

Pioneering a New Era in Healthcare

Livongo is the first company at the intersection of data science, behavior enablement, and clinical impact with the technologies and capabilities to Silence Noisy Healthcare.™



Trina M., Livongo Member

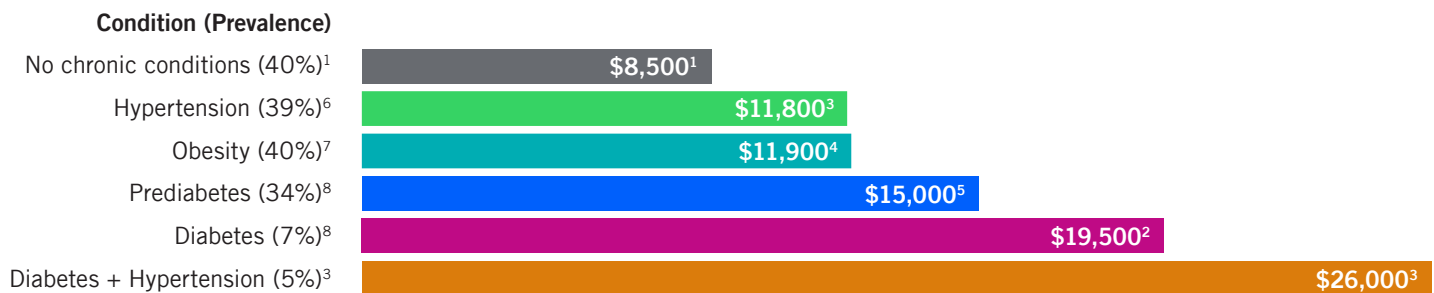
ABOUT LIVONGO

Livongo, the leading Applied Health Signals company, empowers people with chronic conditions to live better and healthier lives. Livongo's team of data scientists aggregate and interpret substantial amounts of health data and information to create actionable, personalized, and timely insights and nudges delivered to our members to help them stay healthier. Our approach is leading to better clinical and financial outcomes while creating a better experience for people with chronic conditions that include diabetes, prediabetes, hypertension, weight management, and behavioral health.

HEALTHCARE TODAY IS CONFUSING, COMPLEX, AND COSTLY

Our healthcare system is failing the 135 million Americans who are living with chronic conditions. Today, chronic conditions are the leading cause of death and disability in America and a leading driver of healthcare costs.¹

AVERAGE ANNUAL MEDICAL COSTS PER PERSON



6 in 10

adults in the U.S. have a chronic condition¹

4 in 10

adults have two or more chronic conditions¹

1 in 5

adults has a behavioral health condition⁹

\$3.3 Trillion

in annual healthcare costs, led by chronic conditions¹

91%

of people with chronic conditions say they need more help managing their condition¹⁰

1. National Center for Chronic Disease Prevention, Centers for Disease Control and Prevention, 2018.
 2. Economic Costs of Diabetes in the U.S. American Diabetes Association, 2018.
 3. Annual Total Medical Expenditures Associated with Hypertension by Diabetes Status in U.S. Adults, 2017.
 4. Annual Medical Spending Attributable To Obesity: Payer-And Service-Specific Estimates, 2009.
 5. The Impact of Medical Care Expenditures of Individuals Progressing from Prediabetes to Diabetes. Population Health Management, 2017.

6. Nearly half of U.S. Adults Could Now be Classified with High Blood Pressure, Under New Definitions. American Heart Association. 2017.
 7. Adult Obesity Facts, Centers for Disease Control and Prevention, 2018.
 8. National Diabetes Statistics Report, Centers for Disease Control and Prevention, 2017.
 9. Prevalence of Any Mental Illness. National Institute for Mental Health. 2016.
 10. Strengthening Chronic Care West Chronic Disease Report. 2017.

A UNIQUE EXPERIENCE FOR EVERY MEMBER

Our personalized approach provides members with the right information and support at the right time that leads to behavior change.

Connected Technology



- ▶ Cellular-enabled
- ▶ Bi-directional
- ▶ Over-the-air updates
- ▶ Blood Glucose Meter
- ▶ Blood Pressure Monitor
- ▶ Scale

Health Signals



- ▶ Live and digital coaching
- ▶ Delivered through cellular devices, mobile app, and web portal
- ▶ Actionable
- ▶ Personalized
- ▶ Timely

Expert Coaches



- ▶ Highly qualified and experienced
- ▶ Following ADA, AADE, and AHA standards of care
- ▶ Unlimited live 1:1 coaching
- ▶ 24/7 remote monitoring with emergency outreach

Value Drivers



- ▶ Closing gaps in care
- ▶ Medication optimization
- ▶ Care coordination and integration

PROVEN IMPACT

Industry Leading Satisfaction

+66

Net Promoter Score¹¹

Measurable Clinical Outcomes

▼ 0.8 HbA1c

with 15% Reduction in Hypoglycemia¹²

▼ 9 mmHG

Systolic Blood Pressure Reduction¹³

▼ 5.5%

Average Weight Loss¹⁴

74%

Depression Score Improvement¹⁵

Demonstrated Financial Results

\$131

PPPM Cost Savings¹⁶

INDUSTRY-LEADING ORGANIZATIONS SELECT AND PARTNER WITH LIVONGO

650+ clients, with a 95% retention rate, who represent 25% of Fortune 500 companies and over 20 industries. We partner with 15 of the largest health plans and the top two pharmacy benefit managers.

UNPARALLELED EXPERTISE DRIVING STRONG GROWTH

Livongo's leadership team is comprised of executives with proven experience at well known healthcare organizations including Allscripts, Cerner, Castlight, Cigna, GE Healthcare, 23andMe, the American Diabetes Association and Sanofi. Livongo leads the way in defining the future of healthcare and technology with the addition of executives from the technology industry including Apple, Google, Intel, Oracle, Tesla, Twitter and Evernote.

11. Livongo Business Report. November 2018.

12. Livongo for Diabetes book of business as of April 2019.

13. Hypertension Beta Program Results. August 2018.

14. Livongo Weight Management and DPP Book of Business. May 2019.

15. Abbulimen, S. & Hirsch, A. (2018). Quantifying the Economic Impact of a Digital Self-Care Behavioral Health Platform on Missouri Medicaid Expenditures. Journal of Medical Economics, DOI: 10.1080/13696998.2018.1510834.

16. For clients based on retrospective analysis of medical and available pharmacy claims for Livongo Diabetes book of business as of April 2019.