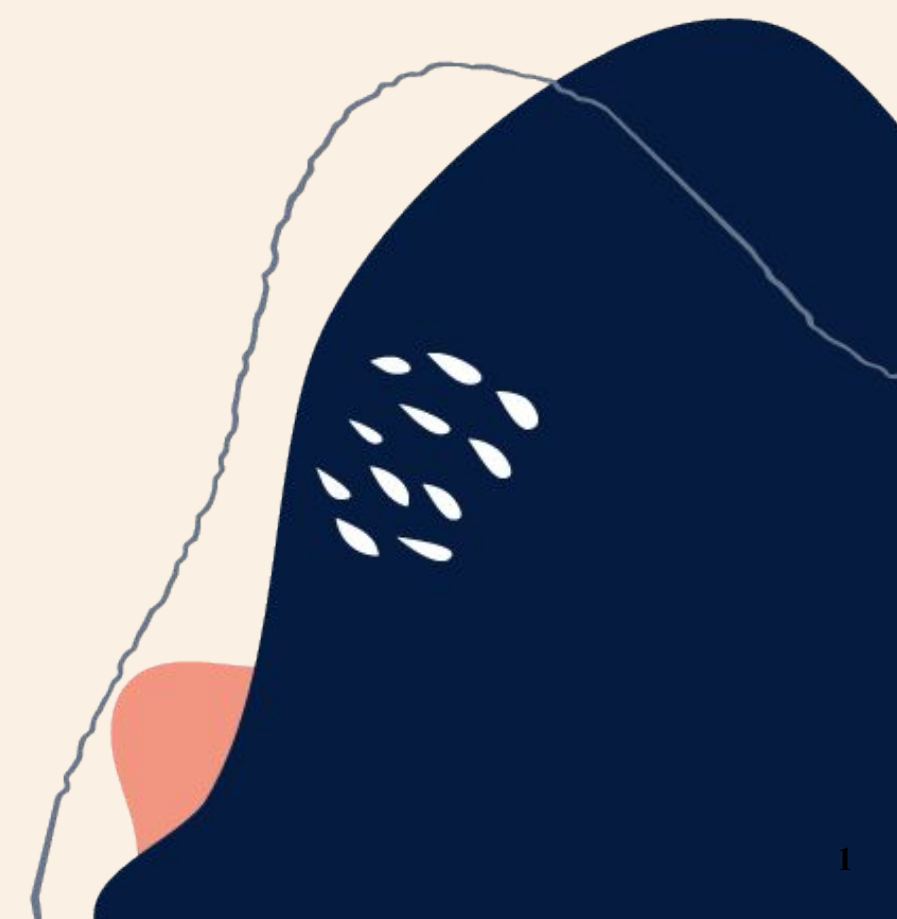


**Famlee**  
*Balanced body for baby and beyond.®*

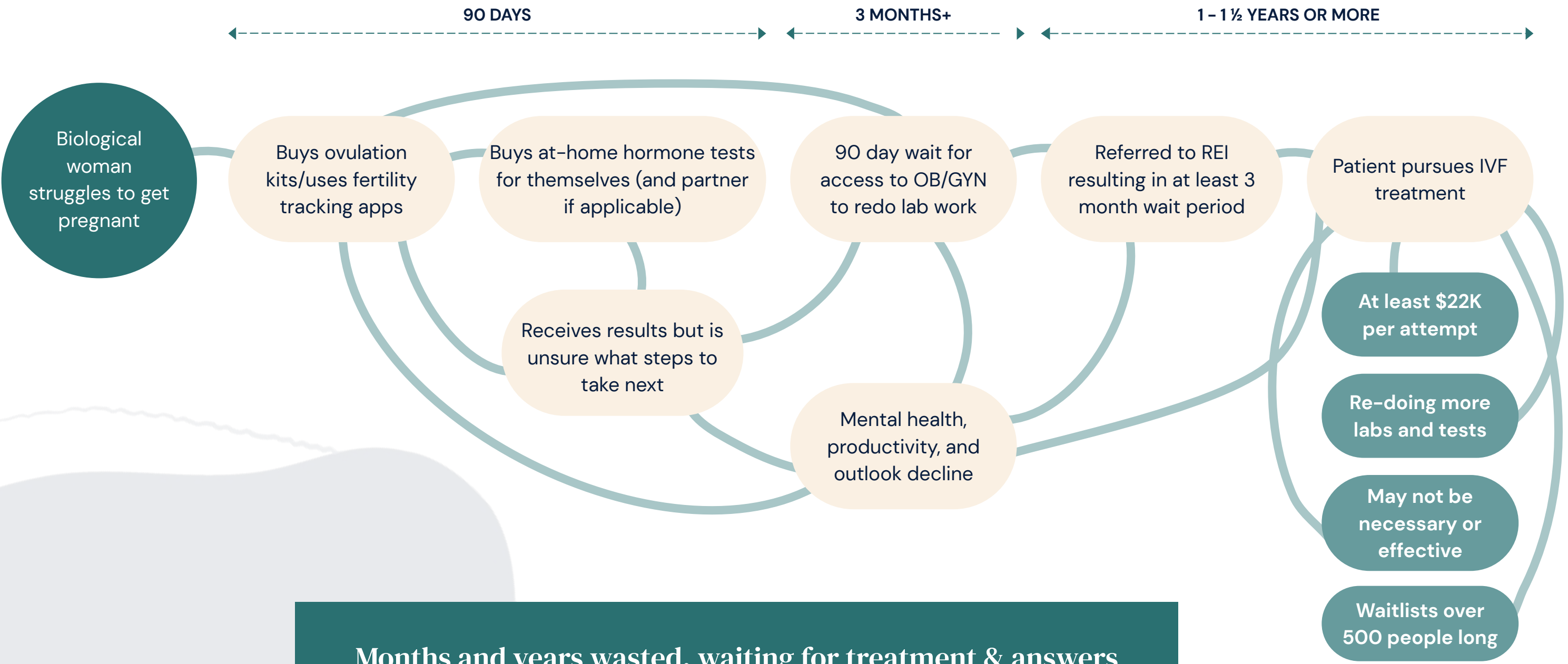


Nowhere else in healthcare do we jump to cover only the most expensive solution available.

**So, why do we allow for this in fertility?**

**Famlee** exists to change this.

# Today's fertility journey is disjointed, expensive, and time-consuming.



Months and years wasted, waiting for treatment & answers

# The Process: Simple. Convenient. Affordable.



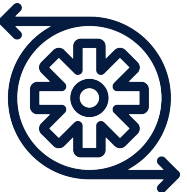
Famlee uses fertility telehealth, at-home labs, and Rx delivery to provide convenient, effective, and low-cost, step-therapy fertility treatment options.

**All before seeking expensive treatment solutions such as IVF, driving down costs for employers and patients..**

# The Famlee Fertility Difference



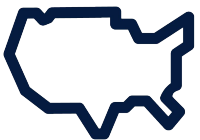
Convenient treatment solution with at-home labs, fertility telehealth and Rx delivery.



An integrated treatment solution that works within the existing benefits ecosystem for minimal implementation efforts and maximum outcomes.



Low-cost solution to help the you offer fertility solutions without automatically defaulting to more expensive solutions such as IVF.



Nationwide availability allows members to get the treatment they need without worrying about travel and time-off from work.



# Fertility By the Numbers

Employers need to offer fertility support options to their employees in order to grow, satisfy and retain their talent as the talent market becomes increasingly competitive.

In 2022, 61% of employers with more than 500 employees provided at least some infertility coverage.



**1 in 6**

couples struggle with infertility

**72%**

of millennial women are employed

**30**

is the average birth age, increasing from 27 over the past few years

**20%**

of employers' healthcare spend is on maternity care

**90%**

of those experiencing infertility are willing to change jobs for fertility treatment

**58%**

of benefits leaders view it as discrimination to not offer fertility treatment by 2025

# Common Fertility Benefits Pitfall

Fertility options are a necessity for employers, but many believe the cost of fertility treatment is a budgetary constraint.

This thinking is due to most fertility treatment solutions partially covering the cost of the most expensive procedures ***rather than*** investing in preventative and supportive treatment solutions to increase outcomes and decrease spend.

