



Limber

*lim-ber • adjective
able to move easily
& smoothly*



Limber is a digital therapeutic & care navigation platform for musculoskeletal (MSK) conditions.

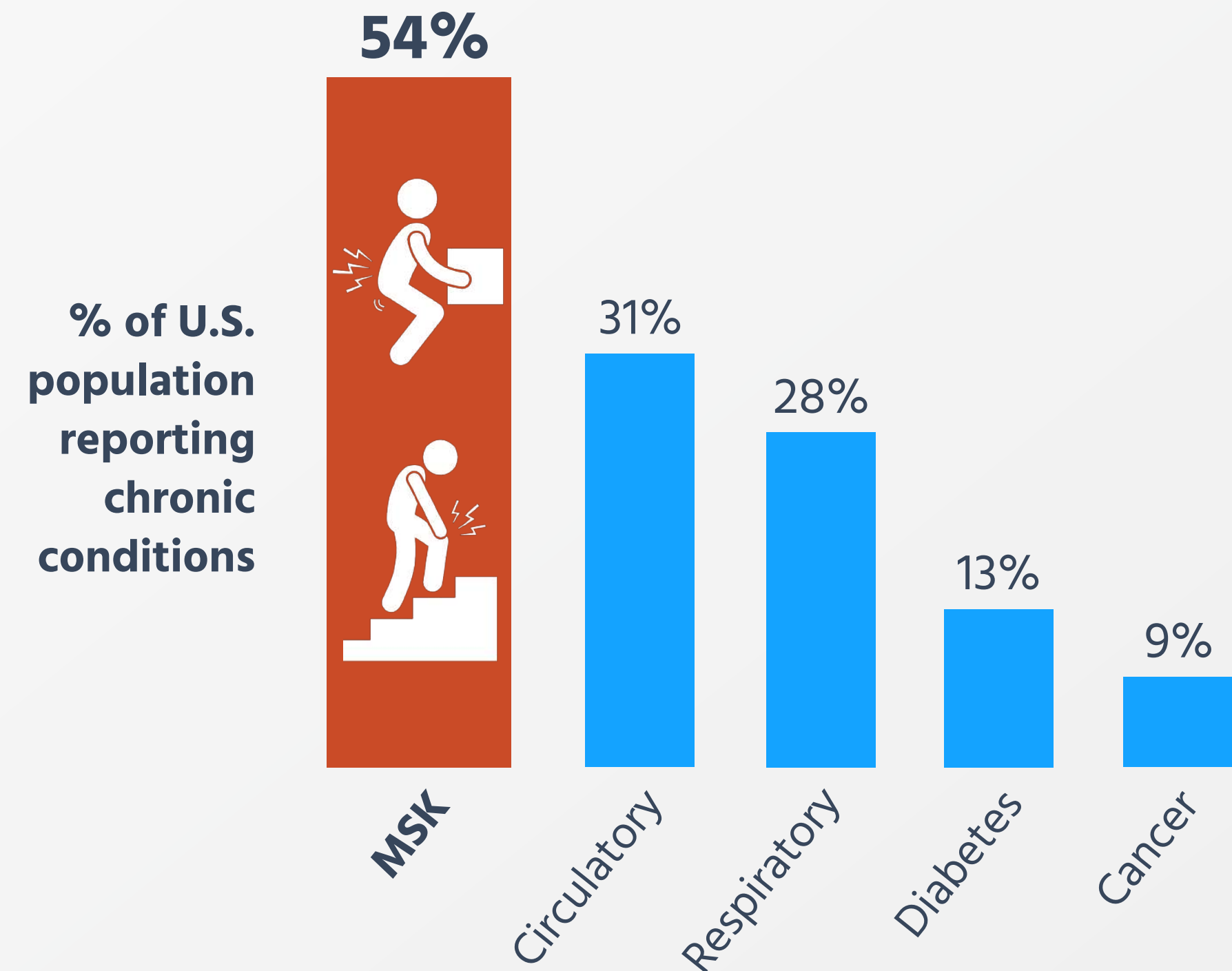
- ▶ **Clinically Proven at the Mayo Clinic**, the world's #1 rated hospital
- ▶ **Awarded 2020 Most Impactful New Technology by American Congress of Rehabilitation Medicine**, the most prestigious journal in rehab medicine



Problem

1 in 2 employees suffer from musculoskeletal (MSK) pain each year.

The most common forms include low back, knee, shoulder, hip, & neck injuries.



