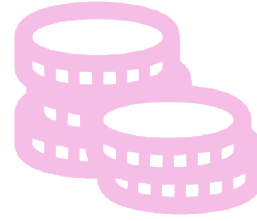
1. "America's Mental Health 2018." Cohen Veterans Network, October 2018
2. "2020 COVID-19 Benefits Survey." Willis Towers Watson, May 2020

Mental illness is costly, and investing in treatment drives ROI



+\$9,038

per year in average medical claims from a person with depression (\$14,967) vs. the total population¹



2.5X

higher health care spend on people with depression and 1 co-occurring physical condition vs depression alone²

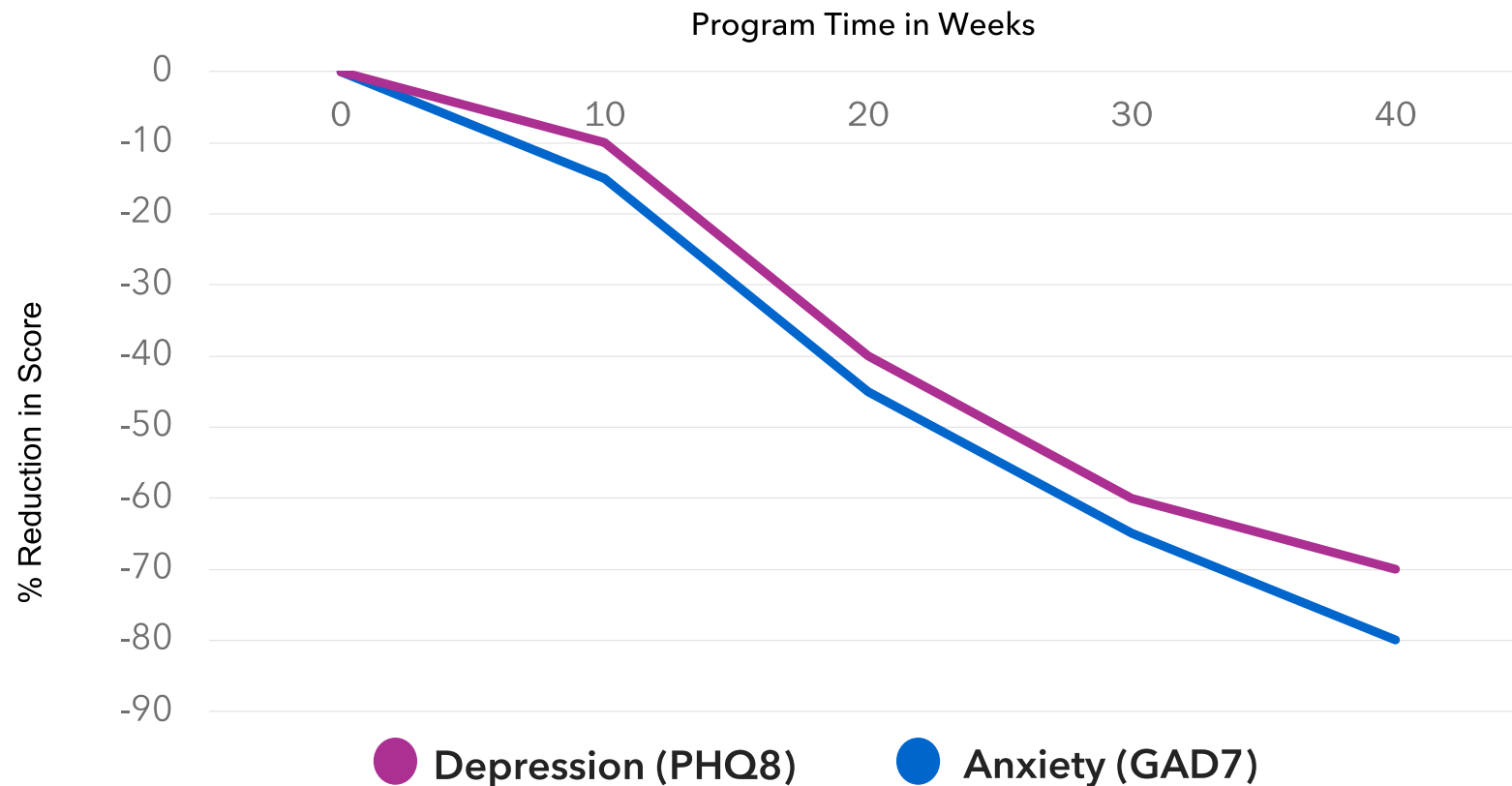


3:1

ROI in economic gains alone for each dollar spent treating anxiety and depression³

1. "Anxiety is expensive: Employee mental health costs rise twice as fast as all other medical expenses." CNBC, Sept 2018.
2. "Prevalence and Spending Associated with Patients Who Have A Behavioral Health Disorder and Other Conditions." Health Affairs, 36(1), 2017
3. "Scaling-up treatment of depression and anxiety: a global return on investment analysis." The Lancet Psychiatry, May 2016

Depression and Anxiety scores decline steadily over time across Vida's book of business



80%
of patients
reduced scores
from baseline by
Week 40

Vida Employer Book of Business Outcomes by Program, Mental Health, April 2020

Vida's polychronic platform covers 1.9M lives and counting





Whole health, whole person, whole population



A Revolution in Early Cancer Detection

National Alliance of
Healthcare Purchaser
Coalitions

November 2020



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Being diagnosed with cancer is hard on the patient & family

