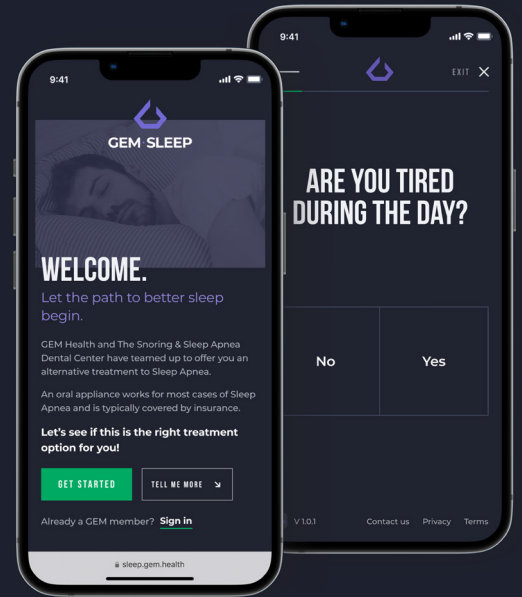


# GEM SLEEP IS THE SINGLE PATH TO A BETTER NIGHT'S SLEEP

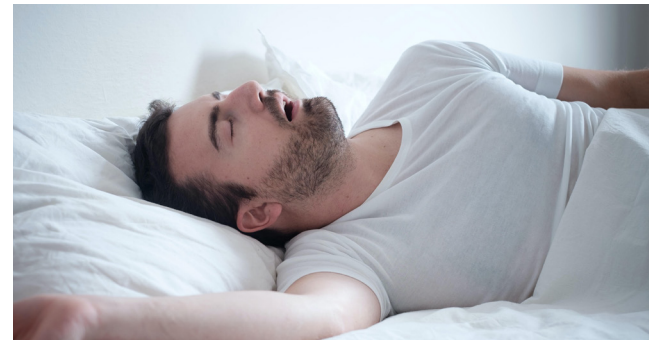
We are a virtual sleep clinic providing comprehensive sleep apnea diagnosis, treatment and support.



## WHY WE EXIST

Partnering with GEM means...

GEM SLEEP was created to help the 25 million people who are not receiving adequate treatment for their sleep apnea by making it easier and more accessible for all.



### TIMELY ACCESS

GEM simplifies the OSA member journey and saves time by defragmenting the experience. No more waiting 2-3 months to see a Sleep Doctor. Access a Home Sleep Test within 1-2 days. Access to treatment (i.e. CPAP) within 14 days.



### LOWER EPISODE COSTS

GEM SLEEP will save money by reducing episode costs. Our analysis shows that the integrated GEM experience can reduce costs by \$500 TO \$1,000 per patient to diagnosis.



### INNOVATION IN VIRTUAL CARE

Be a first-mover in the untapped, highly fragmented OSA market, bringing innovative specialty care solutions to clients, prospects, and members.

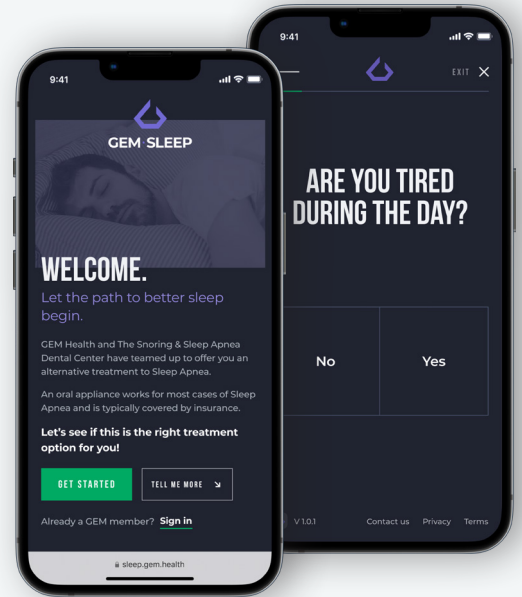


### BETTER OUTCOMES

Ongoing support during the adjustment to treatment and beyond improves adherence and health outcomes.

