

GIThrive® The All-in-One Digestive Health Platform



GIThrive App



Monitoring & Analytics



GutCheck Microbiome



Dedicated Care Team



GIMate hydrogen monitor

Why Digestive Health?

70M

Bigger than diabetes

Over 70M Americans Have a digestive disease (more than 1:5)

#1

Leading cause of ER admits

According to the CDC, Abdominal pain is the leading cause of acute Emergency Room admissions

\$136B

Top 5 cost for employers

One employee can cost \$72k+ per year for just specialty drugs

Competitor Differentiators

- The **first and only** comprehensive digital digestive health solution
- Built for employers and **designed for ease** of implementation
- **24/7** Gut-side assistance™
- **personalized** nutrition planning to your member's needs
- Microbiome and H2 **analysis** provides insight into members' gut bacteria and trigger food identification

Accountable care

- Unique **pay-per-use** model; only pay for participating members.
- Value-based pricing; Invoiced **per active member** per quarter (PAMPQ)
- Optional **billing as a claim** with most major health plans,
- providing **care within the MLR** and out of the administrative budget

Guaranteed Performance *100% of fees at risk*

Be confident in GIThrive driving financial and clinical outcomes with a minimum 1:1 ROI guaranteed. Introducing GIThrive, the industry leading digestive health solution, is truly **risk free**.

Patient Outcomes



Reduction in Medical/Rx Spend



Improved Psychosocial Outcomes



Medication Optimization



Condition Control

Case Study

Employer Finds Triple ROI with Digital Digestive Health Program

The Challenge

As a non-profit, Company A has been an innovator in affordable healthcare for over 40 years. In 2019, it decided to enhance the quality of care that its members have depended on for decades by adding new benefits.

Company A recognized digestive disease claims were in its top five healthcare cost categories and include: Crohn's disease, Ulcerative Colitis, IBS, Celiac Disease, acid reflux (GERD), and more. However, digestive disease is a broad category covering dozens of conditions and symptoms. It's not a one-size-fits-all issue for people suffering with these painful, costly conditions.

This company needed a comprehensive solution to help wrap its arms around the full scope of the digestive disease category while providing exceptional, individualized care to its members who desperately needed help.

Note: Company A is an actual Vivante Health client whose name has been redacted.



The Solution

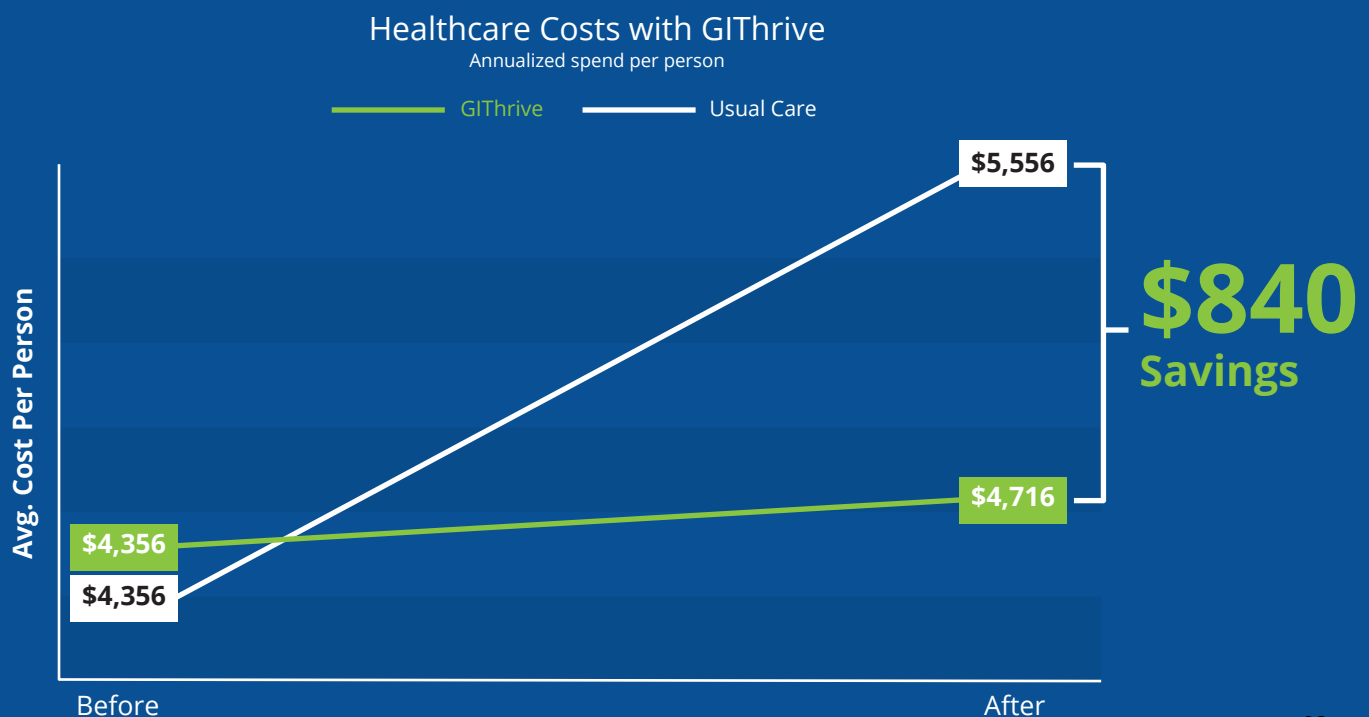
In July 2019, Company A embarked on a partnership with Vivante Health to directly address digestive conditions and disease for their population of over 30,000+ people. With its focus on personalized, tech-enabled support for people with digestive disease, Vivante's GITHrive® matches well with aspects of its vision, which called for being a financially accessible, innovative healthcare program.