*Can you imagine what it is like to hear those words...?
As a mother, **I was in shock**, and I couldn't stay calm*

- Diagnosed with Leukemia¹

*I was at the top of the world and **about to fall off the biggest mountain** and I had no idea....*

- Diagnosed with Testicular Cancer¹

*Your soul gets instantly sucked out of you. Your heart stops, and **all the sights and sounds around you dull out**, like you just put a blur filter on life. **A million thoughts pummel your head: 'What do I do now? How much time do I have to live?'***

- Diagnosed with Melanoma¹

Most people need time to adjust to the fact they have cancer. It is common to feel disbelief, fear, and anger or to be in shock..... American Cancer Society: After Diagnosis: A Guide for Patient & Families²

Source(s): ¹ Stories of Hope from ACS <https://www.cancer.org/latest-news/stories-of-hope.html> , ² "After Diagnosis: A Guide for Patients & Families" (<https://www.cancer.org/treatment/understanding-your-diagnosis.html>)

The Staggering Human and Economic Toll From Cancer

UNITED STATES ESTIMATES

8.7M

Years of lost life¹

One of the leading causes of death in the US² with more than 600,000 deaths expected in 2020;³ \$94.4B in lost earnings associated with cancer mortality

\$207B

Annual cost of cancer⁴

Total estimated US direct healthcare costs in 2020

\$1.3T

Economic burden^{1,5}

The majority is due to cancers without recommended screening programs

“Preventing cancer in the first place or detecting it early is the best way to reduce many costs associated with cancer treatment—patient out-of-pocket costs, health care payer costs, and indirect costs.”

— AMERICAN CANCER SOCIETY CANCER ACTION NETWORK⁵

US, United States.

¹Islami F, et al. JAMA Oncol. 2019;5:e191460. ²<https://www.cdc.gov/nchs/fastats/leading-causes-of-death.htm> ³<https://seer.cancer.gov/statfacts/html/all.html>. ⁴<https://costprojections.cancer.gov/expenditures.html>. ⁵Based on willingness to pay of \$150,000. ⁵American Cancer Society Cancer Action Network, “The Costs of Cancer: Addressing Patient Costs”

GRAIL's ready to take on the world's biggest challenges

Organization Readiness

National & Global Footprint
AND
Product & Program Offering



Clinical Program

Supported by large-scale studies



n= ~15,000



n= ~6,000

Backed by Notable Investors



BEZOS EXPEDITIONS

BILLGATES



SUTTER HILL
VENTURES

Tencent 腾讯



GRAIL

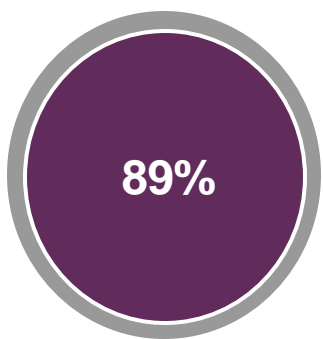
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Most cancers are diagnosed when it is too late, with poor outcomes and high costs

Most types of cancer are unscreened, and a third of cancers are diagnosed after metastasis

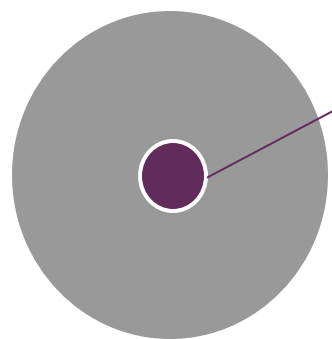
Treatment of metastatic cancer can be 2-times more costly than treatment of non-metastatic disease†

