



Banner®



Virta Health via Banner|Aetna

The leader in type 2 diabetes reversal

Introductions



Tom Mandrola

Banner|Aetna
Director, Account Mgmt



Robert Groves, MD

Banner|Aetna
Chief Medical Officer



Frank Dumont, MD, FACP

Virta Health
Medical Director



Lindsay Johnson

Virta Health
Employer Partnerships

America is Losing the War on T2 Diabetes and PreDiabetes

1. 11.3% of adults have T2D
2. 33.8% of adults have prediabetes
3. Reversal IS possible: **Virta can *reverse*** T2 diabetes and prediabetes
4. Reversal **changes lives** and makes **economic** sense
5. Virta has delivered **proven clinical outcomes** in over 200 customers

<https://www.cdc.gov/media/releases/2019/p1202-diabetes.html>;

<https://www.cdc.gov/diabetes/data/statistics-report/index.html>;

JAMA via <https://www.washingtonpost.com/health/2022/04/05/prediabetes-youth/>



Virta is a medical treatment slotting in alongside other offerings to give member choice to reverse their diabetes

Member Choice

Members haven't had the option to get off of their diabetes Rx safely & sustainably until now.

Positioning

Virta slots in alongside your existing diabetes solutions with reversal goal (not just management).

Contrasting Messages to Members

“You can reverse diabetes” versus “You can control diabetes”



Most are unaware reversal is an option...

...but once they know, are motivated to try it

78%

Percentage of people living with type 2 diabetes that are unaware of reversal, or know very little about it



I was in tears speaking to my Virta enrollment advisor because I felt like I had found the answers I'd been looking for.

87%

Percentage of people living with type 2 saying they will make reversal a personal goal, after becoming aware of the method



When I heard this was an option, it brought me back to when I first told my kids I had diabetes and how fearful they were. I'm doing this for them.



Chris

Banner|Aetna Member

Mechanic, Tempe Union School District

Reversed Diabetes with Virta

Lower A1c

-1.7%

From 7.2% to
5.5%

Weight Loss

-113 lbs

From 255
pounds
to 142 pounds

**Med
Reduction**

Eliminated all 3 diabetes
medications (Metformin,
Pioglitazone, Januvia)

Why Virta through Banner|Aetna

In-network opt-in via BannerAetna	Agreements, eligibility and claims billing already set up via B A
Hard Dollar ROI	\$200 pppm net savings, which is 5x any other digital health vendor
No Financial Risk	Only pay for engaged patients. No PMPM. No implementation fee
250+ Employers & Health plans	Ex: City of PHX, US Foods, Pima County, Intel, Truist Bank, U-Haul
Validated Outcomes	Virta research cited in ADA Standards of Care (2019-2022)
Member Experience	Beloved by patients w/ 78 NPS, 71% 1-yr retention and \$0 for members

- Outcomes and patient experience
- Fees and value
- Q&A

Virta delivers sustained improvements beyond diabetes, including mental health and knee pain

NEW PAPERS

Diabetes Impact & Prevention



Veterans with Type 2 Diabetes, Pre-diabetes and Obesity

📄 2 year outcomes



Sustainability of Improved Health Outcomes (T2D Reversal)

📄 1-year & 📄 2-year outcomes



Diabetes Prevention

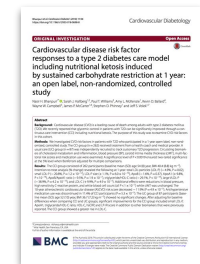
📄 2-year outcomes



Rapid Impact on Type 2 Diabetes

📄 10 week outcomes

Related Comorbidity Improvements



Cardiovascular Risk Factors

📄 1-year & 📄 2-year outcomes



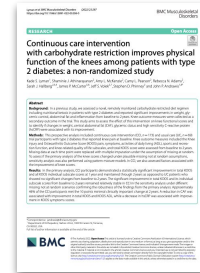
NAFLD

📄 1 year outcomes



Depressive Symptoms

📄 2 year outcomes



Knee Pain Improvements

📄 2 year outcomes

Key Outcomes:

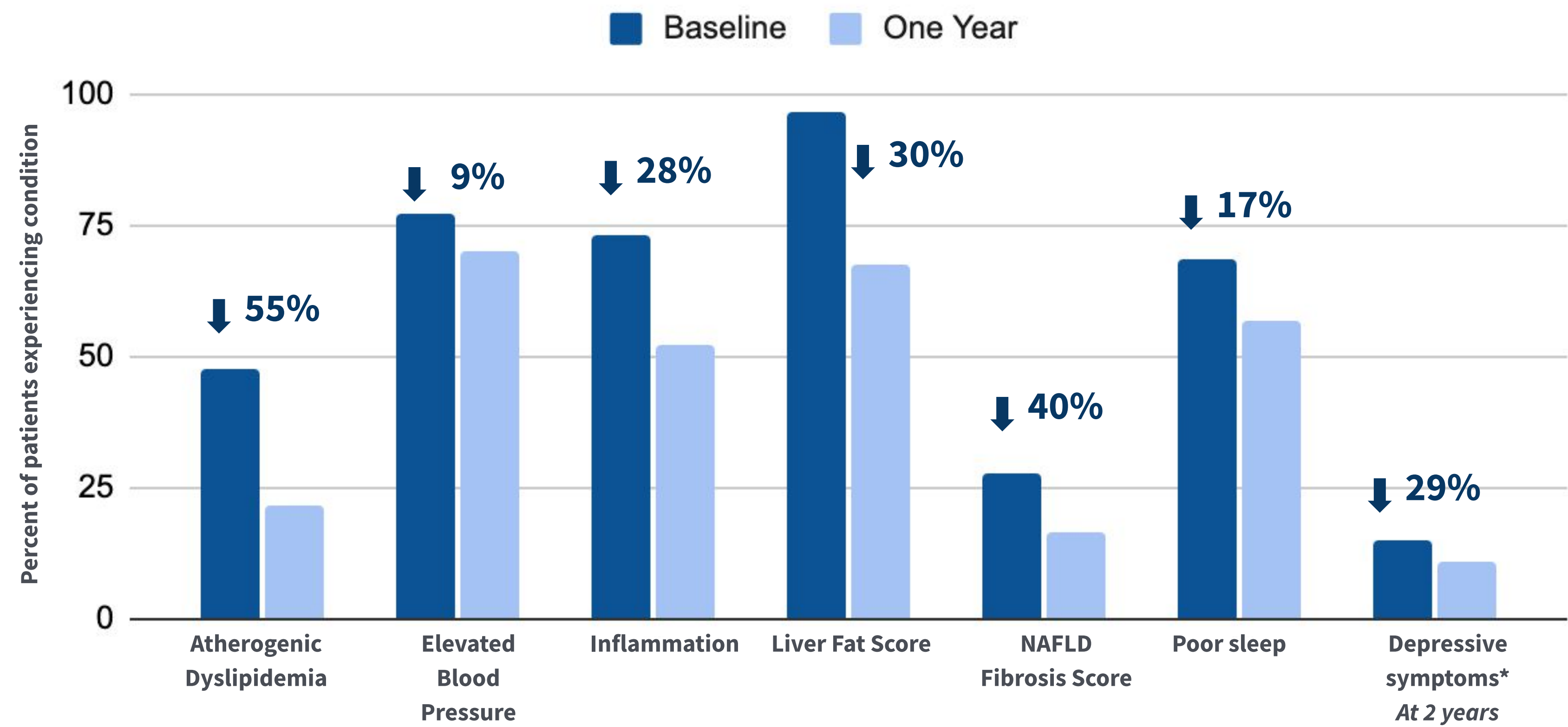
Depressive Symptoms:

29% fewer patients met clinical cut-off for depression at 2 years

Knee Pain:

46% of Virta patients see clinically meaningful improvement in knee function at 2 years