Source: National Center for Health Statistics

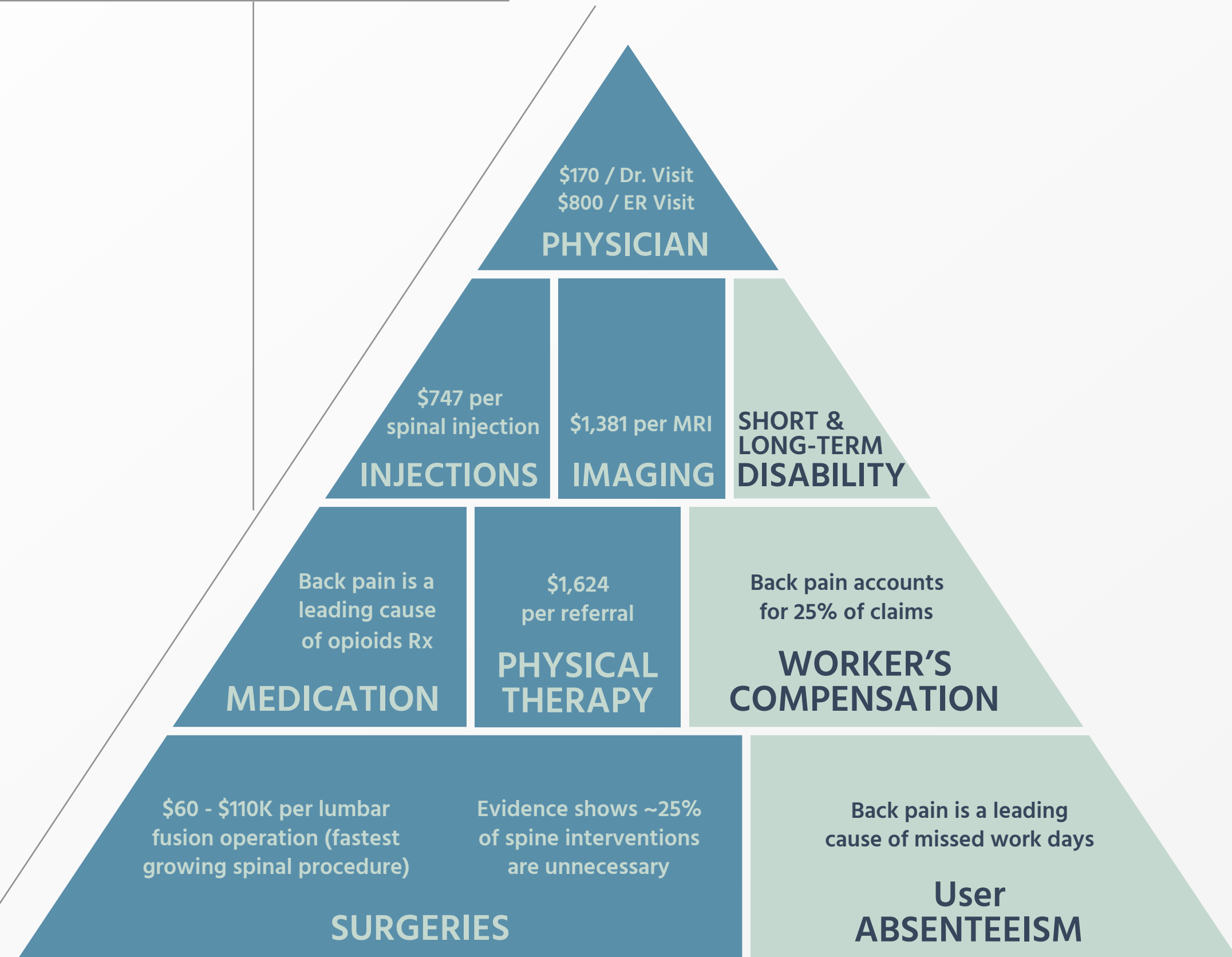
The leading cost driver for most employers / health plans:

\$65 PMPM

Average Medical Spend on MSK

\$874 Billion

Annual U.S. Cost for treatment & lost wages



■ Medical Costs ■ Nonmedical Costs

Sources: AHRQ Medical Expenditure Panel Survey, Healthcare Bluebook (Fair Price), United States Bone and Joint Initiative, National Business Group On Health, The Journal of the American Medical Association

#1 Healthcare Cost Driver in the U.S.

Due to mismanaged care, MSK now accounts for the most amount of healthcare spending of any condition.

Exercise therapy is the evidence-based first-line of care
& reduces the need for
costly medical treatment.



**PHYSICAL
THERAPY
ADHERENCE**



**MEDICAL
UTILIZATION
& MSK COSTS**



Sources: <http://bit.ly/lh-study-1>, <http://bit.ly/lh-study-2>, <http://bit.ly/lh-study-3>, <http://bit.ly/lh-study-4>,
<http://bit.ly/lh-study-5>, <http://bit.ly/lh-study-6>, <http://bit.ly/lh-study-7>

However, less than 12% of adults with MSK injuries attend Physical Therapy.

PT Challenges



High
Co-Pays



Travel
Distance



Time
Constraints

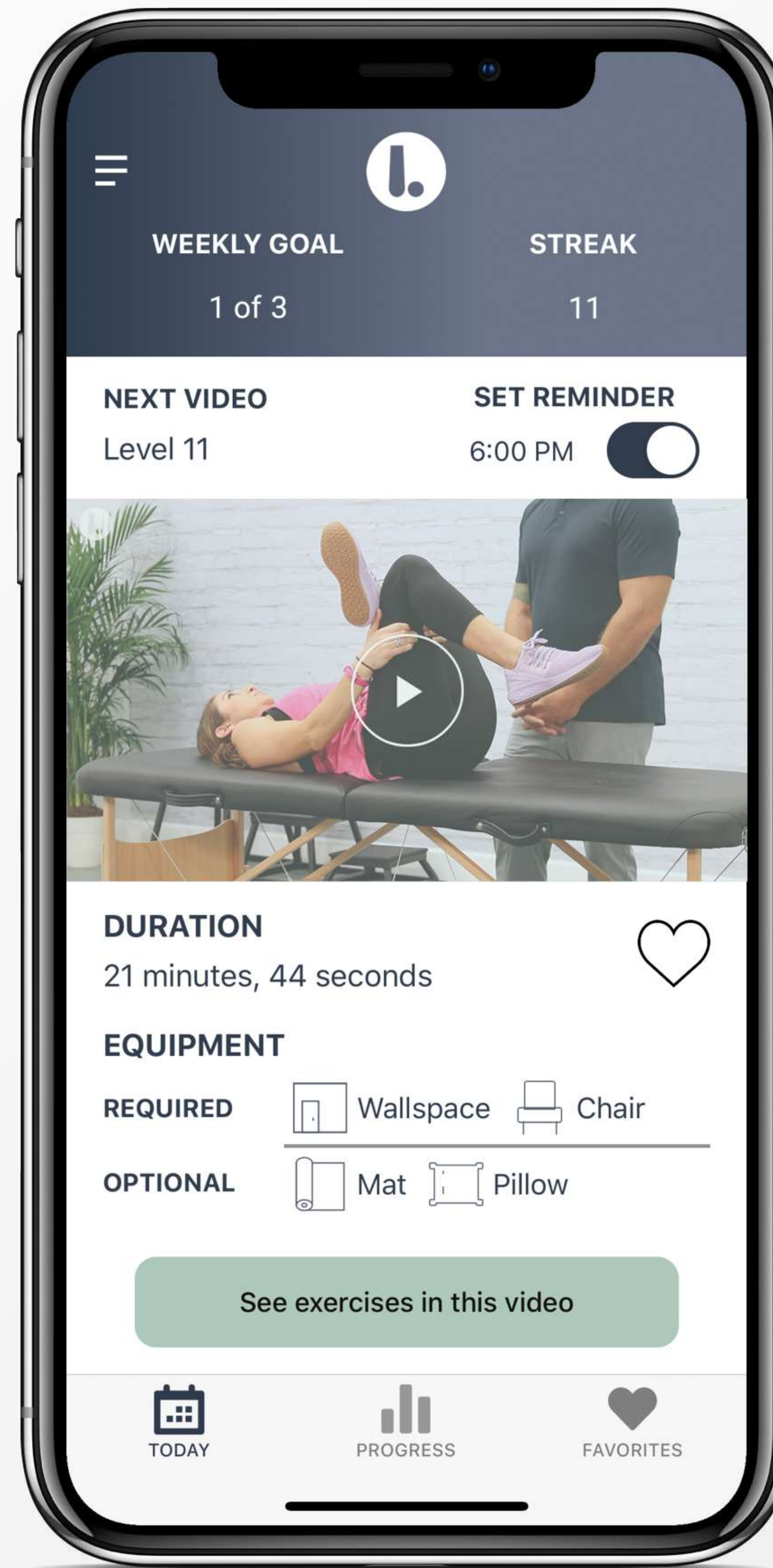
COVID-19 has further emphasized access to care & the importance of implementing digital, at-home solutions.