5-year cancer-specific survival when diagnosed **early**



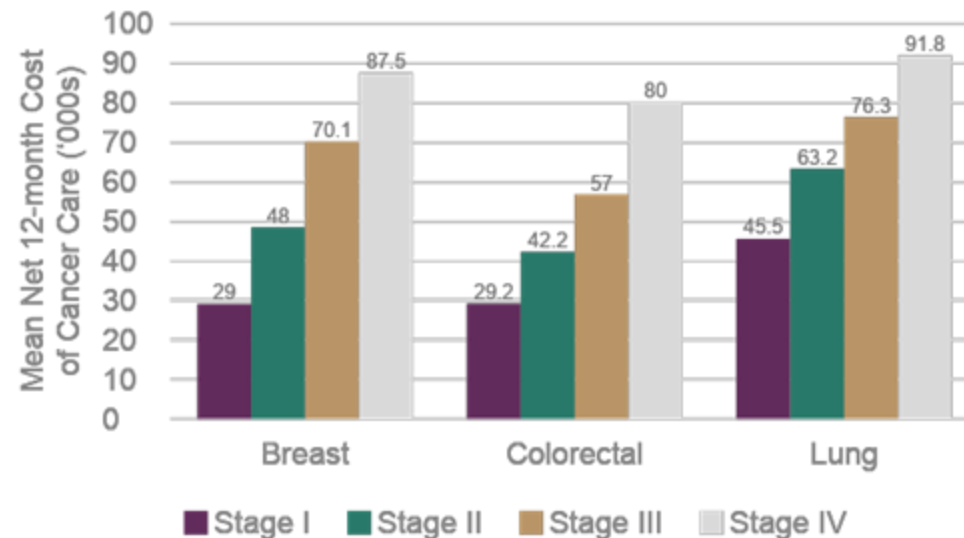
Localized

5-year cancer-specific survival when diagnosed **late**

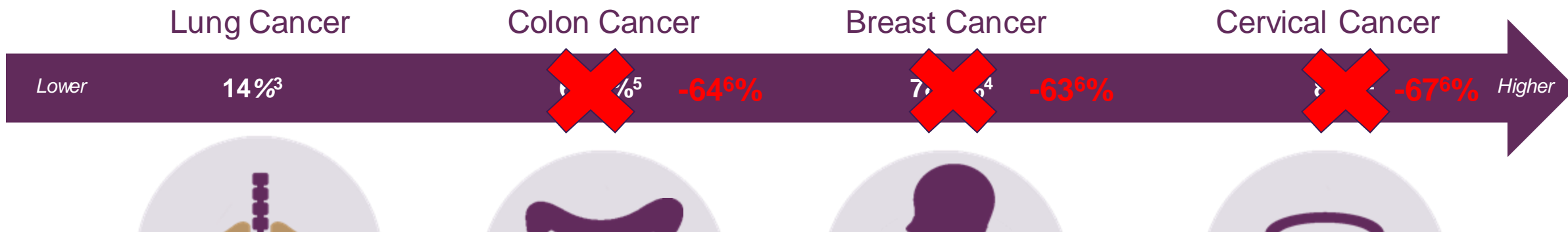


Metastasized

Cost of Medical Care by Cancer and Stage (Banegas, 2018)



According to the national average, we don't see a perfect adherence to cancer screening¹



“Norman ‘Ned’ Sharpless, director of the National Cancer Institute, said new estimates by the institute show there will be 10,000 more breast and colorectal cancer deaths over the next decade than would have been expected without the coronavirus.”⁷

Adults 55-80*	Adults 50-75	Women 50-74	Women 21-65
Low-dose computed tomography (LDCT)	Fecal occult blood testing, sigmoidoscopy, stool DNA, or colonoscopy in adults	Mammography	Pap smear or cytology + HPV

¹ Population and modality based on USPSTF recommendations. ² Kim, et al. JAMA. 2018;320(7):706-714. ³ Pinsky et al Ann Intern Med. 2015 April 7; 162(7): 485–491*Currently smoke or quit within the past 15 years with 30 pack/year smoking history, ⁴USPSTF. 2016. Lehman, et al. Radiology. 2017;283(1):49-58. ⁵USPSTF. 2017. United States Food and Drug Administration Premarket Approval P130017. Accessed March 26, 2019. Cologuard Test. Available from www.cologuardtest.com/hcp/crc-screening-redefined. Accessed March 26, 2019 ⁶<https://ehrn.org/delayed-cancer-screenings-a-second-look/> ⁷<https://www.washingtonpost.com/health/2020/06/18/nations-cancer-chief-warns-delays-cancer-care-are-likely-result-thousands-extra-deaths-coming-years>



Galleri™ will launch as the first Multi-Cancer Early Detection Test in the 2021



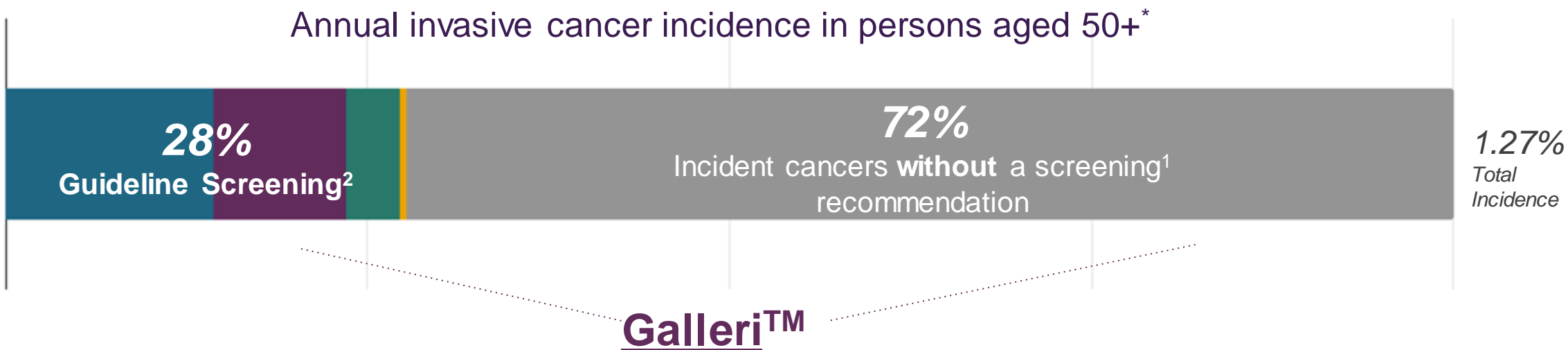
Single blood draw

Designed to detect **many lethal cancers, including unscreened types** and **intended to complement guideline-recommended screening**

If cancer signal is detected, **predict tissue of origin** to direct diagnostic work-up, at a high specificity, minimizing unnecessary workups



Galleri™ can detect a large proportion of incident cancers supported and not supported by guideline screening



Currently Screened		AND >50 cancers including:			
Breast	Lung	Anorectal	Lymphoid neoplasm ²	Plasma cell neoplasm	Testicular
Cervical	Prostate	Bladder/urothelial	Melanoma	Renal	Thyroid
Colorectal		Esophageal	Myeloid neoplasm	Sarcoma	Uterine
		Gastric	Ovarian	Seminoma	Vaginal
		Head and neck	Pancreas/gallbladder	Skin	Vulva
		Liver/bile-duct			