Beyond diabetes, Virta delivers meaningful benefits to overall health



Atherogenic dyslipidemia: high triglycerides and low HDL-C. Elevated blood pressure: SBP≥130 or DBP≥80 mmHg. Inflammation: hsCRP >3. Liver steatosis: NAFLD LFS > -0.640. Liver fibrosis: NAFLD LFS > 0.675. as assessed by Related publications: Hallberg SJ et al. Diabetes Therapy. 2018; Gomez EV et al. (manuscript in review); Siegmann, M. et al. Improvement in patient-reported sleep in type 2 diabetes and prediabetes participants receiving a continuous care intervention with nutritional ketosis, Sleep Medicine, Volume 55, 2019, Pages 92-99, ISSN 1389-9457, <https://doi.org/10.1016/j.sleep.2018.12.014>; Adams, R.N., Athinarayanan, S.J., McKenzie, A.L. et al. Depressive symptoms improve over 2 years of type 2 diabetes treatment via a digital continuous remote care intervention focused on carbohydrate restriction. J Behav Med (2022). <https://doi.org/10.1007/s10865-021-00272-4>

How Virta works

NUTRITIONAL THERAPY

Reduces blood sugar and
dependence on medications



ADA
validated



Low carb
approach



Tailored
to n=1



ADVANCED TELEHEALTH

Ensures engagement, safety,
and sustainability



Intensive
coaching



Remote
monitoring



Medication
management

Virta is additive to the patient's existing care team, reporting progress

Virta doesn't require any additional work from PCP

Focused on diabetes reversal, elimination of Rx

- Virta manages diabetes-specific medications
- PCP maintains relationship, managing comorbidities
- Provider to Provider consultation (*as requested*)

Virta Reporting to PCPs

Virta faxes PCP when patient milestones are reached:

- Patient enrollment
- 14 days post-enrollment
- Diabetes Rx changes
- Patient release



The difference between diabetes reversal vs. management

	Standard Care ¹ One Year Completers	Diabetes Management	Virta Clinical Trial ¹ One Year Completers	Banner Aetna Pilot ⁵ One Year Completers
A1c	↑ 0.2	↓ 0.6 ²	↓ 1.3	↓ 1.0
Rx	↑ 7%	↑ 30% ³	↓ 59%	↓ 54%
Weight Loss	0 lbs	↓ 1 lb ⁴	↓ 31 lbs	↓ 26 lbs

1. Hallberg SJ et al. Diabetes Ther. 2018; 9(2): 583-612. Outcomes among one year completers (83% retention in Virta Treatment; 90% retention in Standard Care). Rx refers to the net change in diabetes-specific prescription volume at one year (which excludes metformin) compared to baseline and multiple insulins prescribed to a patient were counted as one rx.

2. Bollyky JB et al. JMIR Diabetes. 2019; 4, e14799 (Outcomes among one year completers (44% retention in Livongo).

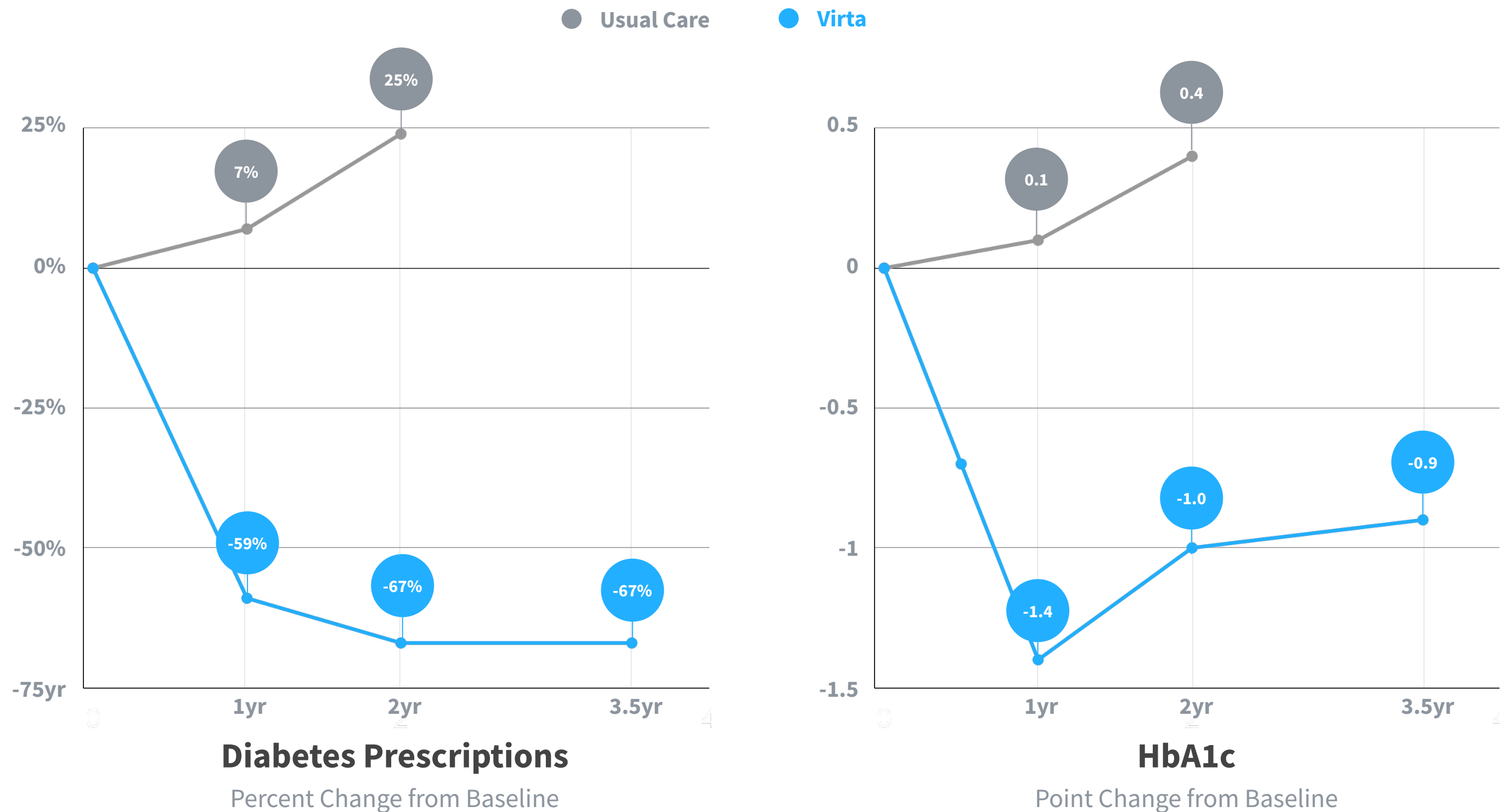
3. Diabetes-related prescription utilization according to five-client, two-year DiD analysis (slide 34). Livongo presentation at EBPA 2018.

https://www.ebpa.org/resources/presentations/2018/Livongo_EBPA_20SEP2018.pdf

4. Bollyky JB et al. J Diabetes Res. 2018; 3961730. (Outcomes at 12 weeks for Livongo + scale group).

5. Virta internal EMR data at 360 days for BannerAetna patient population with type 2 diabetes enrolled >360 days at time of analysis. Results as of 1/25/22. N=26

Virta shows sustained clinical improvements over 3.5 years



Note: Year 0-2 data came from clinical trial with control group. Year 2+ data came from follow-up study without control group.

Outcomes from a 2-year clinical trial were previously reported in Hallberg SJ et al. Diabetes Therapy. 2018; 9:583-612 and Athinarayanan SJ et al. Frontiers in Endocrinology. 2019; 10:348 where 262 participants selected the Virta Treatment and 87 participants selected to receive usual care. At the end of the 2-year trial, 169 of 194 Virta group participants consented to participate in a 3-year follow up study. Outcomes 1.5 years into follow up (3.5 years since initial trial enrollment) were presented at ENDO 2020 (McKenzie AL et al. Journal of the Endocrine Society. 2020; 4(Supplement 1):SUN-LB113). "Diabetes-Specific Prescriptions" is defined as the total number of diabetes medications prescribed to the group, excluding metformin.