Solution



Developed by doctors in sports medicine & physical therapy, the Limber app features:

- 1) Robust **musculoskeletal assessment**
- 2) Proprietary **risk stratification & triage tool**
- 3) **At-home exercise therapy video programs**
(e.g. Peloton meets Physical Therapy)
- 4) Clinically validated **outcomes tracking**



↑ **THERAPY ADHERENCE**

↑ **HEALTH OUTCOMES**

↓ **EPISODE OF CARE COSTS**



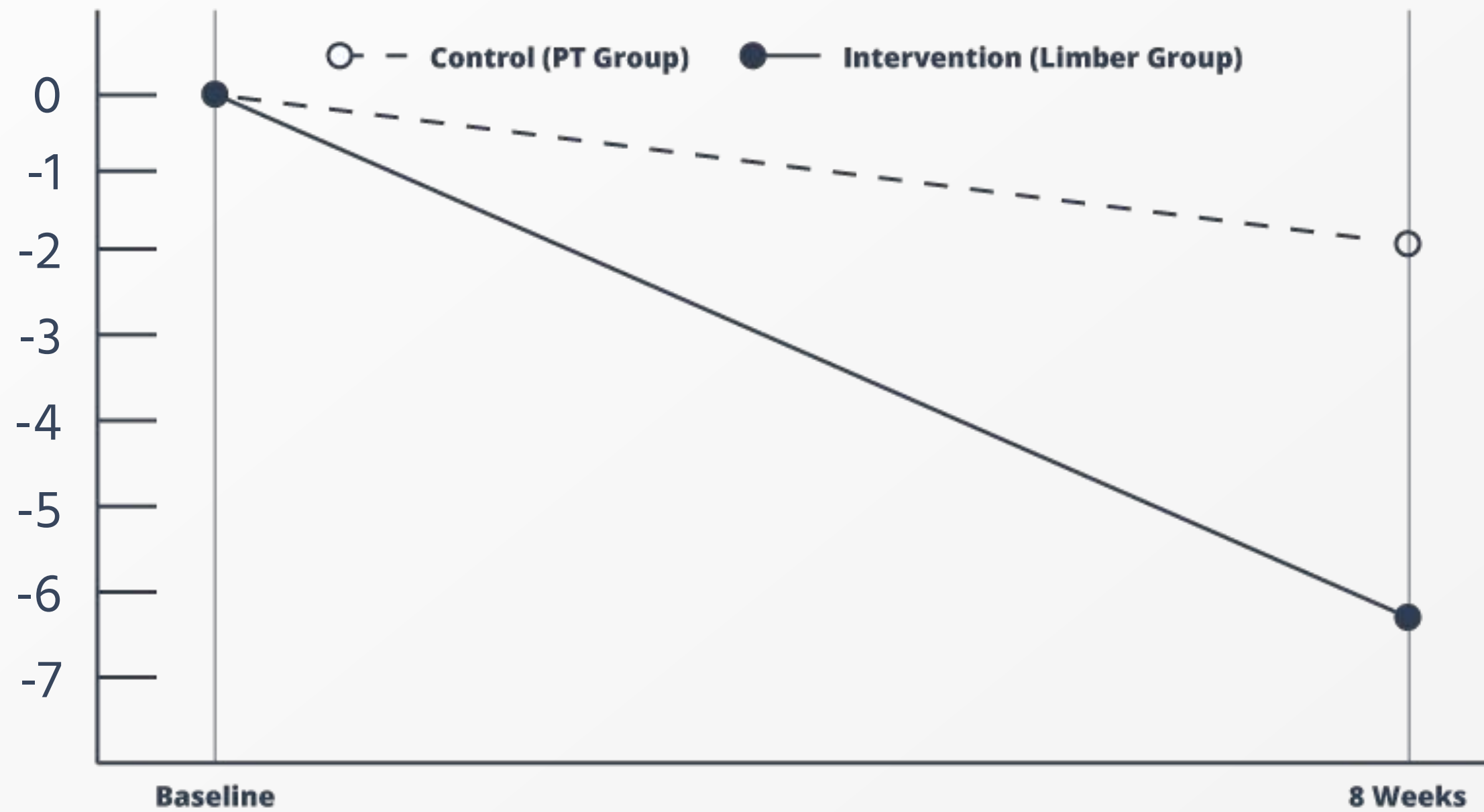
Clinical Efficacy

Limber is clinically proven at the Mayo Clinic.