*Calculated using rates per 100,000 person years in a population with same age/sex distribution as outlined by SEER18 2011-15

1. Screening includes methods with USPSTF A or B rating. 2. Breast, Colon and Rectum, Lung & Bronchus, and Cervix Uteri 3. Pinsky J Med Screen 2012 19(3): 154-6: 27% of lung cancers in US among NLST eligible population. Source: SEER*Stat Database: Incidence - SEER 18 Regs Research Data, Nov 2017 Sub. Includes persons aged 50+ diagnosed 2006-2015

Galleri

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Key test performance features

Demonstrated in CCGA Sub-study 2 validation

> 50

Cancers detected

0.7%

False positive rate

67%

Sensitivity across stages I-III for prespecified cancer types representing $\frac{2}{3}$ of cancer mortality in US

93%

Correct identification of tissue of origin¹



DISCLAIMER: Currently, this technology and product are investigational and their safety and effectiveness have not been demonstrated in a clinical trial. CCGA, Circulating Cell-free Genome Atlas.

Liu MC, et al. *Ann Oncol*. 2020;31(6):745-759. DOI: 10.1016/j.annonc.2020.02.011.

¹Based on tissue of origin class assigned in 96% of cases where cancer was detected.

²Lymphoid neoplasm includes lymphoma and leukemia. Leukemia includes chronic lymphocytic leukemia and hairy cell leukemia.

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GRAIL will provide a supportive test experience

1

Awareness & Education

2

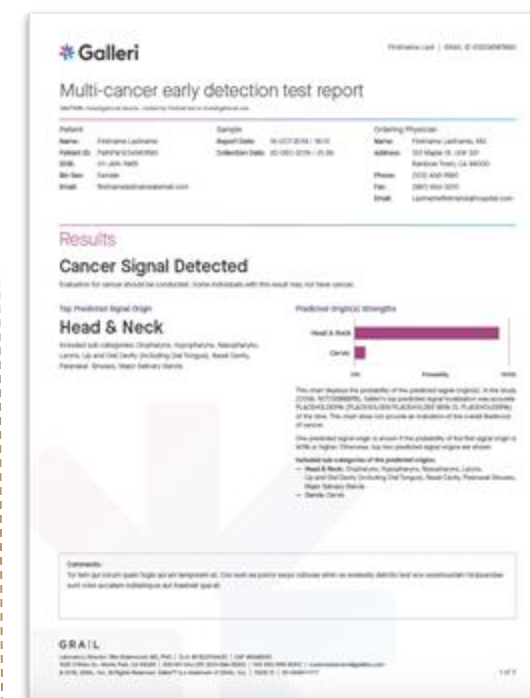
Eligibility Verification &
Test Ordering

3

Kit Delivery & Blood Draw

4

Return of Results

A screenshot of the Galleri checkout page. The page is divided into several sections: "Personal information" with fields for Name, Last Name, Date of Birth, and Email; "Shipping information (U.S. only)" with fields for Address, Apt or Suite #, City, State, and Zip; "Credit card information" with fields for Card number, Exp. Date, and CVV; and an "Order summary" box showing the total price of \$299. A "PLACE ORDER" button is at the bottom right.

By offering Galleri™, we expect to see.....

Employee Impact

- Provide hope in cancer control & care with Galleri™
- Detect cancer early and help to improve overall quality of life for the employee & his/her family
- Help reinforce cancer screening with an introduction of a minimally-invasive blood test

Organizational Impact

- Set the bar for an innovative employee health & well-being benefit with early cancer detection
- Demonstrate commitment in employee proactive health care being an early adopter
- Help improve overall health outcomes for employees



Contact Us

Carolyn Chew, Employer Partnerships

310-948-7907 (cell)

cchew@grailbio.com (email)