- Outcomes and patient experience
- **Fees and value**
- Q&A

Only pay per-patient per month: Banner|Aetna Partner Pricing

Year 1

\$225 / PPPM

12+ Months

\$175 / PPPM

What you don't pay for:

- Implementation
- Setup
- Fee-for-service
(unlimited access)
- Digital medical
equipment
- Non-participants

Virta delivers hard savings in 1-year

\$425_{PPPM}

Claims-validated Savings

More than 5x typical diabetes management solutions¹

\$510k

Annual Estimated Savings Per 5,000 Covered Lives

Assumes 10% diabetes prevalence and Virta
recommended marketing tactics²

1. Virta Health, Analysis of Type 2 Diabetes Reversal Cost Savings, Sept 2021 (Virta)

2. Assumes 20% enrollment rate and \$5,100 annual savings per patient per year.

Easy Next Steps via BannerAetna

1. Verbal approval to B|A to add Virta as covered medical benefit
2. B|A sends work order to Virta
3. Virta is an opt-in, in-network medical treatment with eligibility, claims billing, agreements already set up with B|A
4. Share marketing plan and employer toolkit
5. Launch in 8 weeks



Gilbert Y

Pima County for 25 years,
on Virta for 5 months

Lost 74 pounds

**Reduced average fasting
glucose by 80 mg/dL**

**Has increased energy and
feels incredible**

- Outcomes and patient experience
- Fees and value
- Q&A

Appendix: Supporting Documents





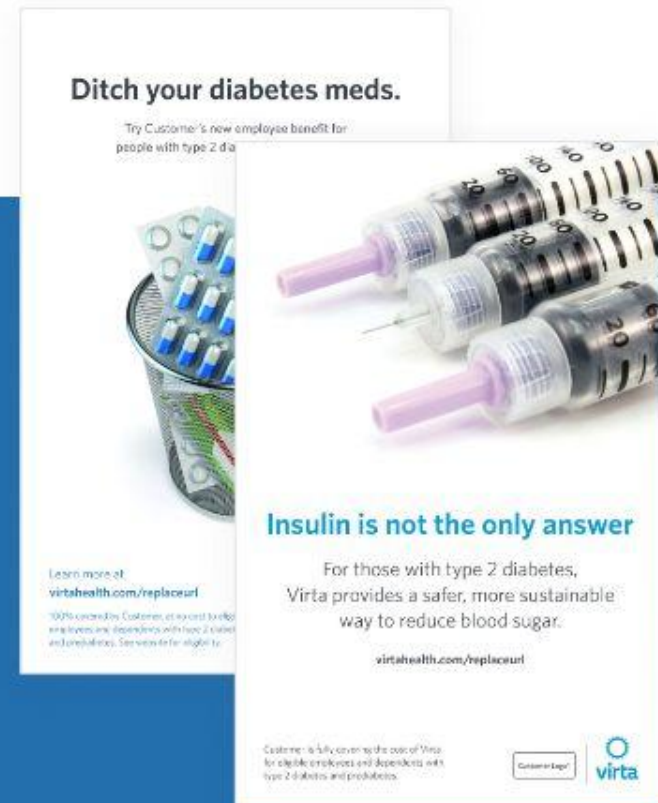
Virta's diabetes reversal can be your partner give member choice and **slots in alongside other solutions.**

Virta is **a licensed medical provider**, treating patients in all 50 states states.

Unmatched clinical and financial outcomes; **10 peer-reviewed/published papers**, with third-party validated, claims-based savings.

Virta delivers **hard-cost ROI**; customers pay only per engaged participant, and members pay \$0.

Patient experience: enrollment



Marketing & Enrollment

Virta responsible for multi-channel marketing campaign, eligibility checking, and enrollment

Intro to Clinical Team

Virta clinical team runs a clinical intake call to take patients medical history and ensure readiness for treatment

Medical Equipment and Supplies

Virta delivers remote monitoring equipment, including connected scale, glucose meter, testing strips, and reading materials

Guided Education Curriculum

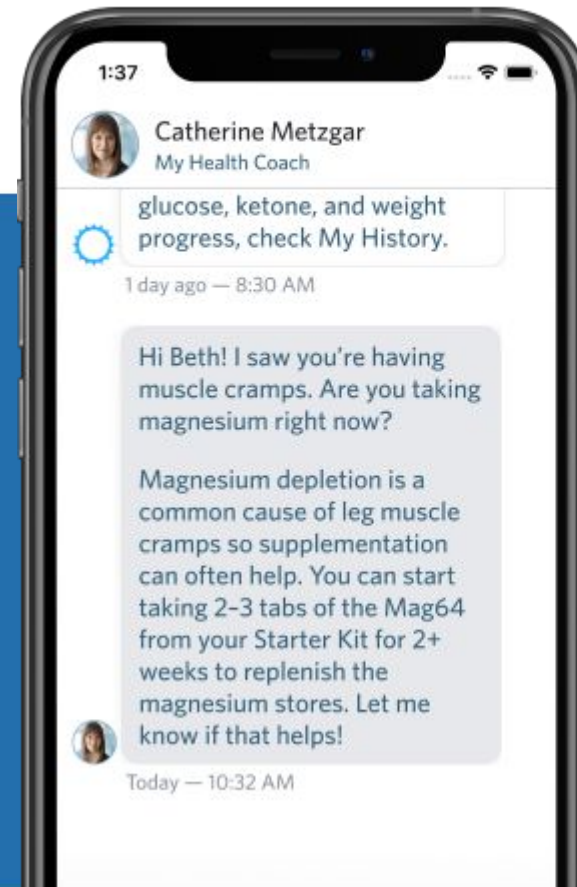
Patients review easy-to-understand video and written e-learning resources that prepare them for treatment

Patient experience: treatment



Nutritional Changes

Patients engage in personalized carbohydrate restriction. Encouraged to eat until full; no calorie counting.



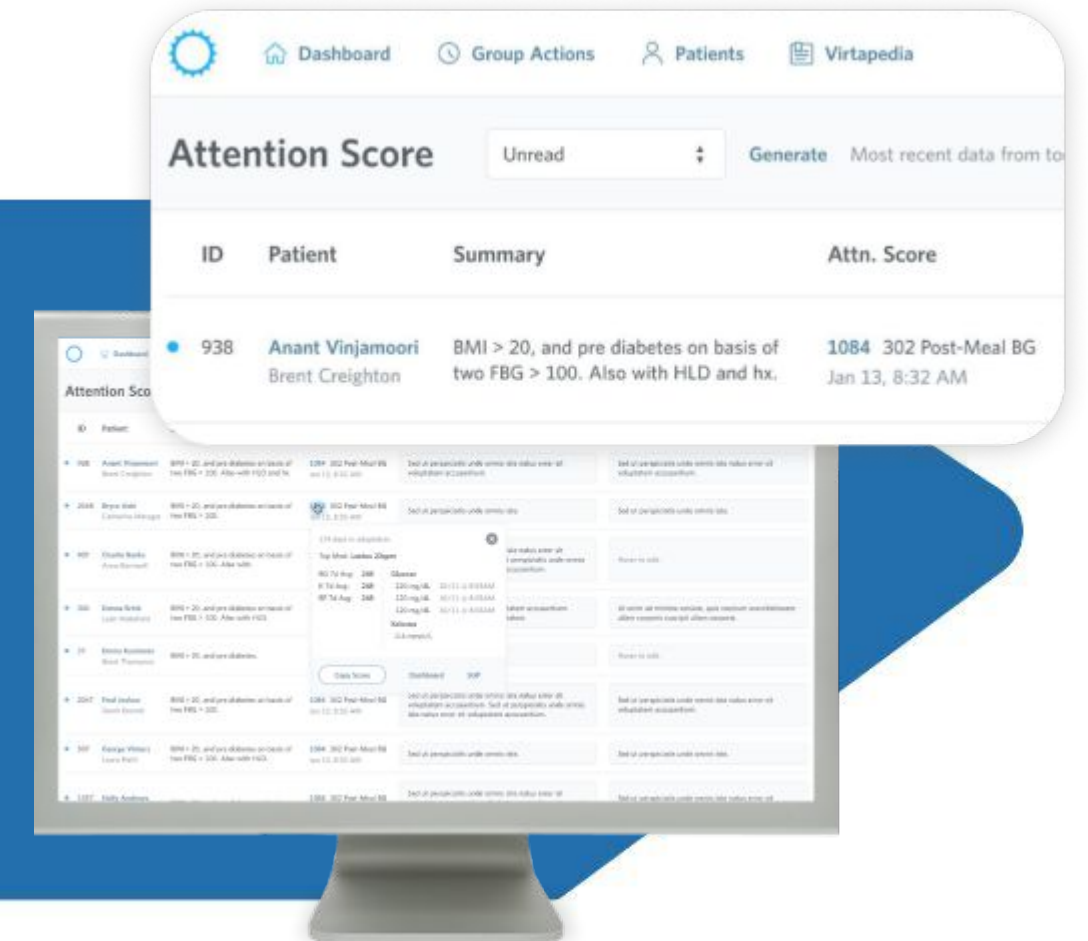
Health Coaching

Patients engage in frequent chats with dedicated health coach team, with near daily interactions.