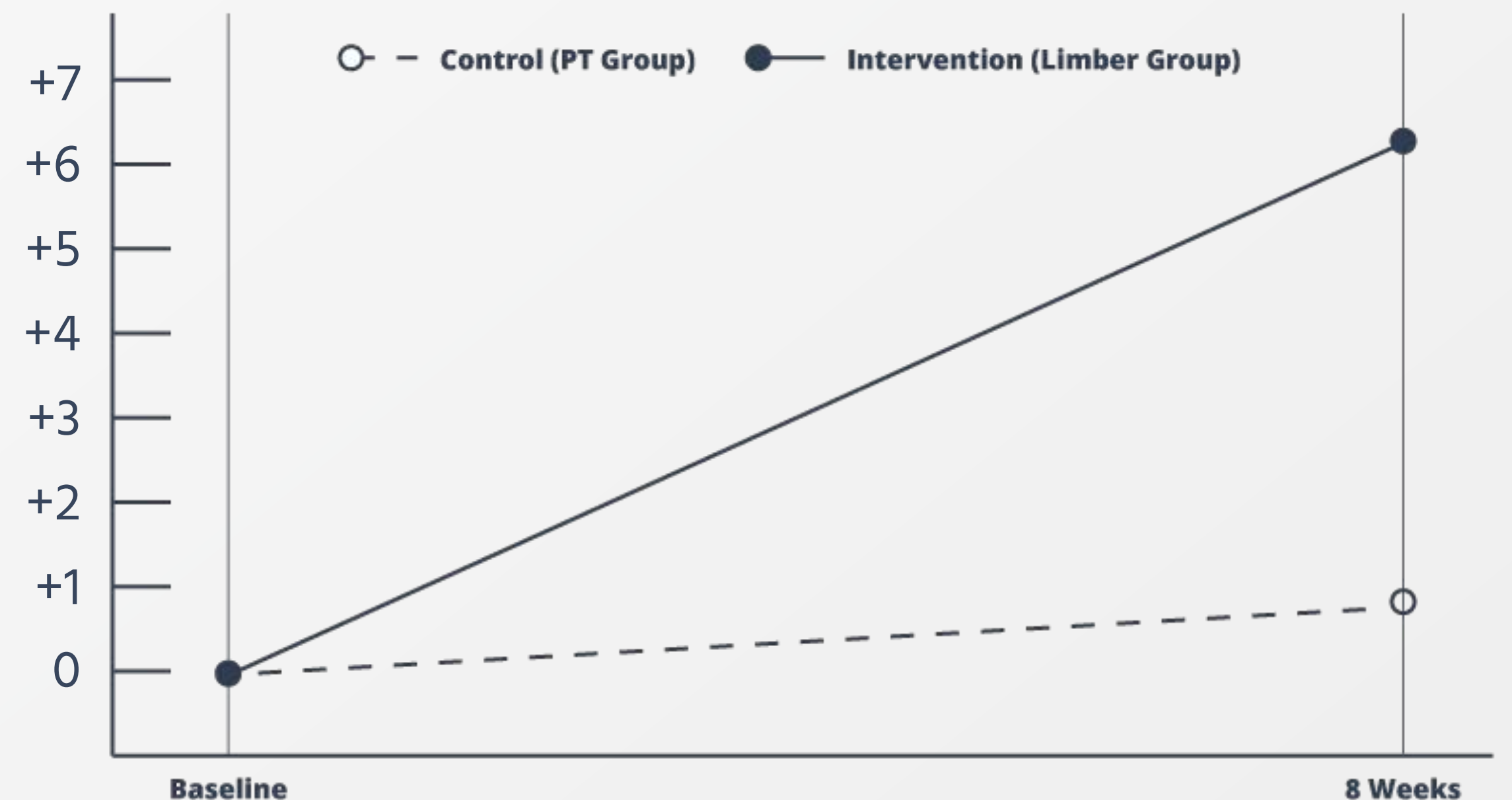
- A randomized controlled trial completed at the Mayo Clinic compared the efficacy of Limber (intervention) vs. the control group (traditional Physical Therapy prescription).

- Limber was found superior, significantly outperforming the control group**, as measured by clinically validated pain & function measures. A large effect size was noted ($p < .05$, Cohen's $d = 0.77$).

