



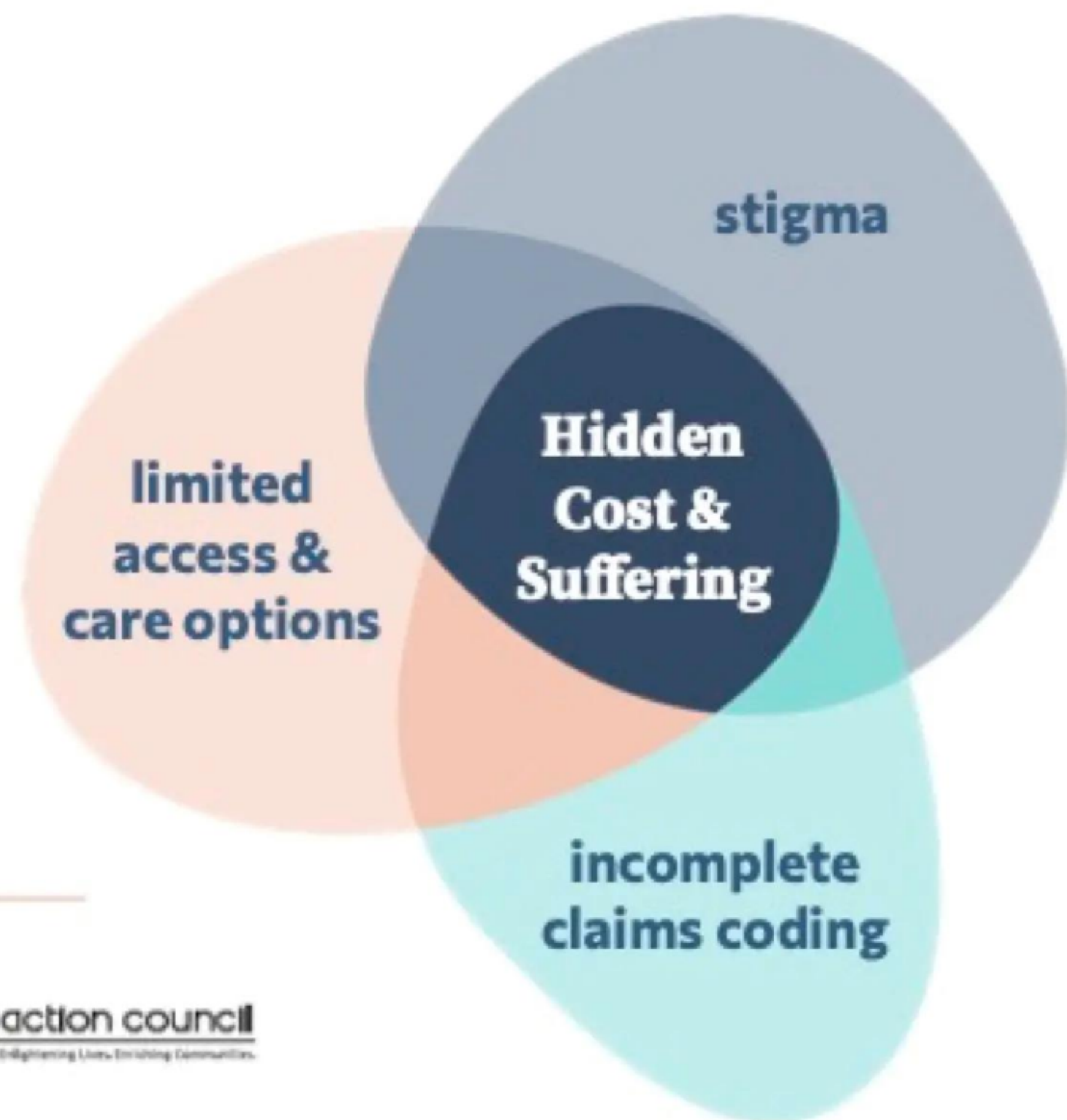
**Transforming access,  
outcomes & economics  
in digestive health**

# Digestive health is a top 4 cost category

25% of population has a GI condition

Purchasers are now prioritizing digestive health given rising awareness & cost

- Care categories gaining momentum: GI #1
- Cost containment w/ immediate ROI via high quality, efficient care



- GI/Digestive is #4 spend driver for self-funded employers

United  
Healthcare



health action council  
Enhancing Business. Enriching Lives. Enriching Communities.