Biomarker Logging

Patients track blood glucose, ketones, weight, and behavioral factors such as mood and hunger.

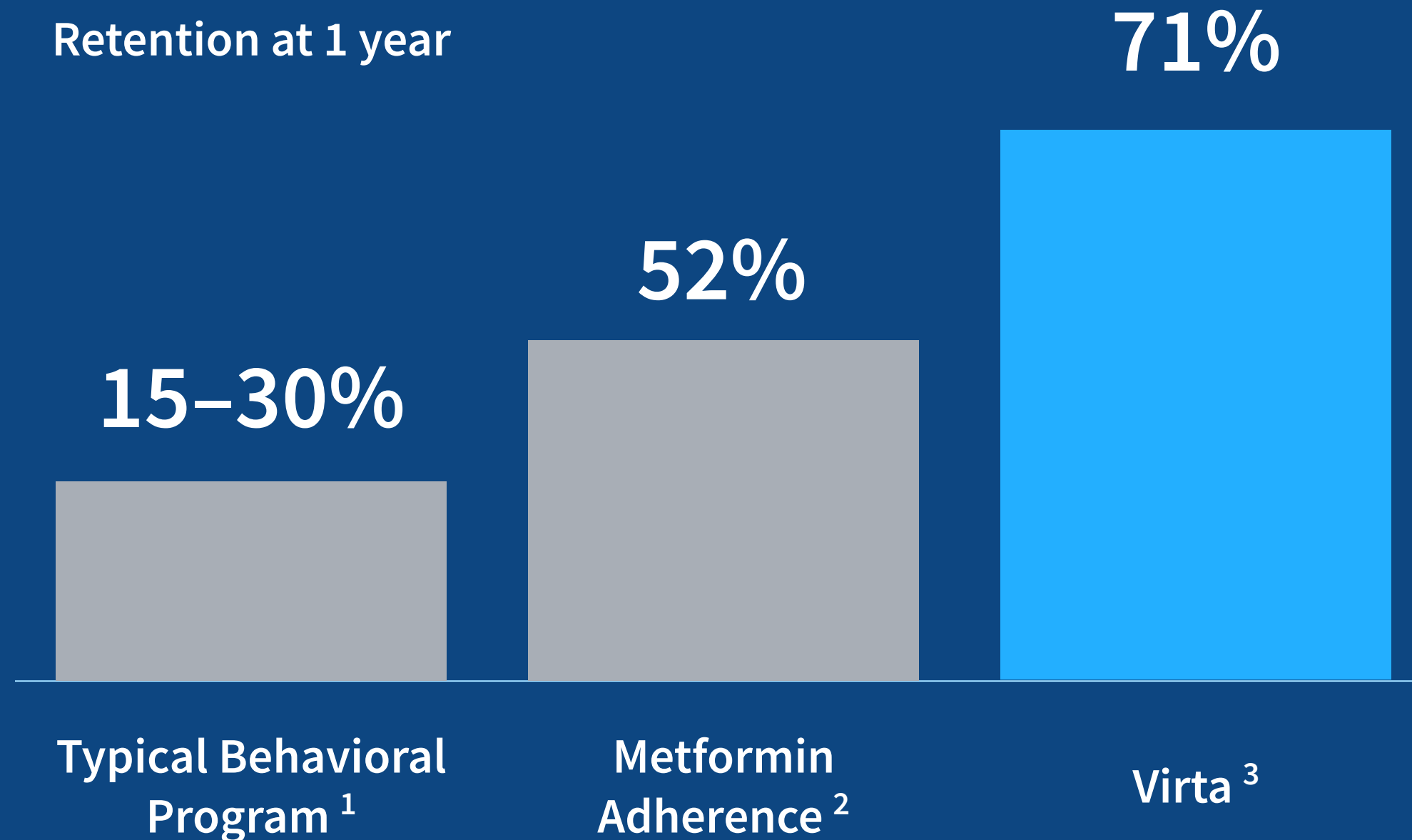


Provider-led De-prescription

Providers monitor patient biomarkers to safely wean them off medications, often adjusting dosages 5-10 times in the first 10 weeks, and communicate changes to PCP.
* Providers = physicians, nurses & nurse practitioners

Sustained Success

Virta Book of Business



1. Martin CK. Weight loss and retention in a commercial weight loss program. *Int J Obesity*. 2010 Apr; 34(4): 742-750






2. Campbell, DJT, Campbell, DB, Ogundeji, Y, et al. First-line pharmacotherapy for incident type 2 diabetes: Prescription patterns, adherence and associated costs. *Diabet Med*. 2021; 38:e14622. <https://doi.org/10.1111/dme.14622>

3. Virta Registry Data, Cumulative 1-year retention rates for all commercial patients

What drives Virta retention?

- Promise of Reversal
- Rapid Health Improvement
- Data-Powered Care Team

Virta succeeds in any population

	1 year outcomes				
			 CONCORDIA PLANS		
eA1c	↓ 1.1	↓ 1.2	↓ 1.2	↓ 1.6	↓ 1.3
% T2D-Specific Rx Eliminated	60%	64%	65%	63%	57%
Weight Loss	↓ 16 lbs	↓ 18 lbs	↓ 26 lbs	↓ 19 lbs	↓ 19 lbs

Virta Health Registry for Remote Care of Chronic Conditions: Clinical outcomes among real-world patients with type 2 diabetes treated one year. October 6, 2021.
N= 180 US Foods, 104 Nielsen, 253 Concordia, 187 JLL, 274 Purdue, 3876 Virta Enterprise patients with T2D. Baseline HbA1c was laboratory measured. In the absence of follow up laboratory data, eA1c is derived from a proprietary model which estimates A1c on each day based on baseline information and actual biomarker data recorded on each patient in the last 120 days. The median absolute error is 0.23. Weight loss utilizes 3d average carried forward from last recorded in case of missing data at one year. Rx elimination is the percentage of non-metformin diabetes medications at baseline discontinued one year into treatment; if a patient was prescribed multiple insulins, all insulins had to be deprescribed to consider the medication to be eliminated.



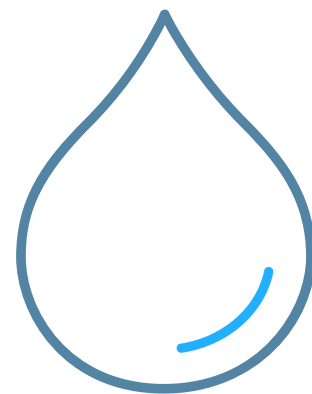
At 5 years, Virta delivers lasting health improvements along with significant medication reduction



Retention

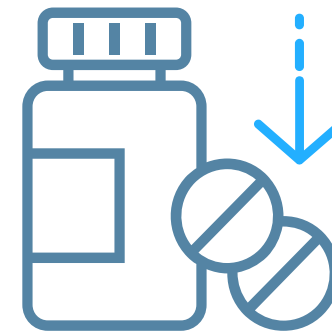
72%

42% of original trial



Average A1c change

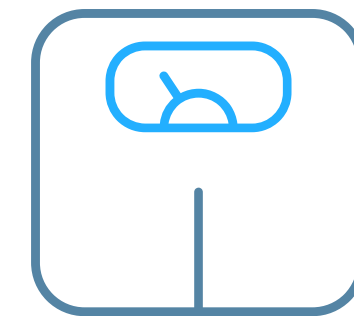
-0.3



Diabetes Rx elimination

Excluding metformin

-60%



Average weight loss

-7.6%

Athinarayanan SJ et al. Five-Year Weight and Glycemic Outcomes following a Very-Low-Carbohydrate Intervention Including Nutritional Ketosis in Patients with Type 2 Diabetes. Diabetes 1 June 2022; 71 (Supplement_1): 832-P. <https://doi.org/10.2337/db22-832-P>. An intent-to-treat analysis, n=169 consented to 3-year trial follow up of original 2 year trial.

