



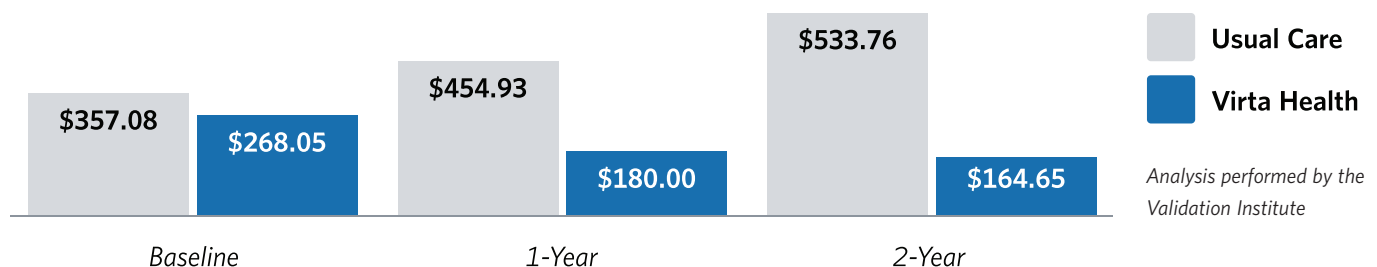
# Virta is the only diabetes vendor to achieve outcomes, savings, and program validations.

Diabetes and prediabetes affect nearly 50% of Americans.<sup>1</sup> In addition to the devastating personal costs of the disease—nearly \$400B is spent on diabetes every year.<sup>2</sup> So unsurprisingly, there are no shortage of health solutions making big claims that they can make a dent in this epidemic. But consistent measurement and validation of impact is lacking, making it difficult to understand a basic question—does this solution actually work?

Our outcomes and savings claims are backed by years of research and one of the longest clinical trials in digital diabetes interventions. But don't take our word for it.

The Validation Institute has now awarded Virta three distinct validations: level 1 savings validation, level 2 outcomes validation, and the comprehensive program validation.

## ★ Level 1 Validation: Virta Reduces Rx Spend



**KEY TAKEAWAY:** Virta reduces Rx spend by \$280 per patient per month over two years<sup>3</sup> (2 year difference - baseline difference). When following usual care, patients are often prescribed more and more medication to manage their diabetes, but with Virta, the opposite happens. Rx costs go down consistently, year after year.

- National Diabetes Statistics Report: Estimates of Diabetes and Its Burden in the United States. Accessed at: <https://www.cdc.gov/diabetes/data/statistics-report/index.html>.
- Dall TM et al. The Economic Burden of Elevated Blood Glucose Levels in 2017: Diagnosed and Undiagnosed Diabetes, Gestational Diabetes Mellitus, and Prediabetes. Diabetes Care. 2019 Sep;42(9):1661-1668. doi: 10.2337/dc18-1226. Epub 2019 Apr 2. PMID: 30940641; PMCID: PMC6702607.
- 2022 Validation Report: Virta Health - Level 1 Savings Validation. The Validation Institute. Accessed at: <https://validationinstitute.com/wp-content/uploads/2022/03/Virta-Health-2022-Final.pdf>

## ★ Level 2 Validation: Virta Produces Real Health Outcomes

### IMPROVEMENT VS. BASELINE

Measure	At One Year	At Two Years
HbA1c	-1.3	-0.9
Weight (kg)	-14.29	-11.94
Weight (%)	-11.80%	-10.40%
T2D Medication Excl Metformin (% of pts)	Decrease from 56.9% → 29.7%	Decrease from 56.9% → 26.8%

*Athinarayanan et al, Long-Term Effects of a Novel Continuous Remote Care Intervention Including Nutritional Ketosis for the Management of Type 2 Diabetes: A 2-Year Nonrandomized Clinical Trial. Frontiers in Endocrinology (2019) 10:348. Mean change in HbA1c and weight were derived using an intent-to-treat analysis from a linear mixed effect model.*

**KEY TAKEAWAY:** Virta meaningfully moves the needle on several key outcomes for patients with Type 2 diabetes, including clinically significant weight loss and A1c reductions, and medication deprescription.

## Virta is the only digital health solution to achieve level 1 and 2 validations, plus the newly developed Program Validation.

In addition to achieving level 1 and level 2 validations, Virta is the first digital health solution to receive the newly-developed Program Validation. This validation recognizes Virta for the rigorous, evidence-based research underlying its diabetes reversal treatment, and its best-in-class financial and health outcomes for employer customers.

### PROGRAM VALIDATION

Must prove clinical rigor using one of five gold standard evaluation methodologies. Further, companies must first achieve both savings and outcomes validations.

\$50K  
GUARANTEE



### LEVEL ONE: SAVINGS

Can produce a reduction of health care spending including the cost of the provider. Product/solution has produced, and replicated a lower cost for healthcare overall or a specific component of healthcare.



### LEVEL TWO: OUTCOMES

Product/solution has measurably “moved the needle” on an outcome (risk, HbA1c, events, employee retention, etc.) of importance.



Virta Health helps people reverse type 2 diabetes and other chronic conditions through innovations in technology, nutrition science, and continuous remote care from physicians and behavioral experts.