*As a result, these procedures cost employers anywhere from \$16K-\$26K per member.*

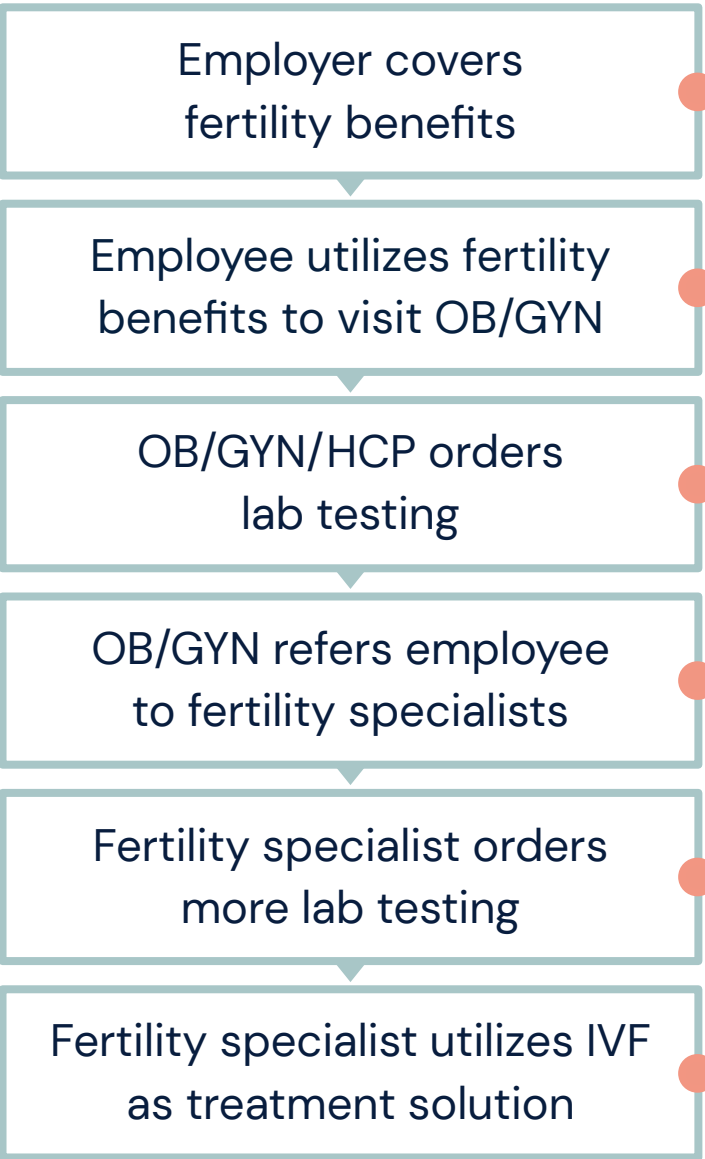
**That's where Famlee steps in.**

**Progressing straight to covering the most expensive fertility treatment is the norm.  
And it costs employers thousands.**



# Famlee: A Cost-Effective Treatment Solution

On average, an employer with 5,000 employees will spend \$2M annually on traditional fertility benefits.



In addition to the fee-for-service cost of each intervention, there is a cost associated per employee per month/year.

Each point along this customary fertility journey incurs fees for employers from health plans and fertility benefit plan managers.