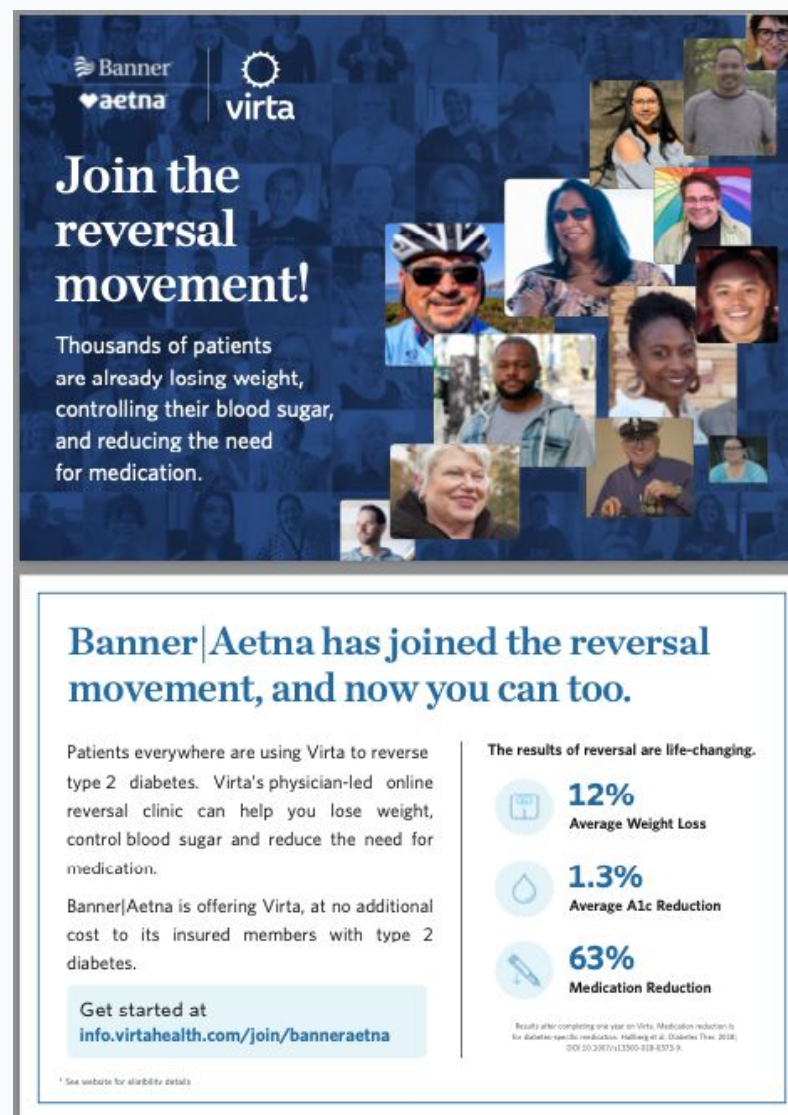


250+ employers and health plans choose Virta



Our expert-vetted content ‘simplifies the complex’ around health and behavior change

Awareness



Join the reversal movement!

Thousands of patients are already losing weight, controlling their blood sugar, and reducing the need for medication.

Banner|Aetna has joined the reversal movement, and now you can too.

Patients everywhere are using Virta to reverse type 2 diabetes. Virta's physician-led online reversal clinic can help you lose weight, control blood sugar and reduce the need for medication.

Banner|Aetna is offering Virta, at no additional cost to its insured members with type 2 diabetes.

Get started at
info.virtahealth.com/join/banneraetna

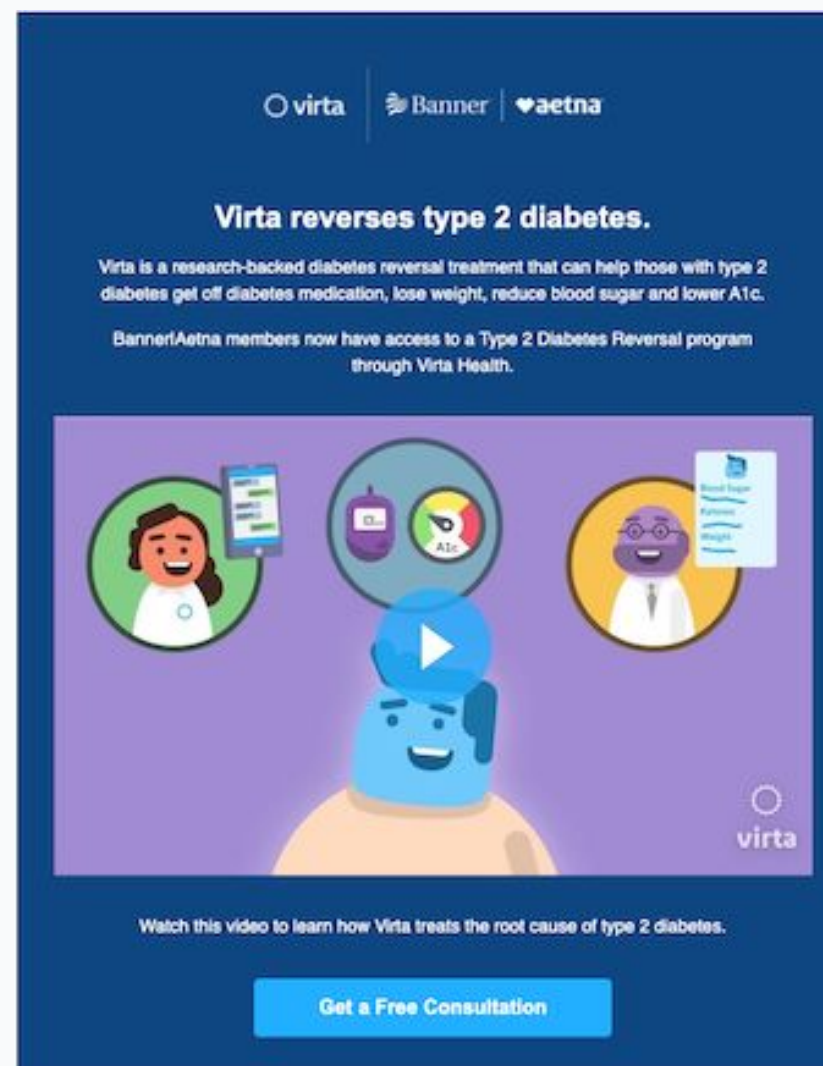
The results of reversal are life-changing.

- 12%**
Average Weight Loss
- 1.3%**
Average A1c Reduction
- 63%**
Medication Reduction

Results after completing one year on Virta. Medication reduction is for diabetes-specific medications. Hallberg et al. Diabetes Ther. 2018; 11(2):205-213. ©2019 Virta Health.

Sample Home Mailer

Education



Virta reverses type 2 diabetes.

Virta is a research-backed diabetes reversal treatment that can help those with type 2 diabetes get off diabetes medication, lose weight, reduce blood sugar and lower A1c.