Change in Pain Reduction



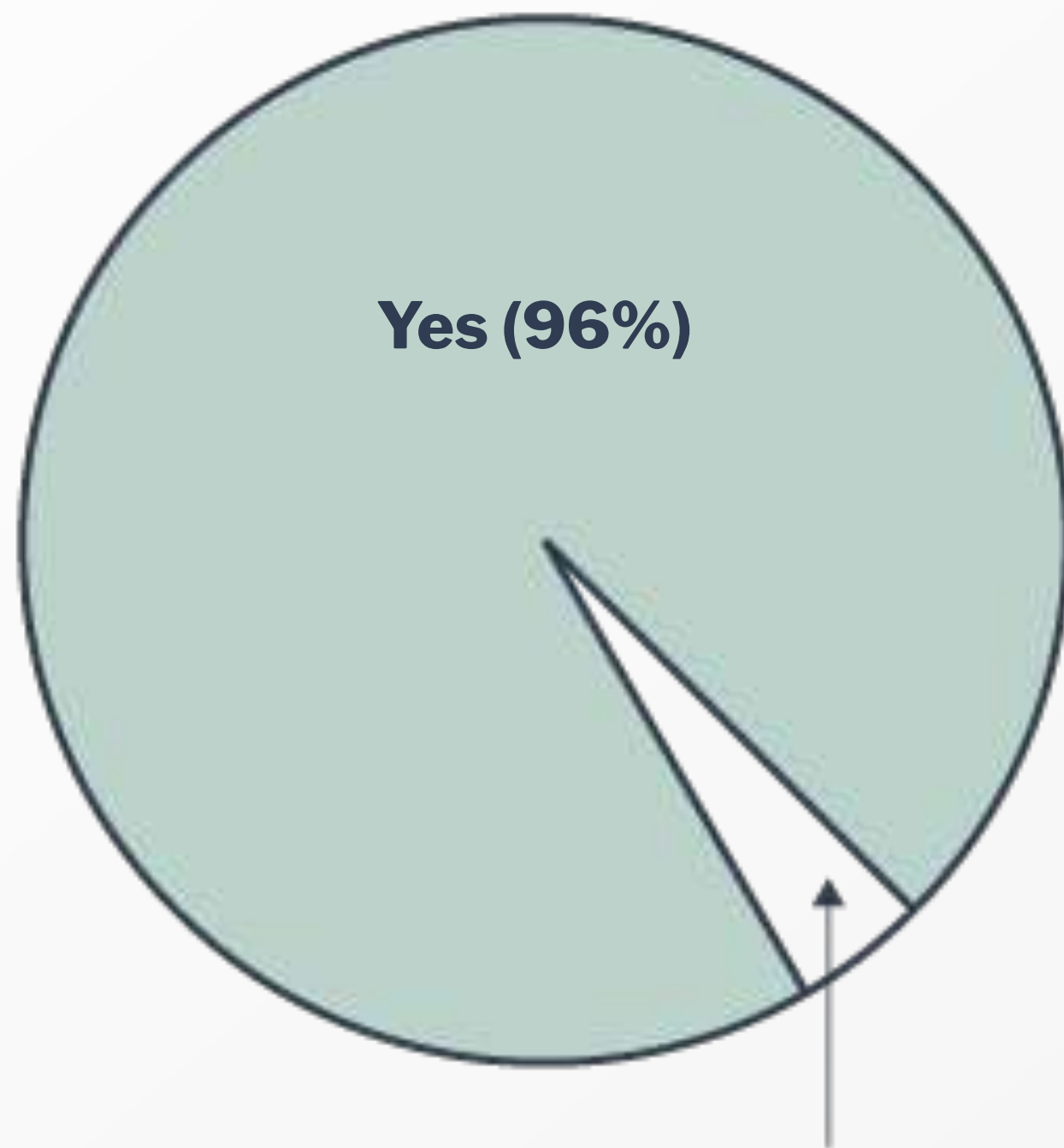
Change in Function Improvement



RCT Survey Results

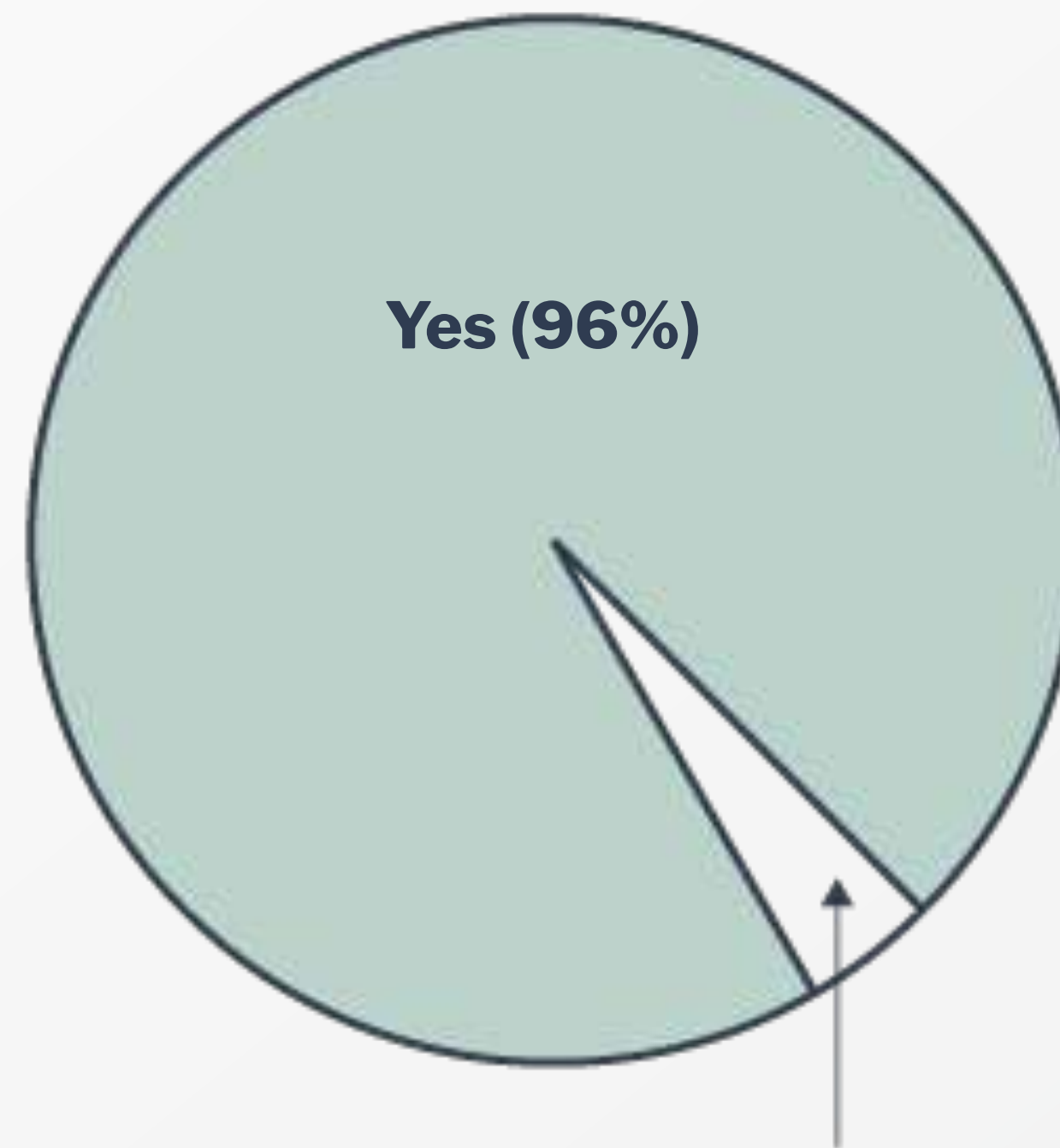
At the conclusion of the intervention, participants were asked about their experience with the Limber app.