# Current FFS GI care focuses on diagnostic testing & medications for treatment...



**Procedures  
(scopes)**



**Imaging**



**GI-specific  
labs**



**Medication**



**Biologics**

**...but fails to identify root causes or provide proven dietary & gut-brain interventions that get symptoms controlled**



**Root cause  
identification**



**Nutrition &  
dietary  
changes**



**Gut-brain  
axis**



**Integrated  
medical  
home**

**Current FFS  
GI care is  
failing  
patients and  
purchasers**

**29%**

Satisfaction with  
current GI care

**3 months**

Average wait time  
to see a GI provider

**40%**

2 out of 5 GI patients visit  
the emergency room for  
GI-related cause

**>\$20K**

Average annual costs of  
those seeking GI care

# Integrated, virtual-first GI clinic



## Whole-person

- Multidisciplinary team of GI-specialized providers
- Identify root causes & triggers; treat with dietary changes, gut-brain psychology, medications

## Evidence-based

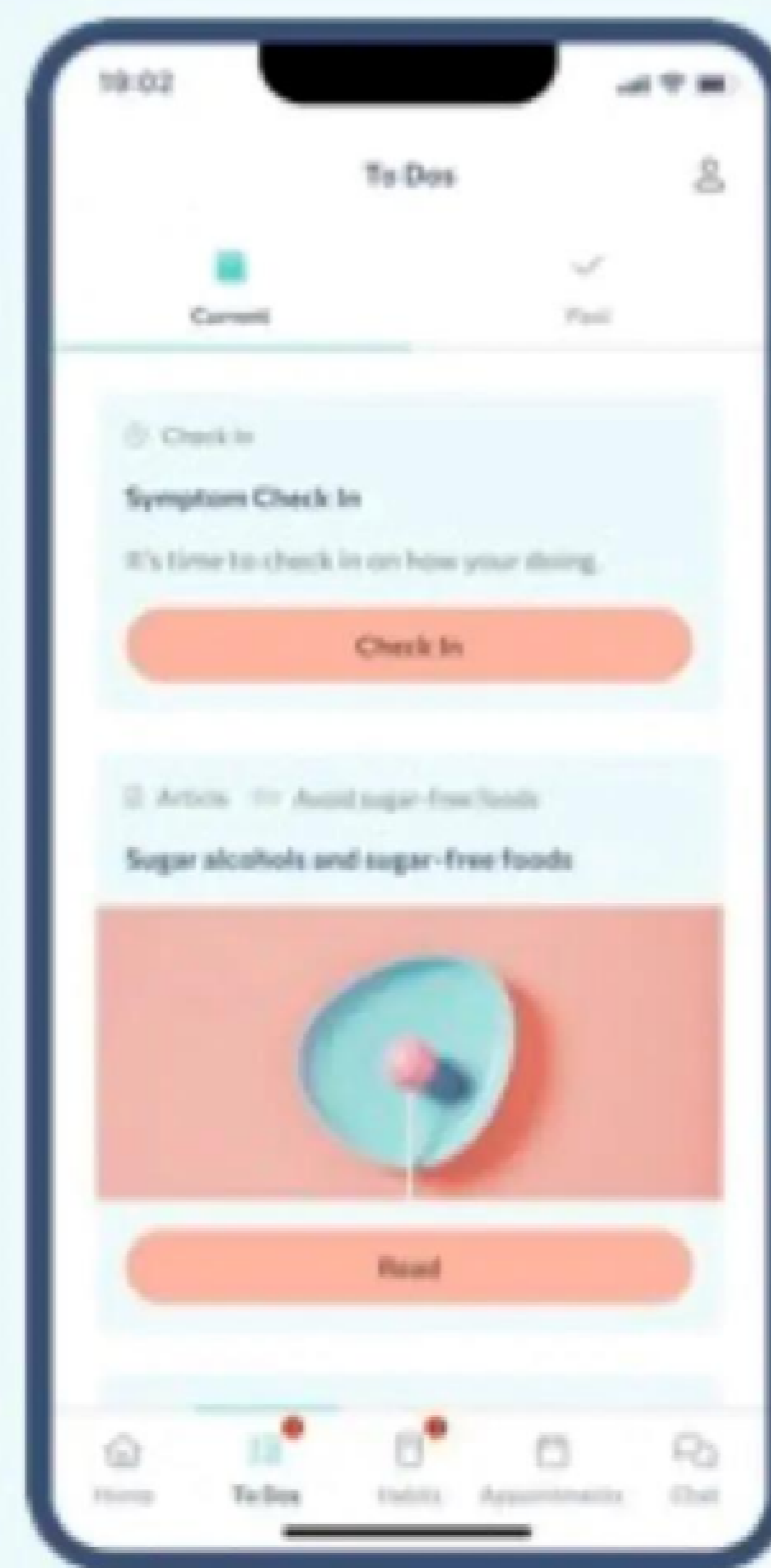
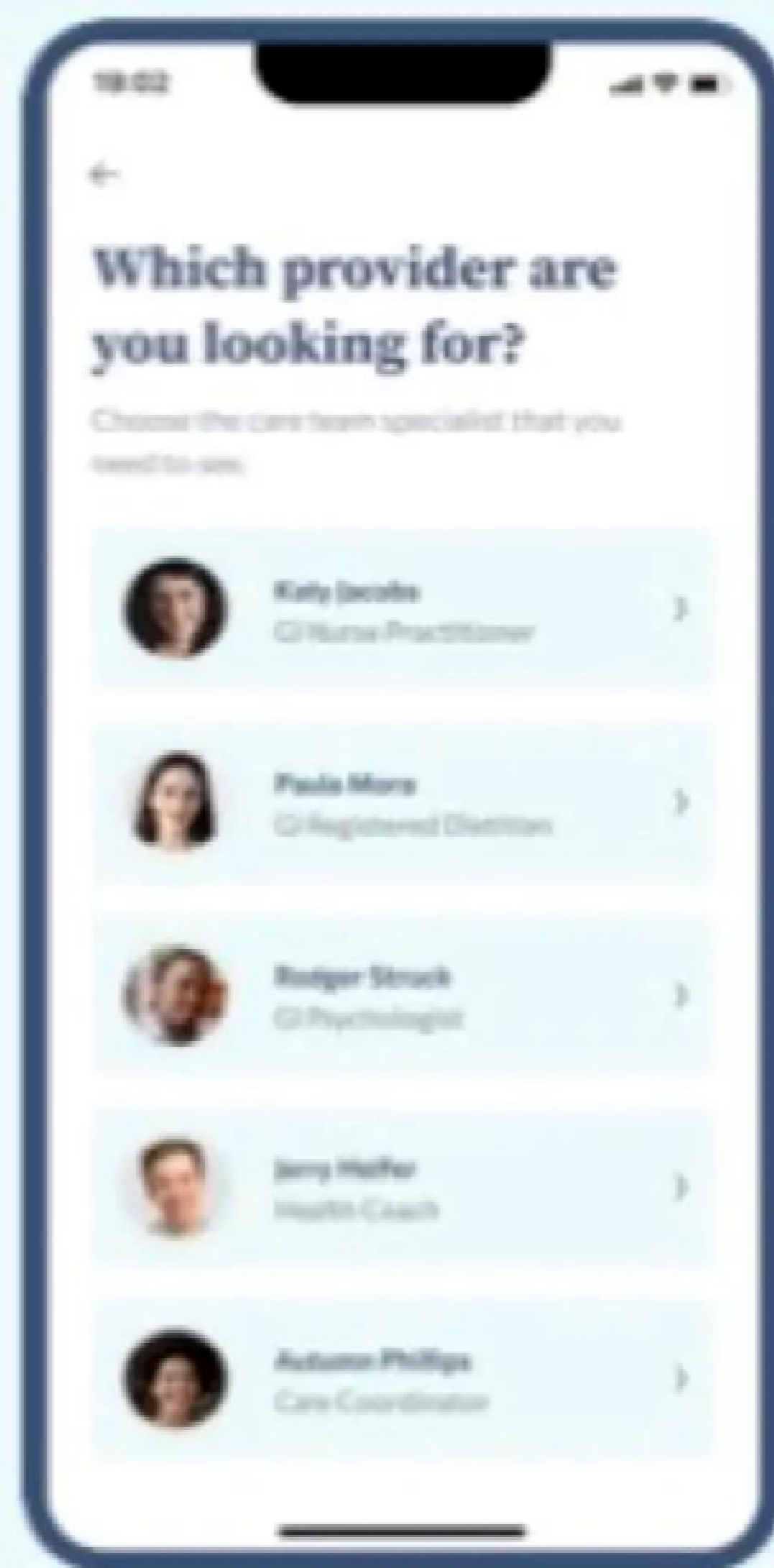
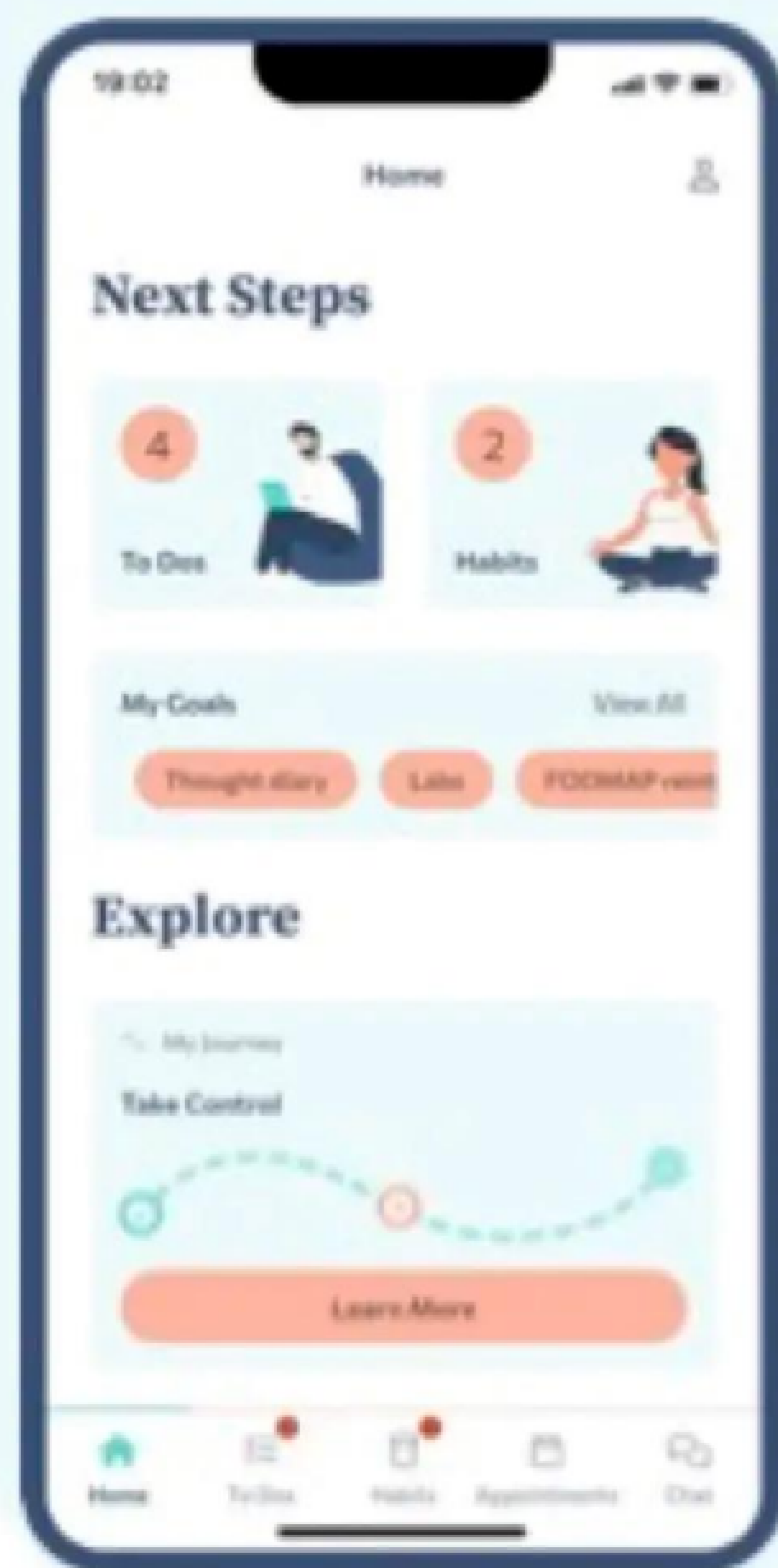
- Evidence-based care using approved guidelines
- As a clinic, Oshi can diagnose, treat, prescribe and coordinate care with local providers