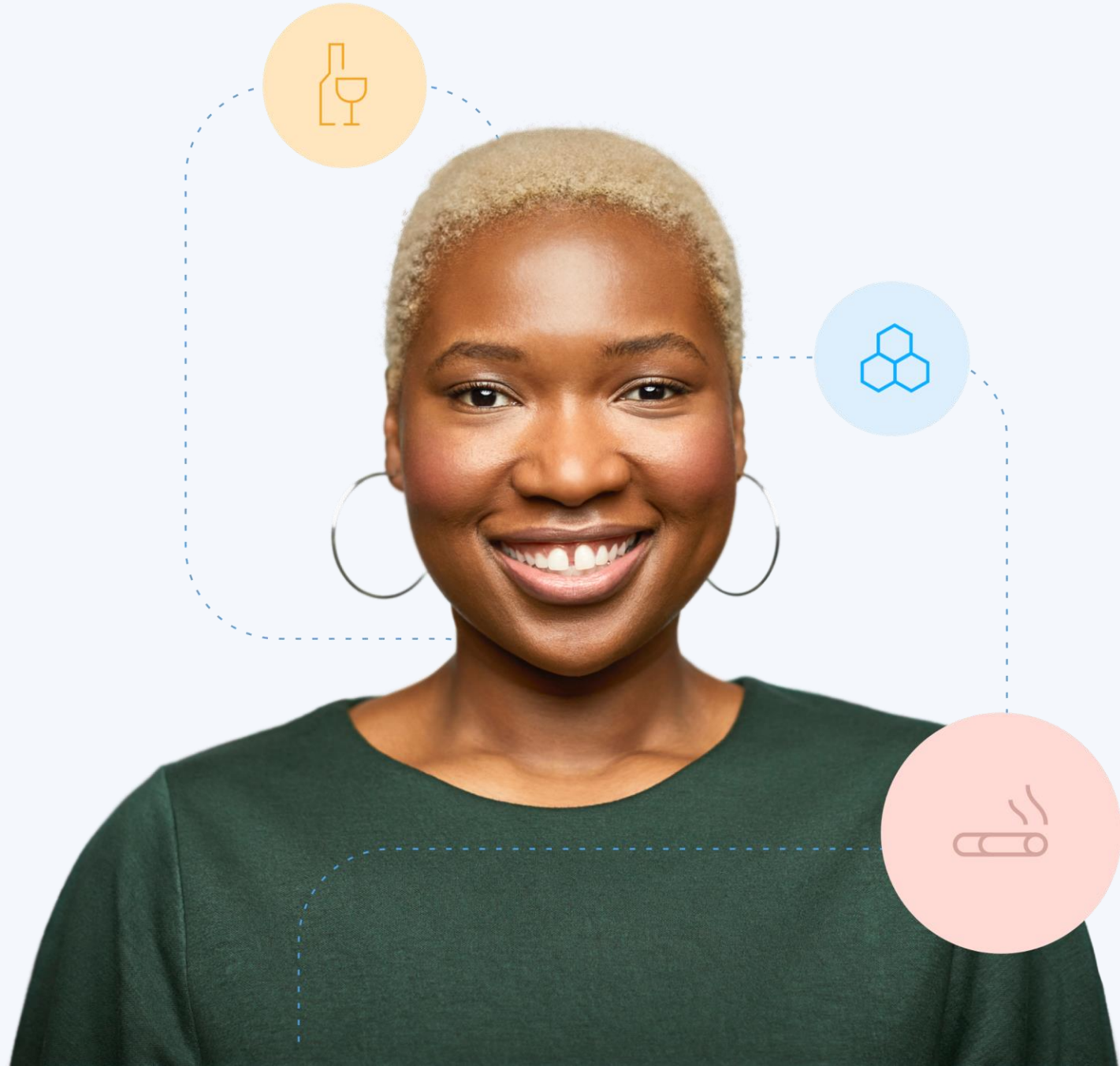
www.grail.com (corporate website)

Quit Genius



Empowering people to
live addiction free

Yusuf Sherwani, MD, Co-Founder and CEO

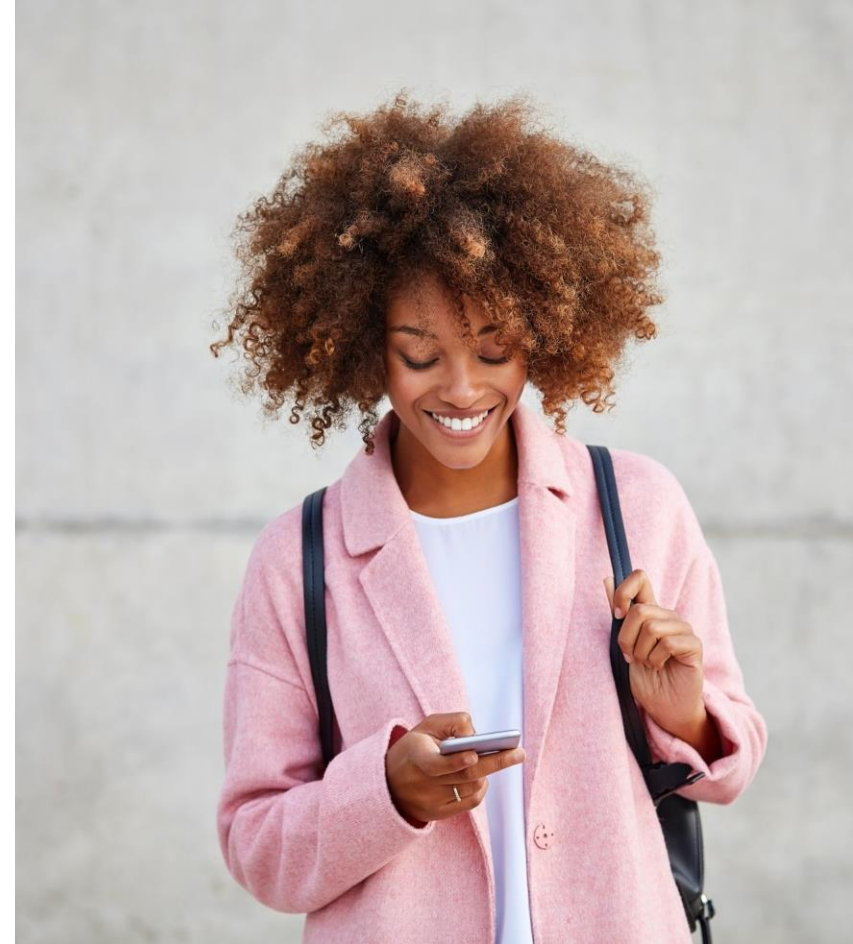


Quit Genius



Helping 100 Million People Quit Addictions

Quit Genius is the **World's First Digital Clinic**
for Multiple Substance Addictions
designed to empower your employees and
help them quit their addictions.