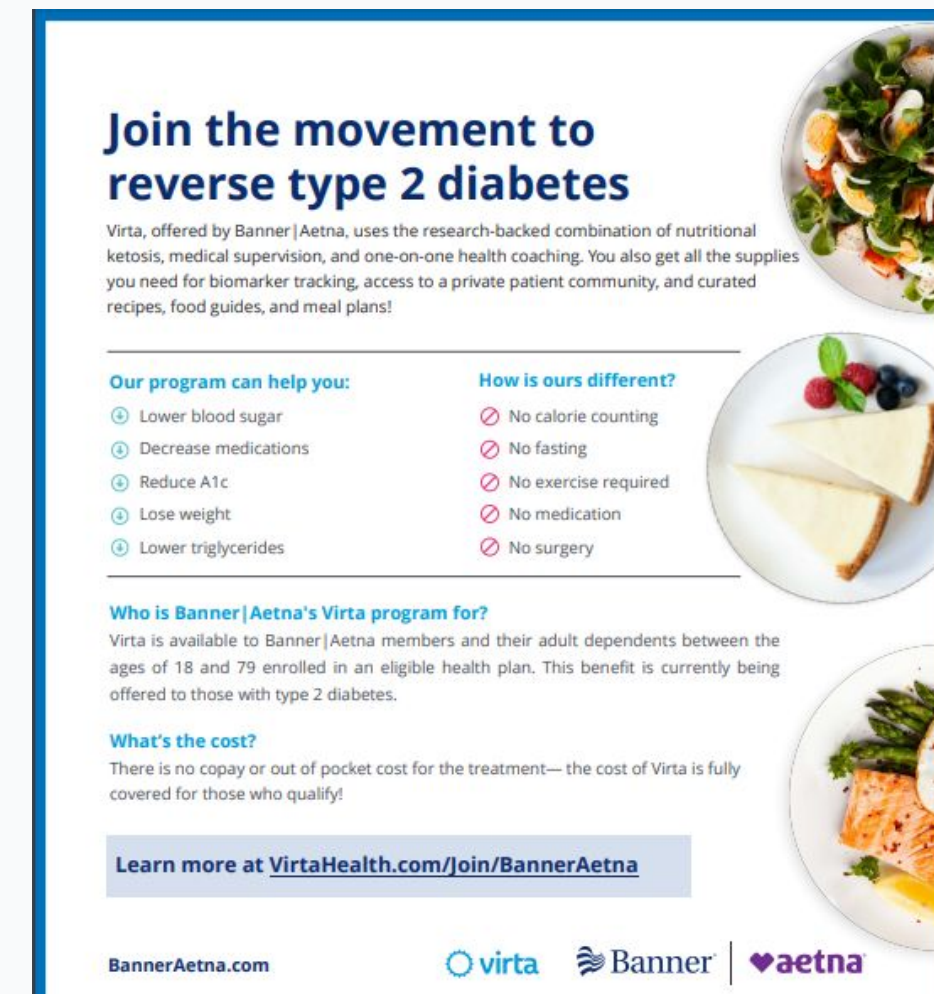
Banner|Aetna members now have access to a Type 2 Diabetes Reversal program through Virta Health.

Watch this video to learn how Virta treats the root cause of type 2 diabetes.

Get a Free Consultation

Sample Email

Motivation



Join the movement to reverse type 2 diabetes

Virta, offered by Banner|Aetna, uses the research-backed combination of nutritional ketosis, medical supervision, and one-on-one health coaching. You also get all the supplies you need for biomarker tracking, access to a private patient community, and curated recipes, food guides, and meal plans!

Our program can help you:

- Lower blood sugar
- Decrease medications
- Reduce A1c
- Lose weight
- Lower triglycerides

How is ours different?

- No calorie counting
- No fasting
- No exercise required
- No medication
- No surgery

Who is Banner|Aetna's Virta program for?

Virta is available to Banner|Aetna members and their adult dependents between the ages of 18 and 79 enrolled in an eligible health plan. This benefit is currently being offered to those with type 2 diabetes.

What's the cost?

There is no copay or out of pocket cost for the treatment—the cost of Virta is fully covered for those who qualify!

Learn more at VirtaHealth.com/join/BannerAetna

BannerAetna.com

Sample Flyer



Groups are easily added to the Virta and Banner|Aetna marketing plan

Employer toolkit will also be provided for the group to market Virta directly

Channel	Sender	Tactic	Description	Timeframe
Email	BannerAetna	New Benefit Available	Announce new benefit & access to Virta, including clinical trial results.	2nd Tuesday of the month after launch
Email	Virta	How Virta Works	Educate with Virta product explainer video.	1 week after initial email
Email	Virta	What You Get	Educate with list of included Virta features.	2 weeks after initial email
Email	Virta	Webinar Invite	Invite to Virta monthly webinar "Food as Medicine"	3 weeks after initial email
Break for 2 weeks				
Email	Virta	Food on Virta	Educate with Virta-friendly meal examples.	6 weeks after initial email
Mailer	Virta	Join the Movement	At-home mailer to eligible population	6-8 weeks after initial email
Email	Virta	Dr Stanley Letter	Inspire with personal message from Virta Medical Director.	10 weeks after initial email
Break for 2 weeks				
Email	Virta	Ditch Diabetes Meds	Educate about medication reduction benefits - save money and less blood sugar lows.	12 weeks after initial email
Email	Virta	A Day in the Life on Virta	Educate with video about day in the life on Virta.	15 weeks after initial email
Email	Virta	Exclusive Benefits	Reminder about Virta features and all that is covered with the treatment	17 weeks after initial email



Virta continues to focus on personalization at scale, enabled by technology and research



Focus on Outcomes

Increased emphasis on outcomes, especially health equity and cost improvement



Clinical Research Expansion

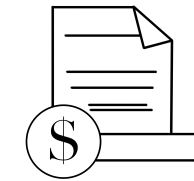
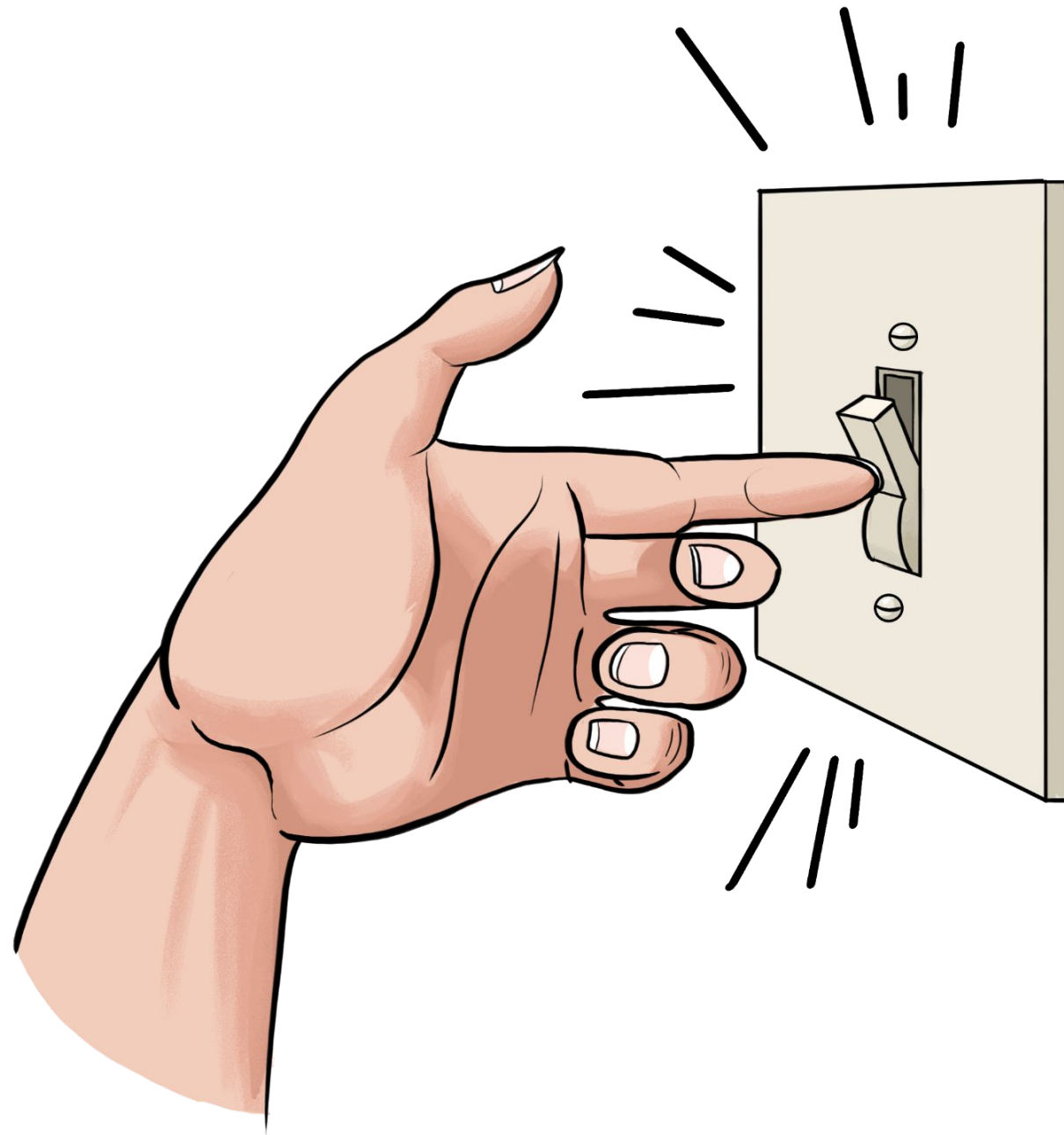
Continued assessment of Virta's impact on broad metabolic improvement