## Value-based

- Conservative interventions & proactive, supportive care focused on symptom control
- Fees tied to enrollment and outcomes/results



# Care Team & Plan in Member's Pocket



# 25% of people have a digestive condition; Oshi Health can diagnose & treat them all

<b>Immune-Mediated &amp; Inflammatory</b> Inflammatory Bowel Disease (IBD) - Crohn's Disease & Ulcerative Colitis Celiac Disease Eosinophilic Esophagitis (EOE) Eosinophilic Gastritis Microscopic Colitis Gastritis Chronic Pancreatitis	<b>Motility &amp; Gut-Brain Disorders</b> Irritable Bowel Syndrome (IBS) Functional Diarrhea & Constipation Functional Dyspepsia Gastroparesis Cyclic Vomiting Syndrome Cannabinoid Hyperemesis Syndrome Rumination Syndrome Pelvic floor dysfunction Fecal incontinence (Encopresis)	<b>Undiagnosed Symptoms</b> Constipation & Diarrhea Gas & Bloating Nausea & vomiting Abdominal pain & Dyspepsia Blood in Stool Dietary Intolerances, Gluten Sensitivity Fructose, Lactose, Sucrose Intolerance Reflux & Heartburn
<b>Structural Disorders</b> Hemorrhoids Diverticular disease Gallbladder & Biliary Disease Hiatal Hernia Pancreatic Conditions Peptic Ulcer Disease Rectal prolapse	<b>Esophageal</b> GERD Barrett's Esophagus Achalasia & Esophageal Motility Disorders Dysphagia (Difficulty Swallowing) Odynophagia (Pain with Swallowing)	<b>Infections</b> Small Intestinal Bacterial Overgrowth Helicobacter Pylori Bacterial, Viral, Parasitic, Fungal GI Infections Viral Hepatitis
<b>Screenings (Guideline Appropriate)</b> Colon Cancer Liver Cancer Esophageal Cancer Gastric Cancer Pancreatic Cancer	<b>Liver</b> Nonalcoholic Fatty Liver Disease Nonalcoholic Steatohepatitis Hepatitis Drug-Induced Liver Injury Cirrhosis	<b>Other</b> Management of Total Parenteral Nutrition (TPN) & IV Fluids Second Opinions Post-Transplant comanagement (liver) Surgery "pre-hab" & post-op care

# Hybrid, collaborative care transforms outcomes



# Rigorous clinical study with national health plan



**Clinical Trial Results Demonstrate Oshi Health's Multidisciplinary GI Care Significantly Improves Patient Outcomes with Savings Greater than \$15,000 Per Patient Within Six Months**

*Externally validated study results presented at the Institute for Healthcare Improvement (IHI) showed statistically significant cost savings and high levels of patient satisfaction and symptom improvement.*

**NEW YORK, Jan. 31, 2023** – Clinical trial results presented at the Institute for Healthcare Improvement (IHI) Forum show that virtual multidisciplinary care for gastrointestinal (GI) disorders from Oshi Health resulted in significantly higher levels of patient engagement, satisfaction, and symptom control. The prospective clinical trial, conducted in partnership with a national health plan in a large commercially insured population (n=322), also found that patients had fewer missed work days, improvements in work productivity, and statistically significant reductions in healthcare costs after six months, compared to propensity-matched controls.

