



# Obesity Reversal

## Virta is Tackling the Obesity Crisis

Virta's virtual clinic accepts patients with BMI > 25, and delivers best-in-class body weight reduction.

**11%**  
average body weight lost at 2 years<sup>1</sup>

### NUTRITIONAL THERAPY

Promotes body weight reduction

Low carb approach  
Tailored to n=1



### ADVANCED TELEHEALTH

Ensures engagement and sustainability

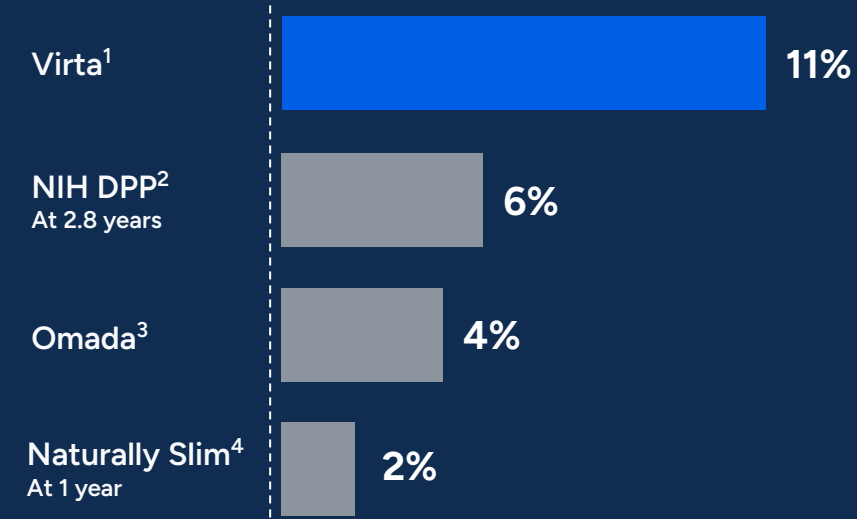
Intensive coaching  
Remote monitoring  
Clinical management



## Delivering Significant and Sustained Weight Loss

Because of Virta's unique nutritional approach and telehealth model, patients experience breakthrough levels of weight loss relative to other programs.

### Reported Body Weight Reduction at 2 Years % weight loss



After 2 years of Virta, nearly 90% of weight loss is sustained.<sup>1</sup>

## 100% Year 1 Fees at Risk

Virta is easy to work with. Pay for participants, only when guaranteed outcomes are achieved.\*

**5%**

Minimum target for weight loss, guaranteed 100%\*

**\$8,041**

Estimated gross savings per patient over 2 years<sup>5</sup>

**2.1:1**

Estimated ROI over 2 years<sup>6</sup>

\*100% Fees at Risk applies to first year only. Weight loss performance guarantee applies to patient population with starting BMI > 30.

1. McKenzie AL et al. Nutrients. 2021;13(3):749  
 2. Knowler WC et al. NEJM. 2002; 346:393-406  
 3. Sepah S et al. J Med Internet Res 2015; 17(4):e92  
 4. Proeschold-Bell et al, Transl Behav Med. 2020 Feb; 10(1): 223-233  
 5. Cawley, John et al. "Savings in Medical Expenditures Associated with Reductions in Body Mass Index Among US Adults with Obesity, by Diabetes Status." PharmacoEconomics vol. 33,7 (2015): 707-22. doi:10.1007/s40273-014-0230-2. ROI was estimated using Virta's standard PPPM pricing and the projected savings from the source referenced. Projected savings from GLP-1 Avoidance and Productivity increases were also factored in. Model available upon request.

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# Diabetes Reversal

## Virta reimagines type 2 diabetes care

Virta's outcomes are peer-reviewed, published and its approach to nutrition is a frontline therapy to reverse type 2 diabetes.

**60%**  
Reversed their diabetes at one year<sup>1</sup>

### NUTRITIONAL THERAPY

Reduces blood sugar and dependence on medications

ADA cited  
Low carb approach  
Tailored to n=1



### ADVANCED TELEHEALTH

Ensures engagement and sustainability

Intensive coaching  
Remote monitoring  
Clinical management



## Delivering transformative outcomes and eliminating the burden of medications

Virta providers have a track record for deprescribing GLP-1s, insulin, and other medications, while helping members improve health and maintain results.