Was the Limber program helpful for you?



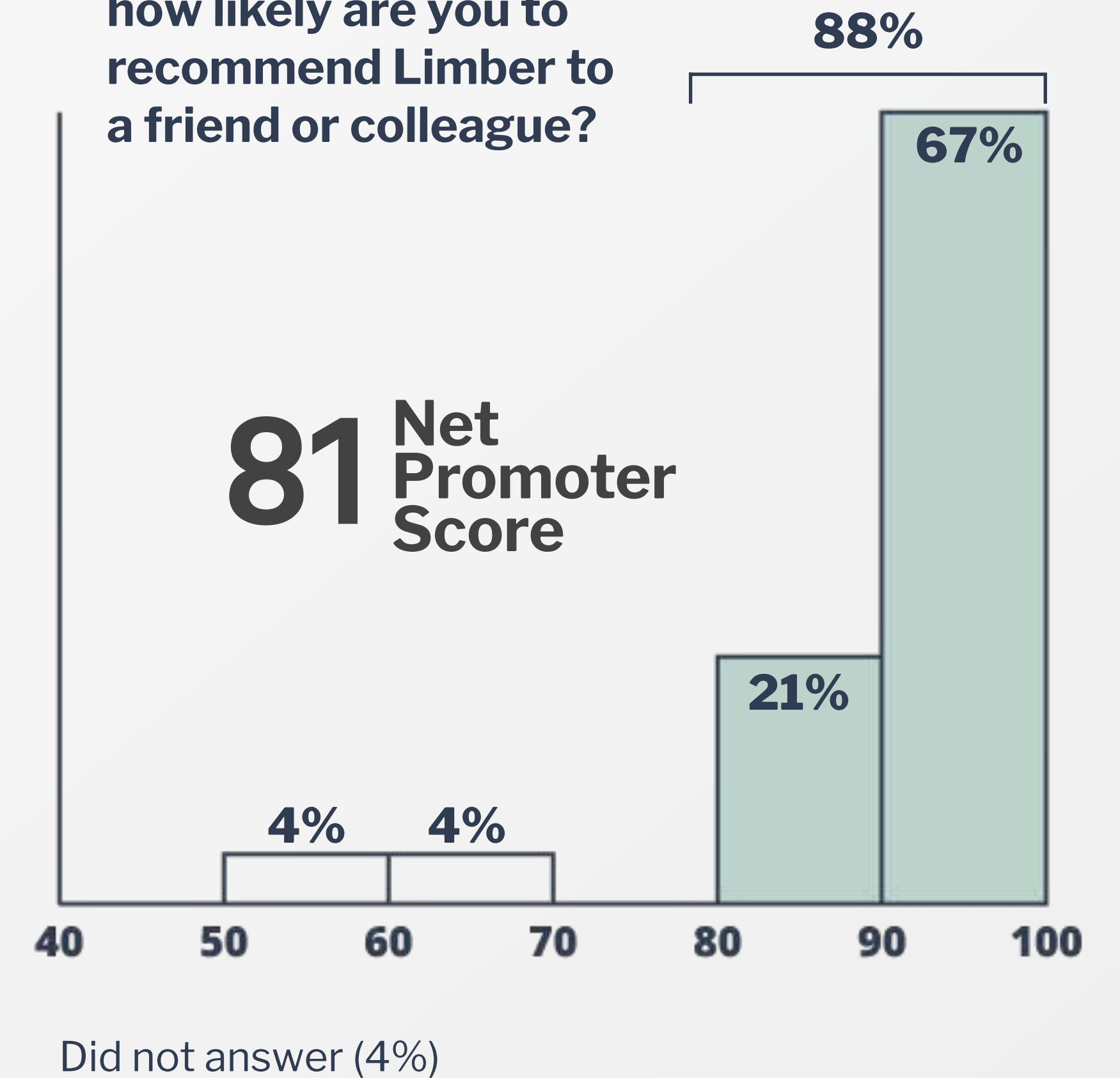
Did not answer (4%)

Will you continue to use Limber's exercise therapy videos as long as you have access?



Did not answer (4%)

On a scale of 0-100, how likely are you to recommend Limber to a friend or colleague?



Did not answer (4%)

Employer Data

Limber has achieved exceptional engagement & outcomes from foundational employer clients.

15%

Employee engagement within first 6 months of launch

91%

Of the time a member starts a therapy session, they complete the entire session

77%

Of employees that completed the program said they avoided surgery & further treatment by using Limber