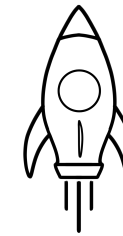
Technology Innovation

Improvements that allow for better, faster and more efficient care for patients and partners

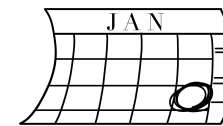
Working with Virta is easy



**Bill through Banner|Aetna
claims already in place**



**Launch anytime,
including off-cycle**



8 weeks to implement



**Agreements and eligibility
through B|A, already in place**



**Partner with B|A for marketing
& reporting support**

The Virta treatment addresses key social determinants

SDOH Factors

How Virta Addresses

Access to transportation

Care provided virtually

Access to food

Extensive and individualized food education

Income

Less out-of-pocket Rx costs

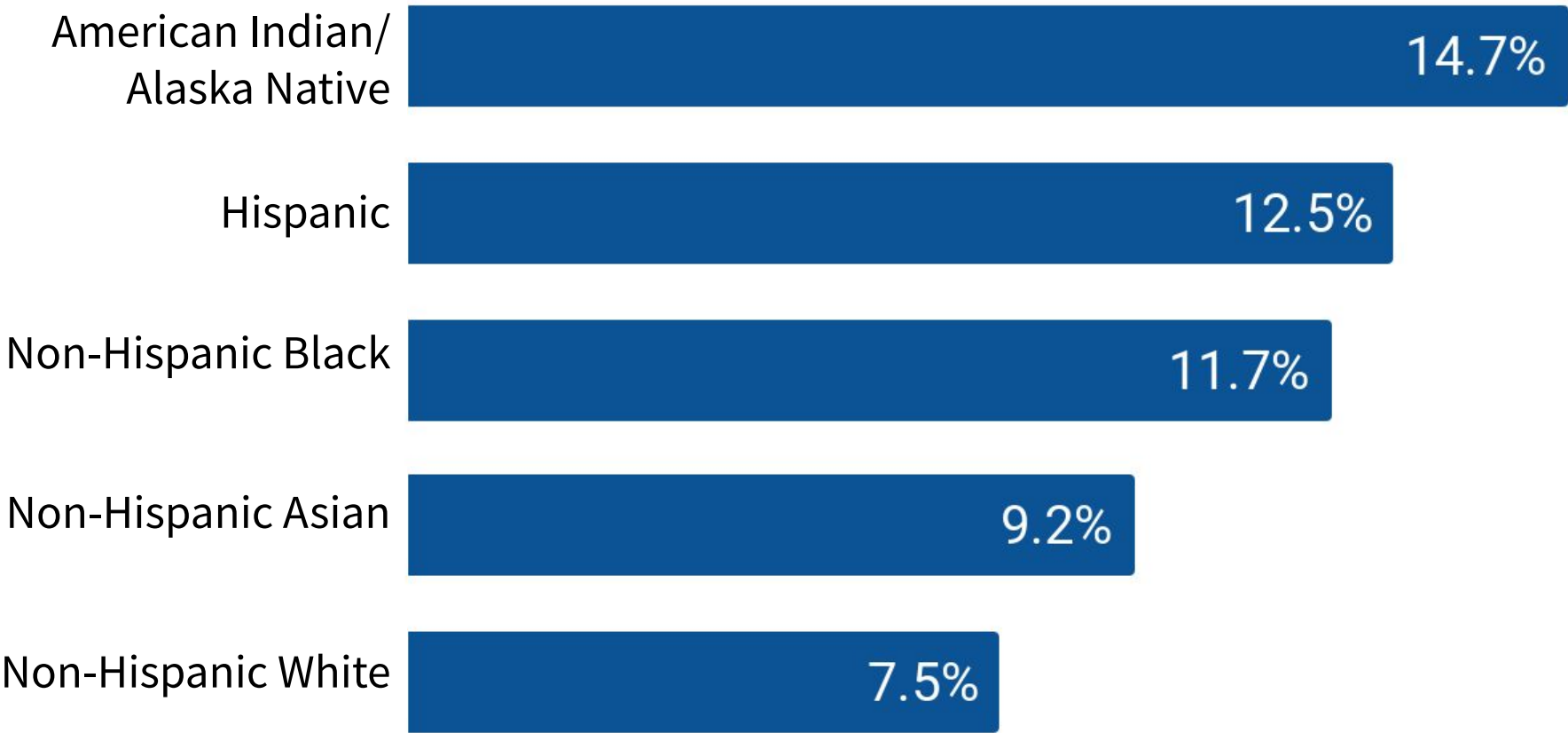
Access to community

Care team and patient peer community 24/7

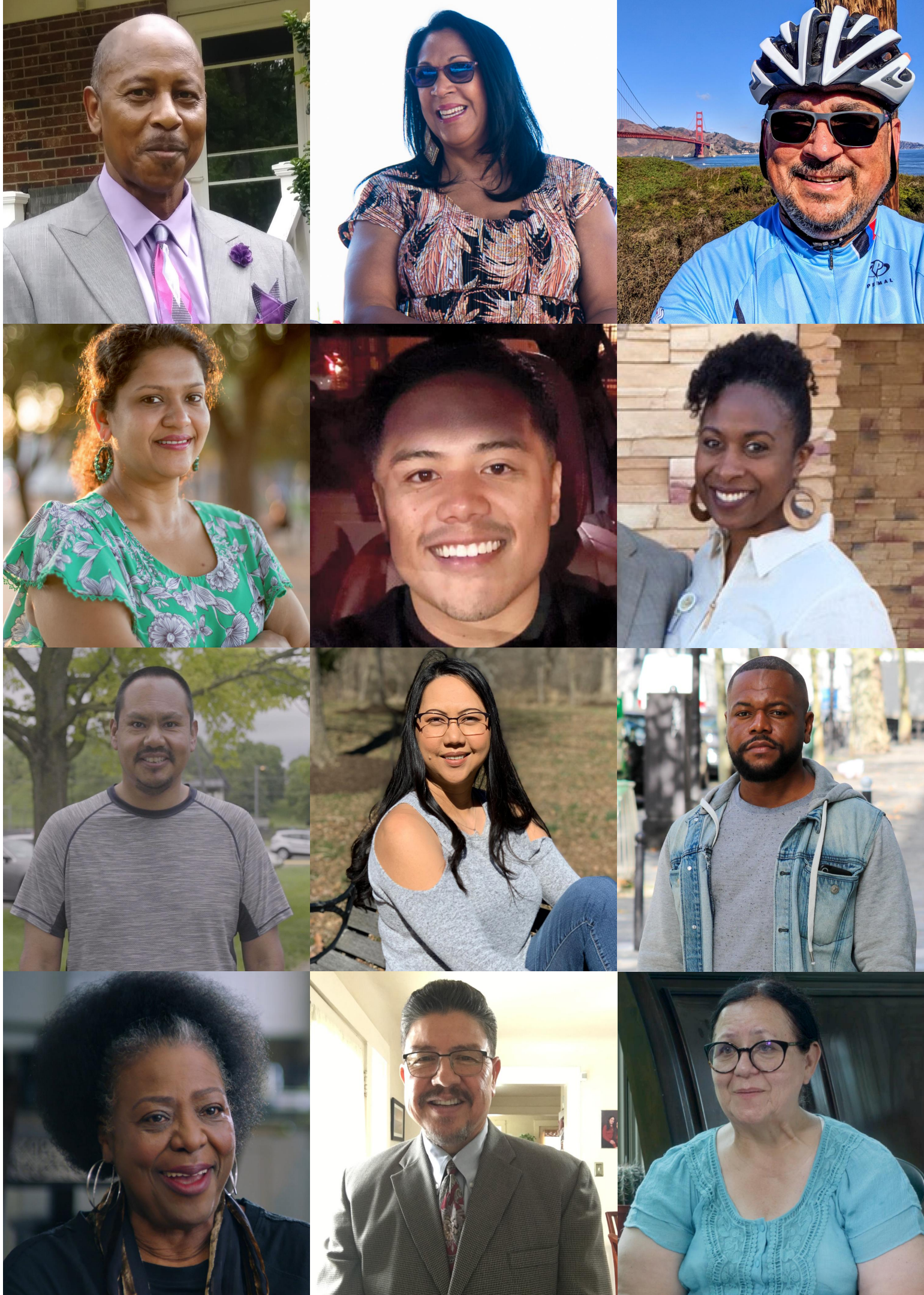


T2D disproportionately affects ethnic minority groups

% Prevalence of Type 2 Diabetes by Ethnic Group
(US Adults, 2017-18)



Source: CDC, National Diabetes Statistics Report, 2020



The Virta treatment can accommodate a variety of dietary preferences and budgets

Live in a food desert



Frozen vegetables
Canned fish and meat
Pickles

Vegetarian



Tofu and/or eggs
Riced cauliflower
Meat substitutes

Prefer ethnic cuisine



Mexican-inspired cheese tacos
Asian-inspired fried cauliflower rice