Quit Genius



Helping 100 Million People Quit Addictions

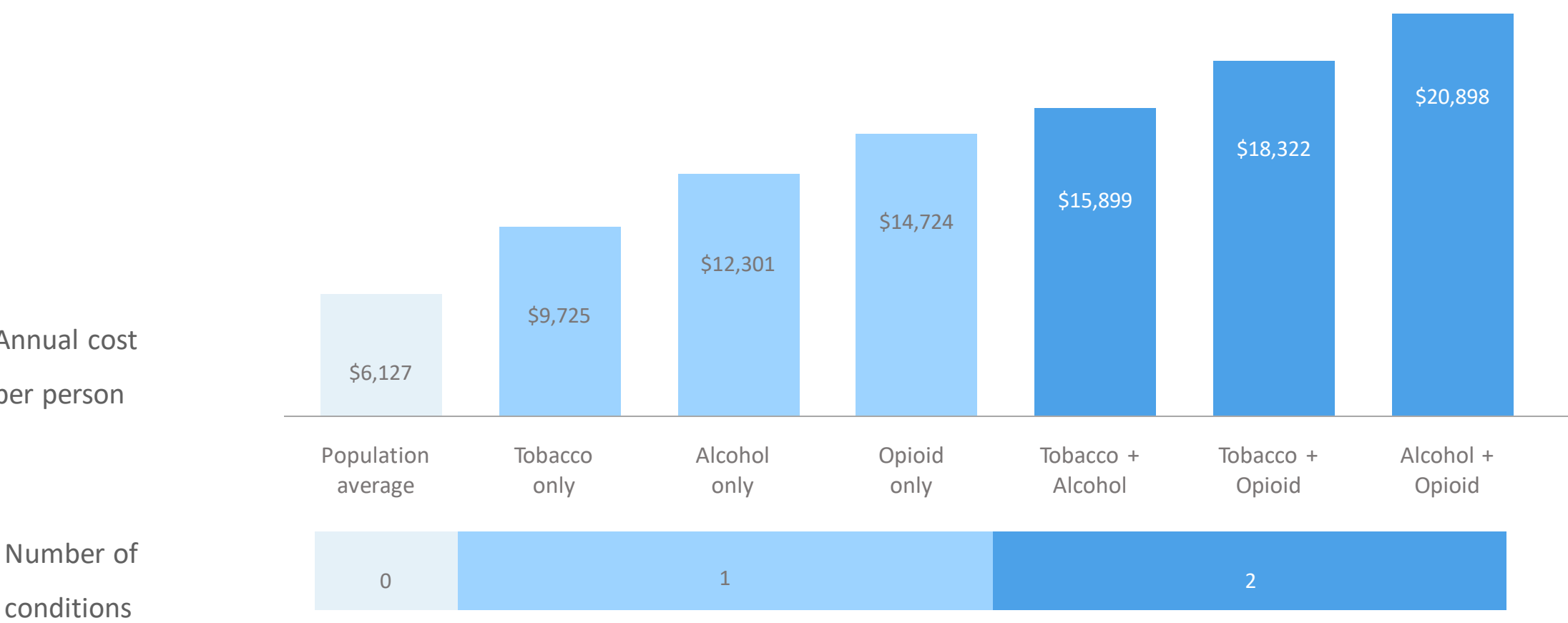
Quit Genius is the **World's First Digital Clinic**
for **Multiple Substance Addictions**

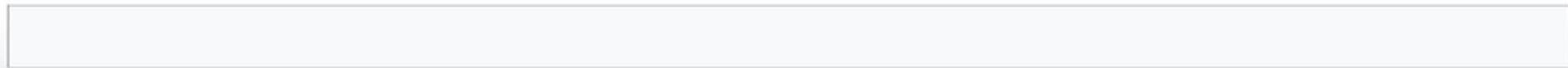
designed to empower your employees and
help them quit their addictions.

60,000 quitters and counting...



Addictions Drive Medical Spend





00:00.00



Traditional approaches don't work or are too expensive



Danielle

- 45 year old female
- Remote employee; lives in Pittsburgh PA
- Single mother
- Heavy drinker + smoker
- Has mild anxiety/depression



EAP

- Poor Awareness
- Less than 3% Utilization
- Confusing
- Accessibility challenges