Once they plugged in, it was important to investigate whether their members who registered as GITHrive users were driving reduced healthcare spend compared to members who weren't enrolled in the program.

Company A and Vivante Health conducted an analysis comparing claims data for 470 GITHrive users against 1,880 people not enrolled in GITHrive. Data was compared from July 2018 to June 2019 (one year prior to GITHrive launch) and July 2019 to June 2020 (12 months post-GITHrive launch). Users were matched with non-users based on gender, age category, presence of any GI disease, and healthcare cost.

After removing outliers from both groups with a total medical spend above \$50,000, **GITHrive consistently saves Company A more than \$840 annually per member on average**—a 15% reduction in spend.

Reduction in Healthcare Spending

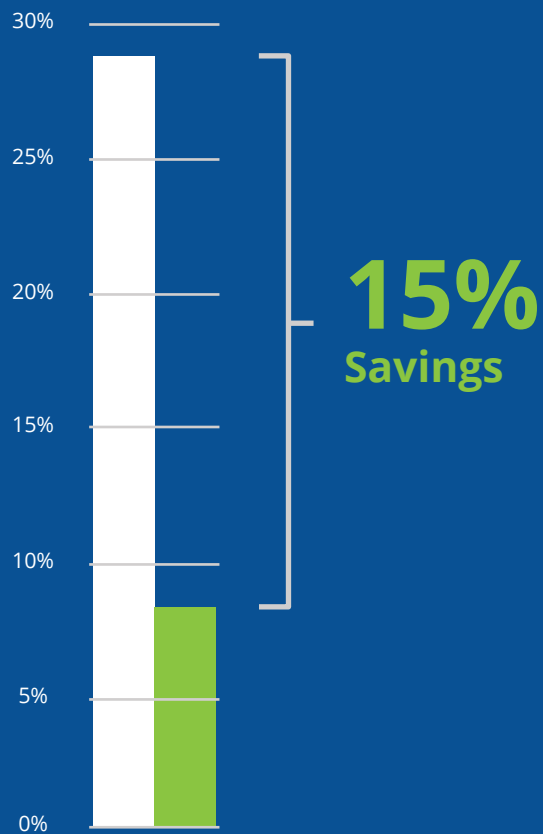


% Change After GIThrive Launch

GIThrive

Usual Care

Change in Avg. Cost Per GIThrive Member



Compared to people with a GI diagnosis but not enrolled, GIThrive users save their employers an average of 15%

That's a 3.02x ROI.

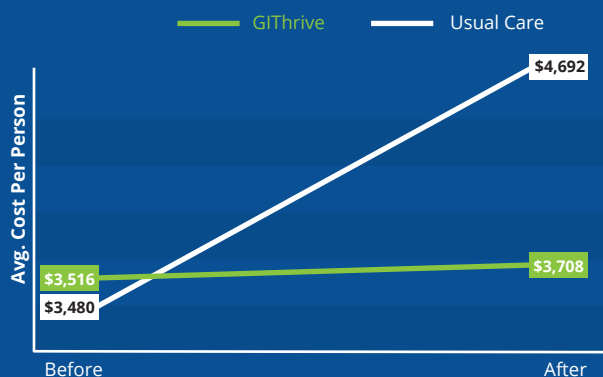


I am thankful to have an amazing and knowledgeable program like GIThrive. I appreciate their patience and honest interest in wanting to help me get healthy. Thank you!!!