**100% Fees at Risk**  
Virta is easy to work with. Pay for participants, only when guaranteed outcomes are achieved.\*

**1.0%** A1c reduction  
**5%** Weight loss  
**40%** Meds reduction

## The difference between diabetes reversal vs. management

	Traditional Management	Virta <sup>1</sup>
A1c reduction	↓ 0.6 <sup>2</sup>	↓ 1.3
Diabetes Rx	↑ 3% <sup>3</sup>	↓ 59%
Weight Loss	↓ 1lb <sup>4</sup>	↓ 31 lbs

**\$13,233**  
Estimated gross savings per member over 2 years<sup>5</sup>  
**2.5:1**  
Estimated ROI over 2 years<sup>5</sup>

1. Hallberg SJ et al. Diabetes Ther. 2018; 9(2): 583-612. Outcomes among one year completers. Virta's reversal target is defined as achieving HbA1c <6.5% without the use of diabetes medications, or only metformin.  
 2. Bollyky JB et al. JMIR Diabetes. 2019; 4, e14799 (Outcomes among one year completers (44% retention in Livongo).  
 3. Diabetes-related prescription utilization according to five-client, two-year DiD analysis (slide 34). Livongo presentation at EBPA 2018. [https://www.ebpa.org/resources/presentations/2018/Livongo\\_EBPA\\_20SEP2018.pdf](https://www.ebpa.org/resources/presentations/2018/Livongo_EBPA_20SEP2018.pdf)  
 4. Bollyky JB et al. J Diabetes Res. 2018; 3961730. (Outcomes at 12 weeks for Livongo + scale group).  
 5. CVirta Health, Analysis of Type 2 Diabetes Reversal Cost Savings, Sept 2021 (Virta); Trended 3 years using 6.5% for Medical and 11.9% for Rx costs.

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# Prediabetes Reversal

## Virta Stops Prediabetes in Its Tracks

Virta's virtual clinic accepts patients with prediabetes, supporting their clinical goals.

# 97%

of patients avoid progression to T2D over 2 years<sup>1</sup>

### NUTRITIONAL THERAPY

Reduces blood sugar and dependence on medications

ADA cited  
Low carb approach  
Tailored to n=1



### ADVANCED TELEHEALTH

Ensures engagement and sustainability

Intensive coaching  
Remote monitoring  
Clinical management

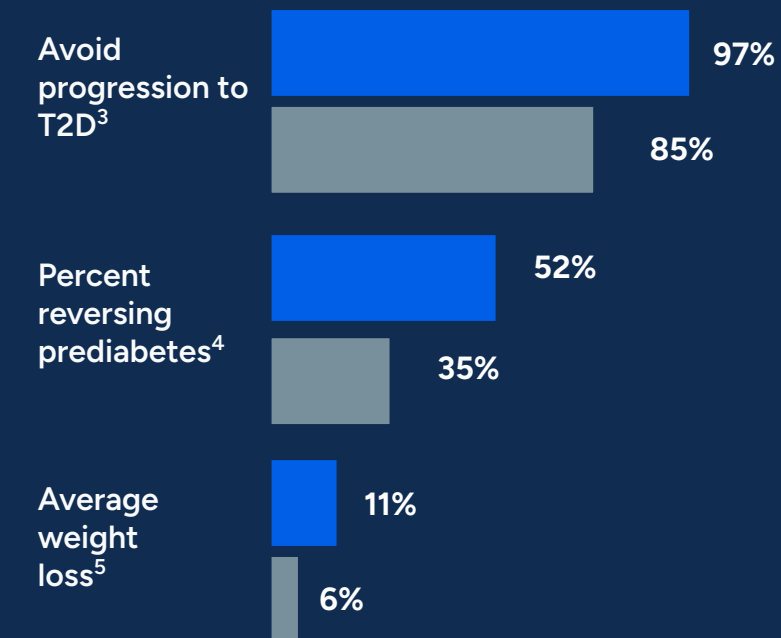


## Delivering Transformative Outcomes Relative to DPP

We deliver remarkable outcomes for prediabetes, even compared to the gold standard Diabetes Prevention Program (DPP), as well as its digital variants.

**Virta Health<sup>1</sup>** (Observational Study) **NIH DPP<sup>2</sup>** (RCT)

Over 2 years



## 100% Year 1 Fees at Risk

Virta is easy to work with. Pay for participants, only when guaranteed outcomes are achieved.\*

# 5%

Minimum target for weight loss, guaranteed 100%\*

# \$8,734

Estimated gross savings per patient over 2 years<sup>6</sup>

# 2:1

Estimated ROI over 2 years<sup>6</sup>

\*100% Fees at Risk applies to first year only. Weight loss performance guarantee applies to patient population with starting BMI > 30.

1. McKenzie AL et al. Nutrients. 2021;13(3):749;

2. Knowler WC et al. NEJM. 2002; 346:393-406

3. DPP results for among those in lifestyle intervention group

4. Prediabetes reversal defined as achieving A1c < 5.7 and taking no medication

5. DPP weight loss result reported at 2.8 years.

6. T Khan. Medical Care Expenditures for Individuals with Prediabetes: The Potential Cost Savings in Reducing the Risk of Developing Diabetes. Popul Health Manag. 2017 Oct;20(5):389-396. doi: 10.1089/pop.2016.0134. Epub 2017 Feb 13. ROI was estimated using Virta's standard PPPM pricing and the projected savings from the source referenced. Projected savings from GLP-1 Avoidance and Productivity increases were also factored in. Model available upon request.

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