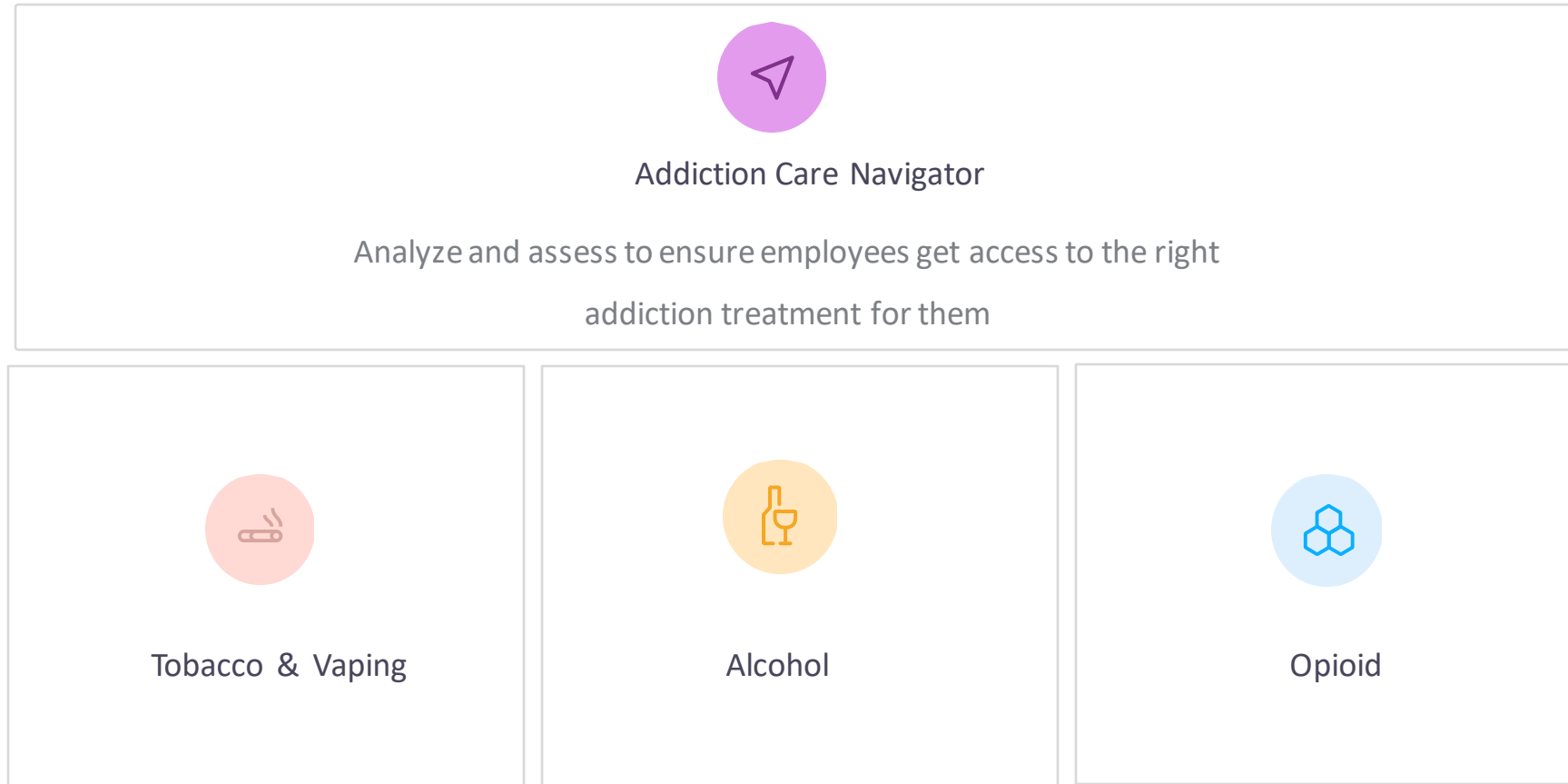
Outpatient Treatment

- Difficult to access
- Poor utilization
- Limited follow-up
- \$5,000-\$10,000 for 90 days

Inpatient Treatment

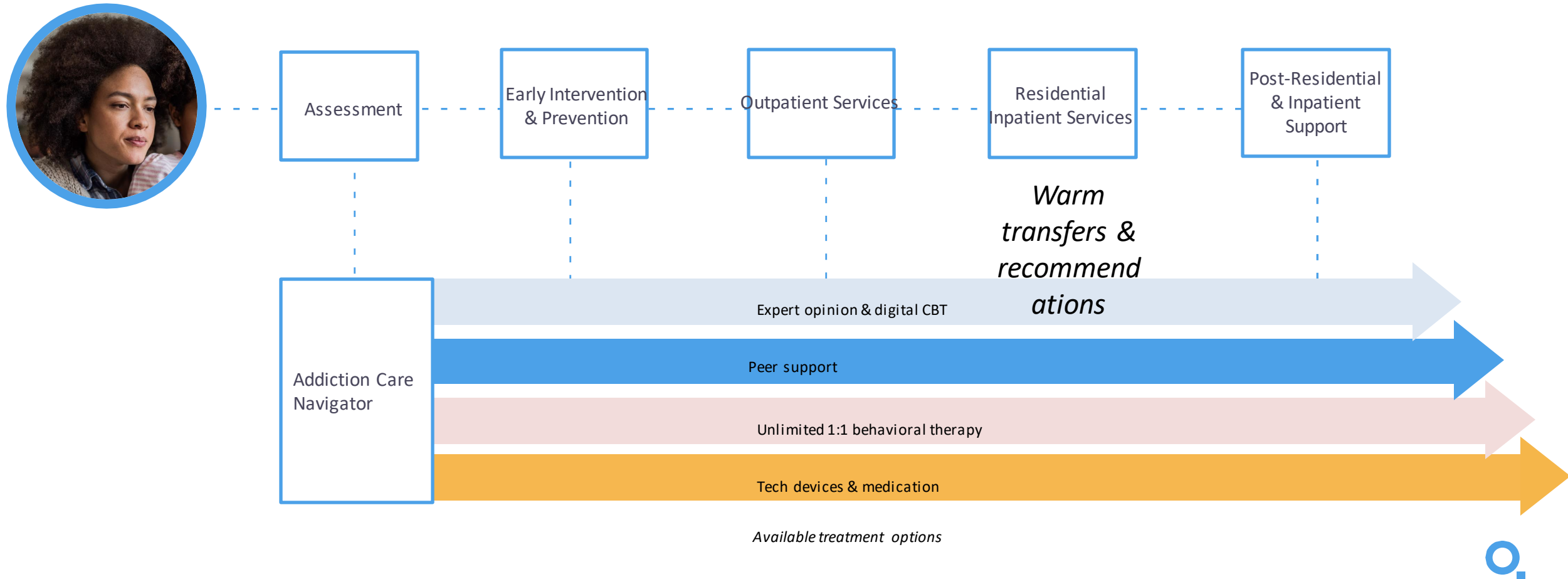
- Out of Network
- Co-pay
- Variable outcomes
- \$20,000-\$60,000 for 90 days