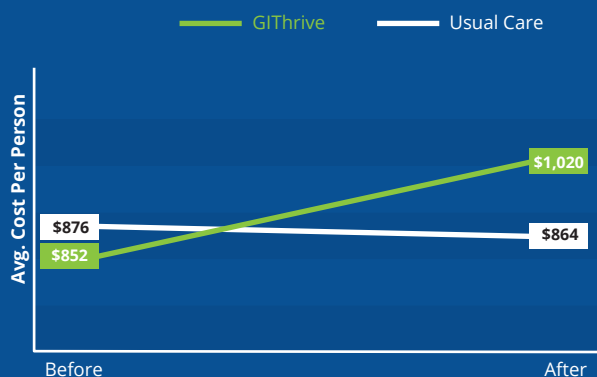
Where Savings Were Realized



Annualized medical spend per person



Annualized pharmacy spend per person



Inside the Savings

Calculating Company A's true savings takes a few key points into account: **pharmacy spend** and **in-person medical services**.

After Company A implemented GITHrive, an interesting thing happened: pharmacy spend went up. This was attributed to an increase in medication adherence. Members using GITHrive were interacting with GITHrive health coaches and dietitians, who encouraged them to stick to prescribed medications and doctor recommendations.

This ongoing accountability and interactive engagement led to more people taking their medications, as seen in the corresponding data. Company A saw an \$180 increase in pharmacy spend per member per year, translating to an 21% increase.

However this increase was countered by a 22% reduction or **\$1,020 savings** per member per year in total medical spend compared with nonmembers. The data shows **fewer emergency room visits and inpatient admissions for GITHrive members**. By taking better care of their symptoms and adhering to their doctor's recommendation for medication, flare-ups were better managed and members felt better overall. All of these steps to improve GITHrive members' health resulted in improved clinical outcomes, saving money for Company A.

Members Reporting Meaningful Outcomes

7 of 10



Members said GITHrive has positively impacted their health

n = 37

89%



Members said their overall well-being improved since using GITHrive

n = 38

I love GITHrive! My gut is healing and the support from my dietitian makes all the difference. I wish more people had access to it.

GITHrive Member

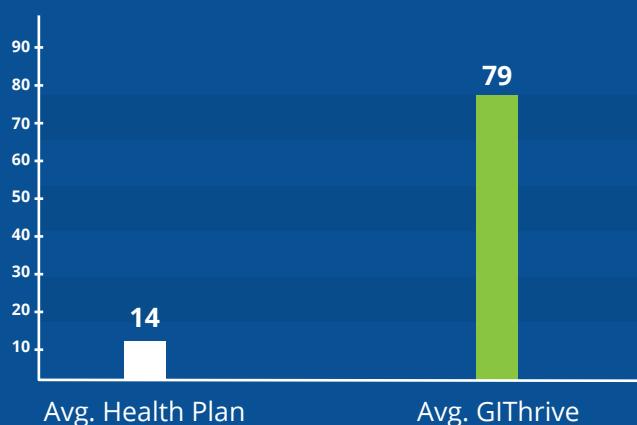
Keep up the great work!! This has been life changing!!

GITHrive Member

An Exceptional Experience with GITHrive

Beyond saving money, it was even more important for Company A that their members had a good experience with GITHrive. The company wanted a solution that was collaborative, innovative, and provided exceptional service to their members—and they found that and more with GITHrive.

Net Promoter Score for GITHrive Care Team



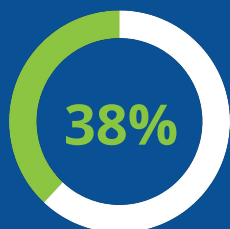
n = 143

After using GITHrive for 3-months, members reported a

39% increase

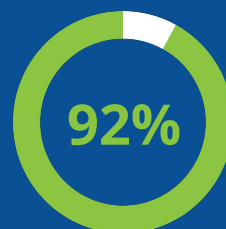
in their ability to make healthy digestive choices.

n = 42



of members said health problems affected their productivity in just the past 7 days.

n = 390



of members feel more empowered and in control of their digestive gut health after using GITHrive.

n = 37

So thankful to have my Care Team and the GITHrive app as a resource and tool for me to use!

- GITHrive Member

The Bottom Line

Implementing GITHrive had measurable cost-savings results for this client. The comprehensive approach for managing digestive health helped drive down medical care expenses per member enrolled in GITHrive, and contributed to fewer ER visits.

In GITHrive, Company A found a solution that aligned with its core values by promoting wellness and improving the quality of life for its members. Discovering measurable cost savings while helping those with painful, chronic digestive conditions was a welcome bonus.





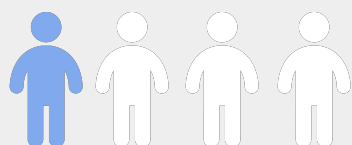
About Vivante Health and GIThrive

Since 2016, Vivante Health is revolutionizing digestive health and wellness, one person at a time. Our category-defining digital health solutions provide personalized, comprehensive support for people with digestive conditions. Our all-in-one digestive health program GIThrive® combines clinically-backed interactive tech, targeted nutrition, and 24/7 personal support to improve digestive disease outcomes, and reduce the cost of care.