The Product

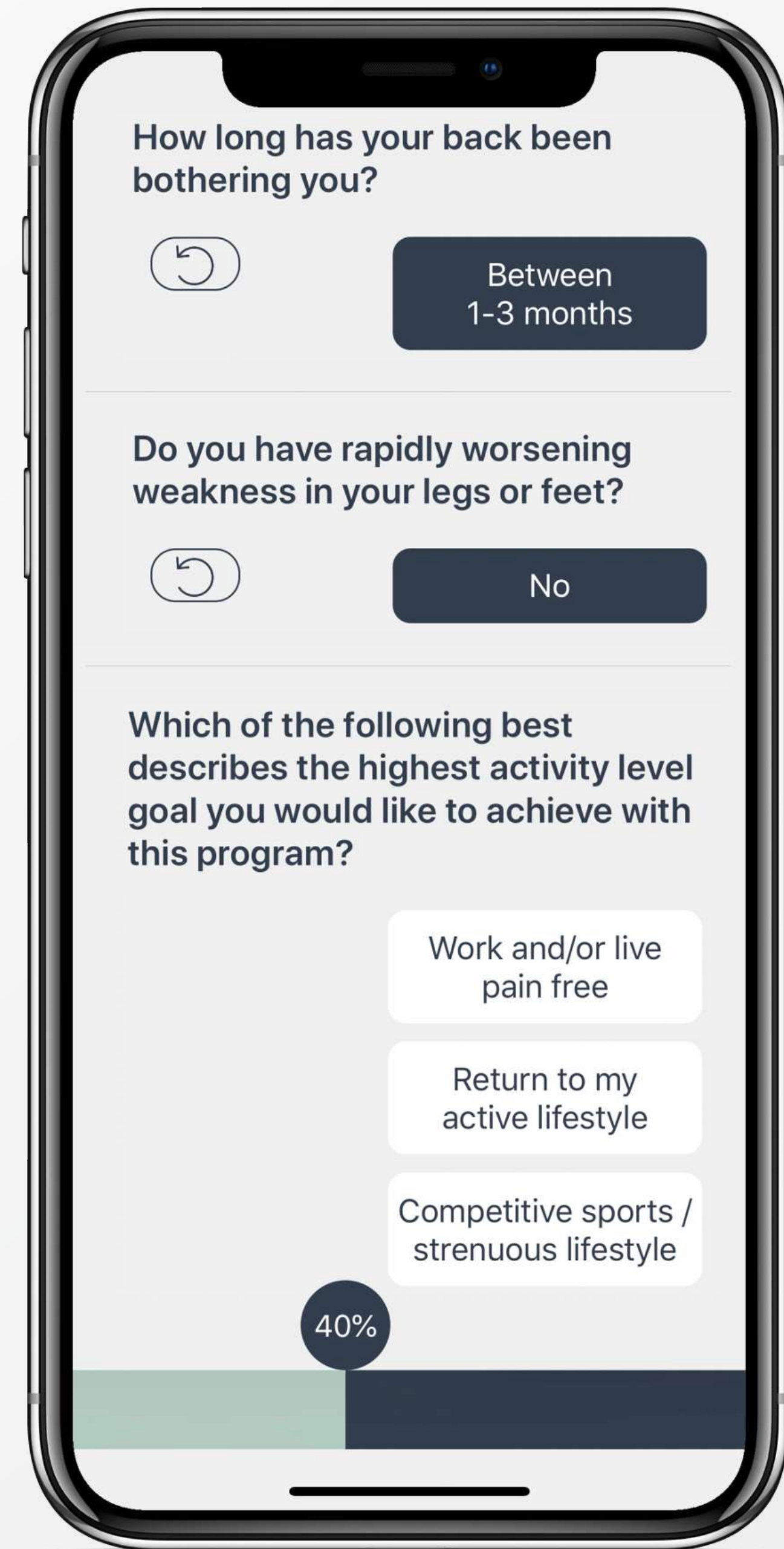
Assessment & Triage

Employees first complete the robust musculoskeletal assessment, created by Limber's team of doctors.

The assessment reflects questions that physicians are taught to ask an MSK patient & incorporates questions related to:

- Current MSK Injury
- Medical Red Flags
- Historical Health
- Exercise Level
- Psychometric Factors
- Goals
- Social Determinants of Health
- Clinically Validated Measures on Pain & Function

Based on the assessment, Limber's **proprietary risk stratification** classifies the employee's risk level & triages to the appropriate next step of care.



At-Home Therapy

Limber tailors an exercise therapy video program to each employee's specific injury, goals, & risk level.