The Quit Genius Digital Clinic



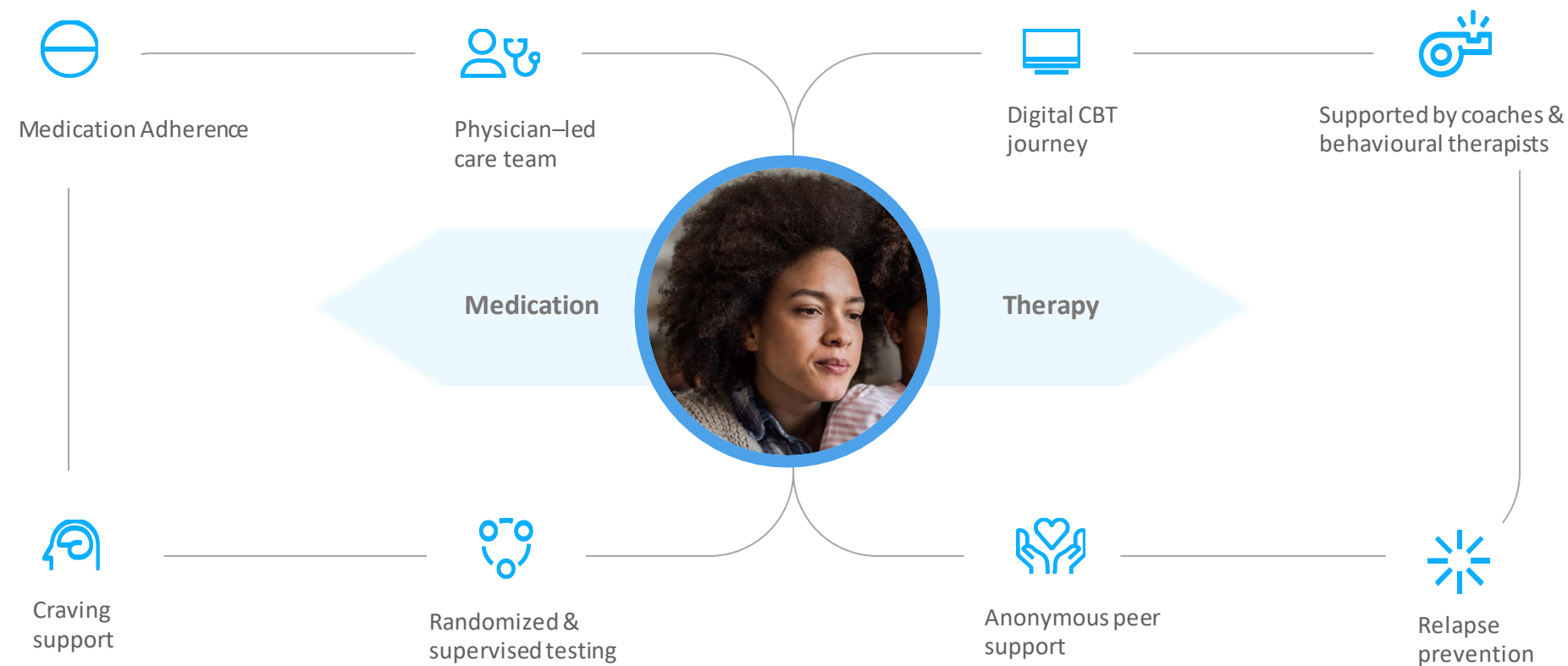
Care navigation across the continuum of addiction care

Quit Genius provides engaging polysubstance addiction care delivered digitally whether it's preventing risky behaviors, facilitating outpatient services, or supporting post-rehabilitation efforts.



The Quit Genius Approach

Quit Genius helps employees with substance addiction access evidence-based care wherever they are.



We make it easy.



Clinical outcomes

Quit Genius puts up to 50% of fees at risk with clinically meaningful performance guarantees.

Sources:

[1] J. Webb, S. Peerbux, P. Smittenaar, S. Siddiqui, Y. Sherwani, M. Ahmed, H. MacRae, H. Puri, S. Bhalla and A. Majeed, "A Randomized Controlled Trial of a Digital Therapeutic Intervention for Smoking Cessation.", 2020.



Quit Genius' Validated Results in a Randomized Controlled Trial.

52%

CO verified quit rates at 4 weeks vs 5% quit rate via telephone coaching support

MAT Results in Peer Reviewed Published studies.

73%

Abstinent or drinking below a safe limit at 3 months

51%

Negative drug testing at 6 months for opioids



Case Study

Manufacturing Client

Quit Genius

CORNING



Industry
Manufacturing



Client
Corning Incorporated

4.6/5

Ratings from enrolled participants

75%

Utilization of eligible
employees

45%

Quit rate at 4 weeks

4:1

ROI in year 1





We will help 100 million people quit addictions

Yusuf Sherwani, MD, Co-Founder and CEO
yusuf@quitgenius.com





2020 Annual Forum

Innovator Showcase

Monday, November 9, 2020 | 12:00 PM - 12:30 PM ET



Stephanie Tilenius
CEO & Founder
Vida Health



Carolyn Chew
Employer
Partnerships
GRAIL



Yusuf Sherwani, MD
CEO, Co-Founder
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