Prevalence and Financial Burden of Digestive Diseases in a Commercially Insured Population

A study by Simon C. Mathews MD, Sergey Izmailyan, Francis Britto, Jose-Miguel Yamal, Osama Mikhail, Frances Revere

Digestive Health Stats



Nearly 1 in 4 Americans suffer from a digestive disease

27.4MM

Total GI clinical encounters occurred during study period

\$26.1k

Average total annualized medical spend for those with GI Diseases

Study Overview

- The study included 7,297,435 adults participated in a comprehensive summary of costs, utilization, and prevalence across 38 GI conditions.
- The results demonstrate digestive diseases are common, range significantly in cost and utilization, and collectively extract a significant financial burden on the U.S. adult population.
- Total annualized medical costs for those suffering from digestive diseases can cost up to \$107,007
- The findings support the need for additional resources for the treatment and prevention of digestive diseases, including a digital digestive health solution that can fill gaps in care.

Prevalence by Clinical Condition

Commercially insured population, 2016-2018
*Showing the 12 most common conditions

Condition	Percent of Individuals with GI Diagnosis	Percent of individuals with any diagnosis
Abdominal Pain	4,352%	1,051%
GERD	1,511%	369%
GI and Hepatic Neoplasms	1,072%	263%
Nausea and Vomiting	850%	205%
Diarrhea	696%	169%
Anorectal Disorders	687%	168%
Noninfectious gastroenteritis/colitis	652%	158%
Other Liver Disease	639%	156%
Other	576%	141%
GI Bleeding	554%	135%
Gastroduodenal Disorders	511%	125%
Hernias	468%	114%

Annualized All-Cause Cost by Clinical Condition

Commercially insured population, 2016-2018
*Showing the most expensive conditions ordered by Annualized Total

Condition	Annualized Medical	Annualized Drug	Annualized Total
Hepatitis C	\$13,575	\$15,213	\$107,007
Diarrhea	\$8,135	\$40,255	\$62,735
Non-Alcoholic Cirrhosis	\$25,080	\$4,480	\$53,559
Intestinal Obstruction	\$45,533	\$4,231	\$53,214
Other Pancreatic Disorders	\$27,183	\$9,393	\$49,046
Acute Pancreatitis	\$35,362	\$7,191	\$42,554
Alcoholic Liver Disease	\$27,262	\$12,391	\$39,653
Ulcerative Colitis	\$14,355	\$22,026	\$36,441
Constipation	\$9,802	\$15,408	\$35,224
Pancreatic Cysts	\$19,580	\$8,372	\$27,952
Gastrodoenal Disorders	\$10,590	\$4,547	\$25,953
Barrett's Esophagus	\$23,171	\$2,234	\$25,405
Achalasia	\$18,268	\$6,474	\$24,743

The full article can be [found here](#)



What People Say About GIThrive

Vivante Health is laser-focused on empowering people with GI disorders to spend less time feeling sick, and more time enjoying life. GIThrive, our all-in-one digital program, is dedicated to helping the 70M1 people who live with painful and debilitating GI problems everyday.

For employees, our personalized, one-on-one support helps guide members toward healthier daily living and fewer costly flare-ups. And for employers, we provide measurable savings on medical and prescription drug claims.

I've had a fantastic experience. Thank you for doing what you're doing. I wouldn't have reached out to get this kind of help without my employer paying for it because it would be too expensive. I have severe GI issues and I'm so happy to have this opportunity.

— **GIThrive User**

With advice and support from my [GIThrive] team, I'm learning about my condition, my trigger foods and how to minimize flare-ups. I'm so grateful for the help and support. The truth was I needed some help, like a personal coach, to find the right care for me and my condition. I found this in Vivante; my GIThrive health coach found the resources I needed, took care of the things that were stressing me out, and put me on an eating program that has made an incredible difference in my life.

— **GIThrive User**

My assigned dietitian has consistently gone above and beyond. She constantly reaches out to me, especially when I report an issue with the daily check-in...Then I spoke to [my health coach] and she put my mind and very upset stomach at ease. I could not believe how we practiced ways to relax my mind and body. I could feel my gut relax and for the first time in weeks, I was pain-free.

— **GIThrive User**

Implementation has really been a pleasure. Our CSM is very professional and always prepared ahead of schedule. He took care of all the details and did all the work. All we really had to do was show up for the calls.

— **Mary McPartland**

Operations Manager, Reta Trust, Gallagher Benefit Services of California Insurance Services