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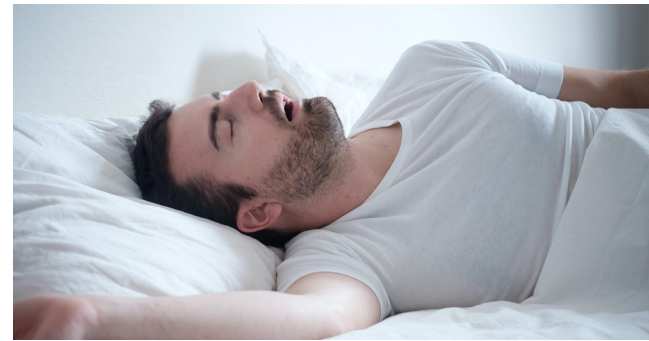
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## 25M Americans living with sleep apnea are stuck.

Most people don't even know where to start, are in denial about how they feel, or just use sleep aids and self-medicate with caffeine.

### So why are so many people stuck?

Most people don't understand how poor sleep impacts quality of life.

If they do suspect something is wrong, they are often unsure how to look for help – the process is often cumbersome, confusing and more focused on selling equipment than getting people better.

And if someone does make it all the way to treatment, there is no support to make that adjustment a success.

## OUR APPROACH

GEM SLEEP simplifies the experience to get more people the care they need.

### 01. Assess

1-minute clinical assessment to screen for likely obstructive sleep apnea

### 02. Diagnose

- Home sleep test lab order by physician
- Patient completes sleep test on their time in their home
- GEM providers review sleep test and recommend treatment

### 03. Treat

Order CPAP for home delivery or connect with a dental provider to begin treatment

### 04. Support

Coaching and peer communities to adjust and find success with treatment

1. Knauert M, Naik S, Gillespie MB, Kryger M. Clinical consequences and economic costs of untreated obstructive sleep apnea syndrome. *World J Otorhinolaryngol Head Neck Surg*. 2015 Sep 8;1(1):17-27. doi:10.1016/j.wjorl.2015.08.001. PMID: 29204536; PMCID: PMC5698527.

2. Marshall, N, Wang, K, et al. Sleep Apnea and 20-Year Follow-Up for All-Cause Mortality, Stroke, and Cancer Incidence and Mortality in the Busselton Health Study Cohort. *Journal of Clinical Sleep Medicine*. 2014 Apr 15; 10(04). DOI: 10.5664/jcs.m.3600

## 30+ MILLION

people in the U.S. suffer from obstructive sleep apnea.

Annual costs of  
**TREATED OSA:**

**\$6K**

Annual costs of  
**UNTREATED OSA:**

**\$9K**

### LEFT UNTREATED, SLEEP APNEA IS ASSOCIATED WITH:

**2.5X**

greater likelihood of developing cancer<sup>2</sup>

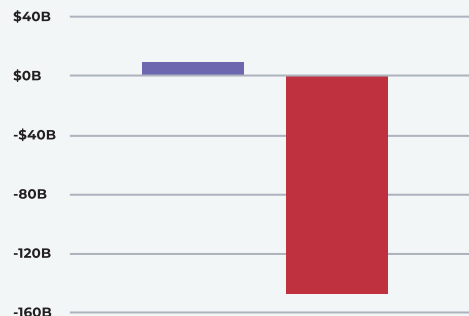
**3.7X**

more likely to have a stroke<sup>2</sup>

**4.2X**

higher mortality rate<sup>2</sup>

The U.S. sleep apnea market exceeds  
**\$5B SPENT ANNUALLY ON CARE**



Untreated sleep apnea costs society  
**MORE THAN \$150B EVERY YEAR**

If you would like to learn more about how to partner with **GEM HEALTH** and bring innovation to the virtual specialty care space that saves money and creates a more timely and better member experience, **contact Kellie Jax at [kellie@gem.health](mailto:kellie@gem.health)**