The findings are important as digestive disorders are very common and have a high economic burden, affecting more than 70 million people in the U.S. – more than diabetes or heart disease – and driving more than \$155 billion in annual healthcare costs<sup>1,2,3,4</sup>. Patients with chronic GI disorders lack access to multidisciplinary care, resulting in poor patient outcomes and avoidable emergency services, testing, and procedures<sup>5,6</sup>.

"The results from this study reinforce findings from prior randomized controlled trials and demonstrate that providing access to multidisciplinary care leads to meaningful improvements in patient outcomes, satisfaction, and quality of life – while also leading to a significant reduction in avoidable healthcare costs," said Dr. Jonathan Berns, MD, MPH, the study's principal investigator and Chief Medical Officer at Oshi Health. "It also highlights the impact of purpose-built technology optimized for patient convenience. Patients are unnecessarily suffering due to the small incremental improvements in care delivery that we have seen over the past few decades. We now have an opportunity to broaden what has traditionally been considered standard of care and radically transform independently care for both patients and physicians."

#### **Study Details**

The study involved a total of 322 patients diagnosed with inflammatory bowel disease (IBD), irritable bowel syndrome (IBS), functional gastrointestinal disorders (FGIDs), and those experiencing symptoms but who did not enter the study with an established diagnosis.

OshiHealth.com

- Gold standard, matched-control clinical study design
- Performed and measured with a national health plan on their fully-insured population (350 members)
- Results presented at 2022 IHI Forum & ATA 2023; abstract to be published in ATA Journal in March 2023





**91%**

**of Oshi members  
achieve symptom  
control, usually in <4  
months**

# Oshi member experience & satisfaction

**99%<sup>+</sup>**

member  
satisfaction/  
+80 NPS

**50%**

improvement  
in lost work days

**3x**

improvement in  
quality of life as well  
as anxiety and stress

# Oshi Health Drives Significant Savings

**\$6.7K**

year-one, per  
member GI savings

**\$10.2K**

year-one, all medical  
cost savings

**85%** ↓

decrease in  
avoidable procedures

**60%** ↓

decrease in  
avoidable  
GI-related  
imaging

**70%** ↓

decrease in  
GI-related  
ER visits

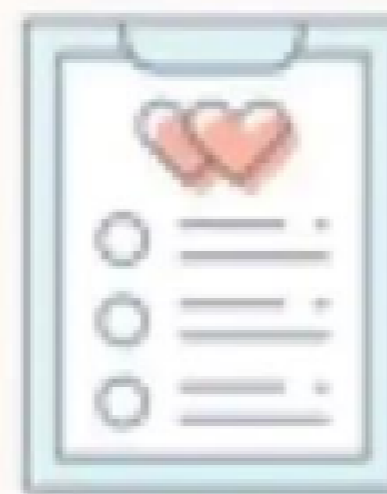
**40%** ↓

reduction  
in avoidable  
medication  
utilization

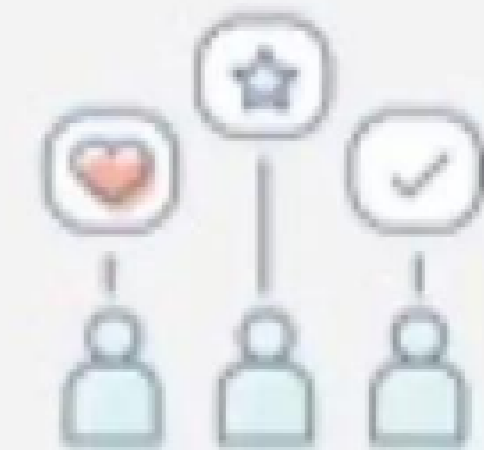
# Full year of care for less than one endoscopy or ER visit



**In-network  
GI clinic**



**Fees based on  
enrollment &  
outcomes**



**Bundled  
case rate**

# Oshi Health is rapidly scaling access to integrated GI care covered by insurance

**>20M people have access to Oshi Health care covered by insurance**

**Partnering with leading Employers, Payers & Local Providers**

**Currently in 20 states containing >60% of the US population**

**aetna**

**UnitedHealthcare**



**fireflyhealth**

**Quantum HEALTH**

**SOLERA**

**Join our Mission to Free Millions  
of People from the Burden of  
Digestive Conditions**

**and**

**Build the Market-Winning**





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