Thai-inspired soups

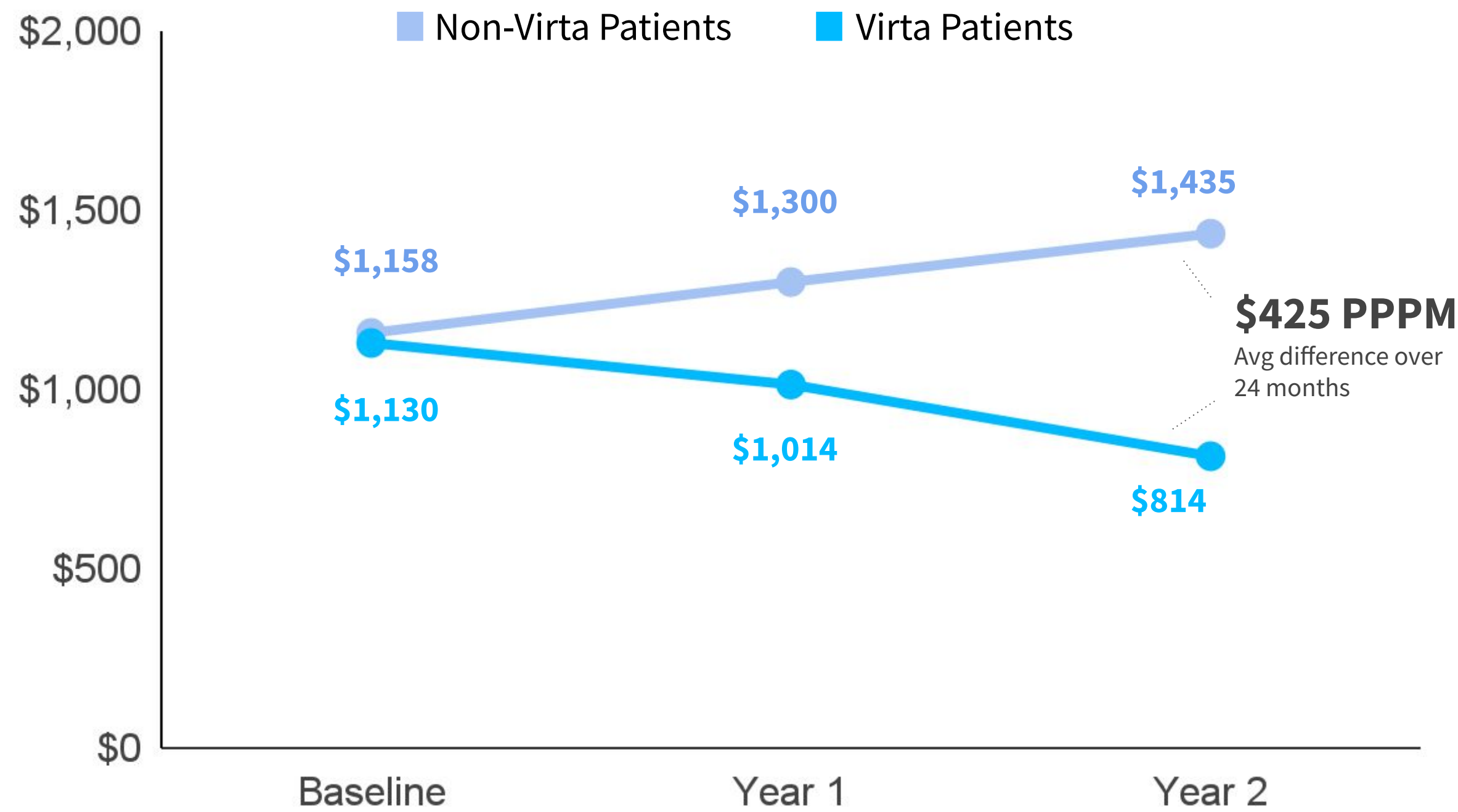
No-cook / Low budget



Pre-packaged salads
Deli roll-ups
Fast food options

Analysis with third-party validated methodology shows savings of \$425 PPPM over 2 years

Medical costs per participant per month



About this analysis:

- Virta Health actuaries conducted this retrospective analysis using a third-party validated methodology and real-world claims data from 3 large commercial deployments
- Analysis included data from 435 Virta patients, from 2017 through 2020 and includes patients across 30+ states from rural, urban, and suburban areas
- Savings are calculated by analyzing the difference-in-differences in allowed claims cost between Virta and non-Virta type 2 diabetes members
- Reference group of non-Virta patients was made up of patients within same customer to minimize differences in plan design

98% of people with T2D will experience at least one other chronic condition – Virta benefits the whole person

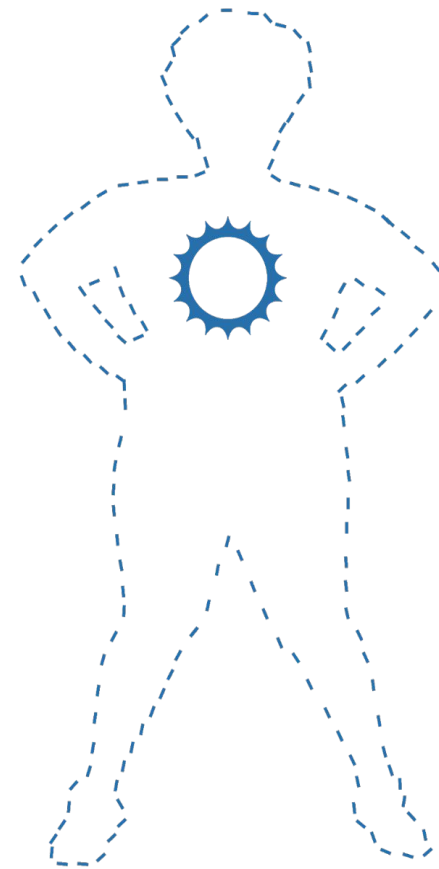
Core Diabetes Reversal Outcomes



Reduce HbA1c



Reduce or Eliminate Diabetes Rx



Additional Proven Clinical Outcomes

- Reduce Weight
- Reduce Blood Pressure
- Improve Lipids
- Reduce Inflammation
- Improve Liver Function
- Address Musculoskeletal Pain
- Improve Sleep
- Reduce Depression