kindbody      FRAME  
progyny      CARROT  
winFERTILITY      Stork Club

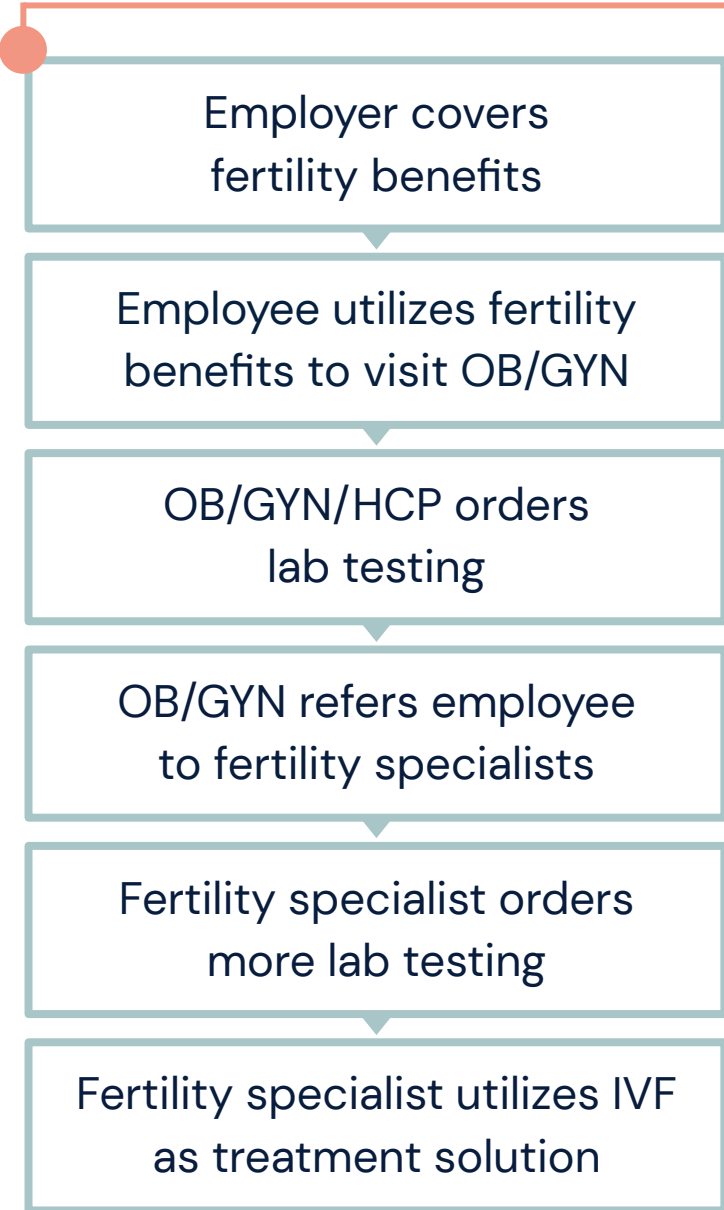


# Famlee: A Cost-Effective Treatment Solution

## Require Famlee first, before IVF

With its conservative care treatment approach – Famlee becomes the member’s first step in the fertility journey. For a one-time case rate fee billed to the employer (or member), the member accesses at-home labs, fertility telehealth, and has medications prescribed and delivered. Additionally, Famlee can be a stand-alone fertility treatment solution for employers.

With a 35% success rate, Famlee saves employers costs from their fee-for-service fertility benefits managers.



### ANNUAL COSTS

**\$48,000**

for the employer who requires members to pay for Famlee case rate/utilization fee

### ANNUAL SAVINGS

**~\$572K**

for the employer with existing IVF benefits who covers Famlee PEPM and case rate/utilization fee

### ANNUAL SAVINGS W/ MEMBER PAID UTILIZATION

**~\$652K**

for the employer with existing IVF benefits and member-paid Famlee case rate/utilization fee

# Use Case



Charissa and her partner have been trying to conceive without success.

While her employer offers fertility benefits, she has been to the OB/GYN multiple times and has made an appointment to see a fertility specialist.

Between her client schedule and OB/GYN appointment wait time, she feels that she's losing valuable fertility time, and visits with a reproductive endocrinologists (REI) are **scheduling six months out.**

One week later, **Charissa's employer announces that they have added a new fertility option called Famlee**, a fertility telehealth and treatment solution.

# Scenario #1



With Famlee, Charissa is able to get her lab work done from the convenience of her home and have her first telehealth appointment within 72 hours of lab results becoming available.

She is put on a treatment plan with appropriate medications delivered. Charissa becomes pregnant within 3 months of using Famlee.

## Results

- Employer saves costs associated with specialists and procedures.
- Charissa saves out-of-pocket spend and time off from work.
- Charissa receives treatment support for underlying **root cause** issues that may impact her fertility which also improve her health going into pregnancy.

# Scenario #2



With Famlee, Charissa is able to get her lab work done from the convenience of her home and have her first telehealth appointment within 72 hours of lab results becoming available.

Her lab work and medical history show that she will most likely need IVF and she is referred to a fertility specialist (REI).

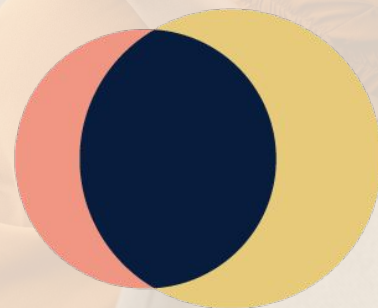
With Famlee, both Charissa and her employer can feel confident that these more costly interventions are necessary.

## Results

- Charissa saves fertility window time
- Charissa gains peace of mind in her investment to pursue IVF
- Employer feels confident in the IVF investment with Famlee's **conservative care** approach

# The Power of Famlee: A Customer Success Story





# Famlee

*Balanced body for baby and beyond.®*



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CEO and Founder

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