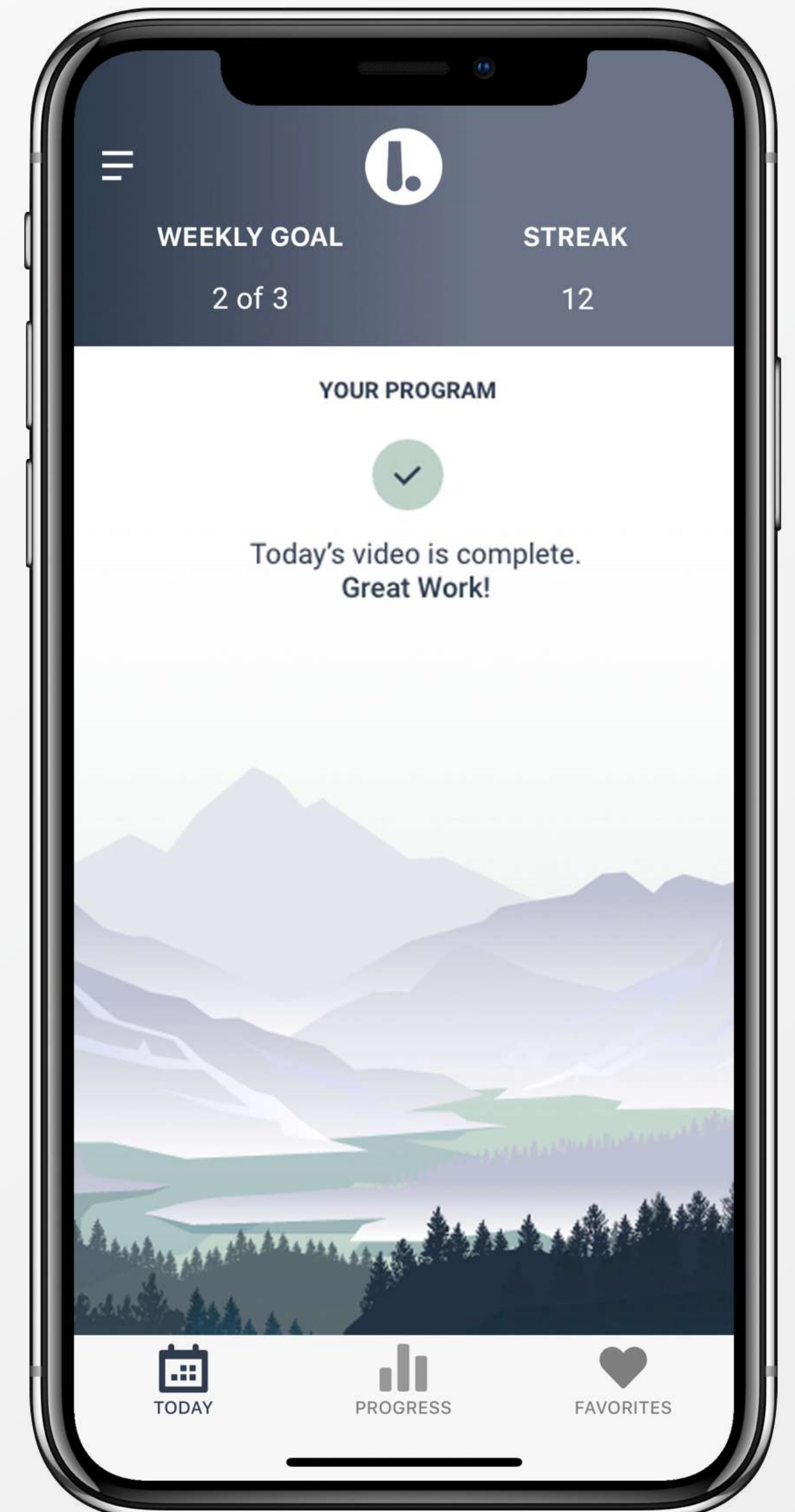
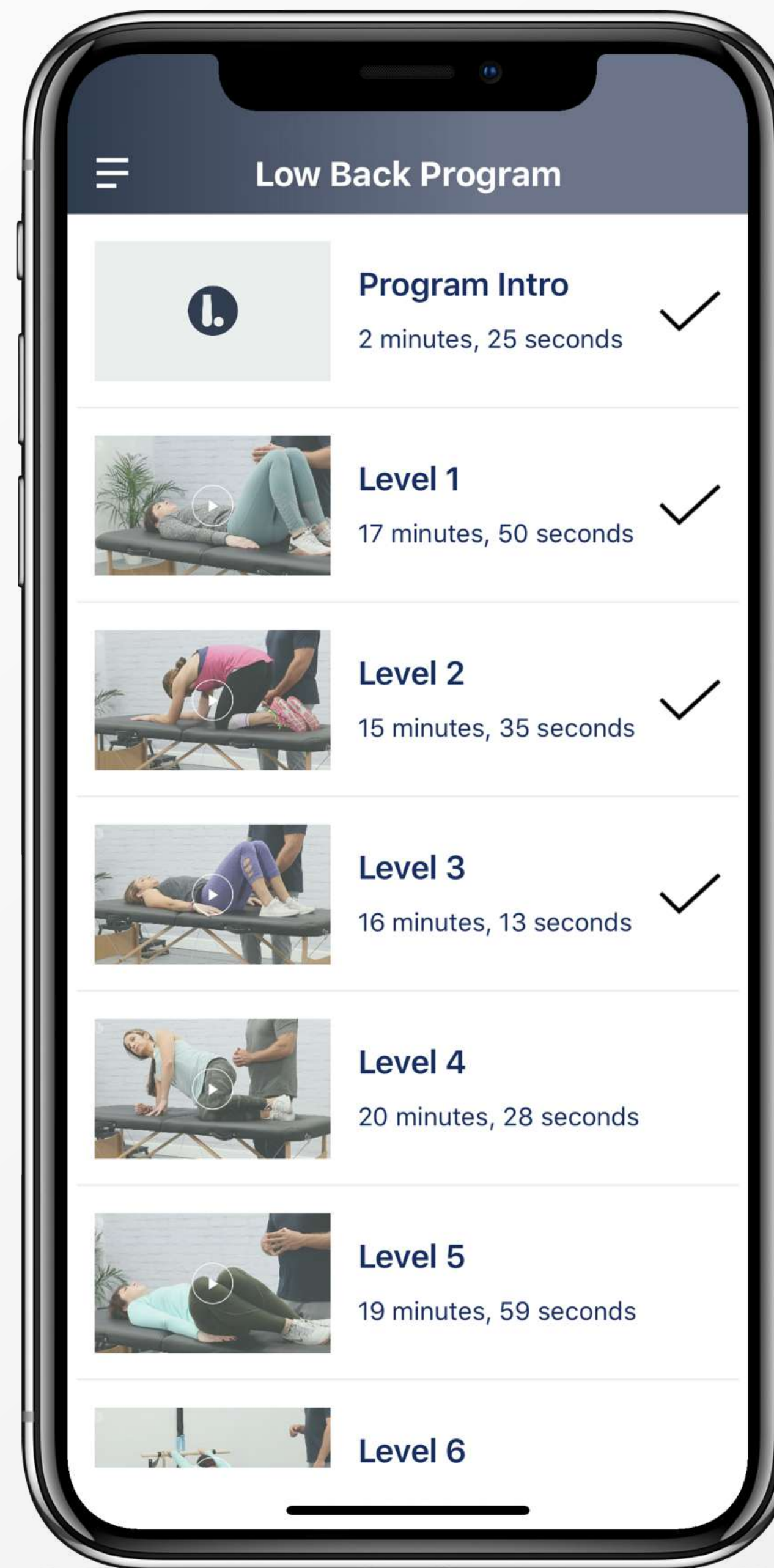
The program includes a progressive series of engaging, easy-to-follow videos. Each video session is guided on screen by a world-class Physical Therapist.

Employees can complete their program from the comfort of their home on their schedule.

Best-In-Class Exercise Therapy Programs Drive Exceptional Engagement: 91% of the time employees start a session, they complete the entire session.

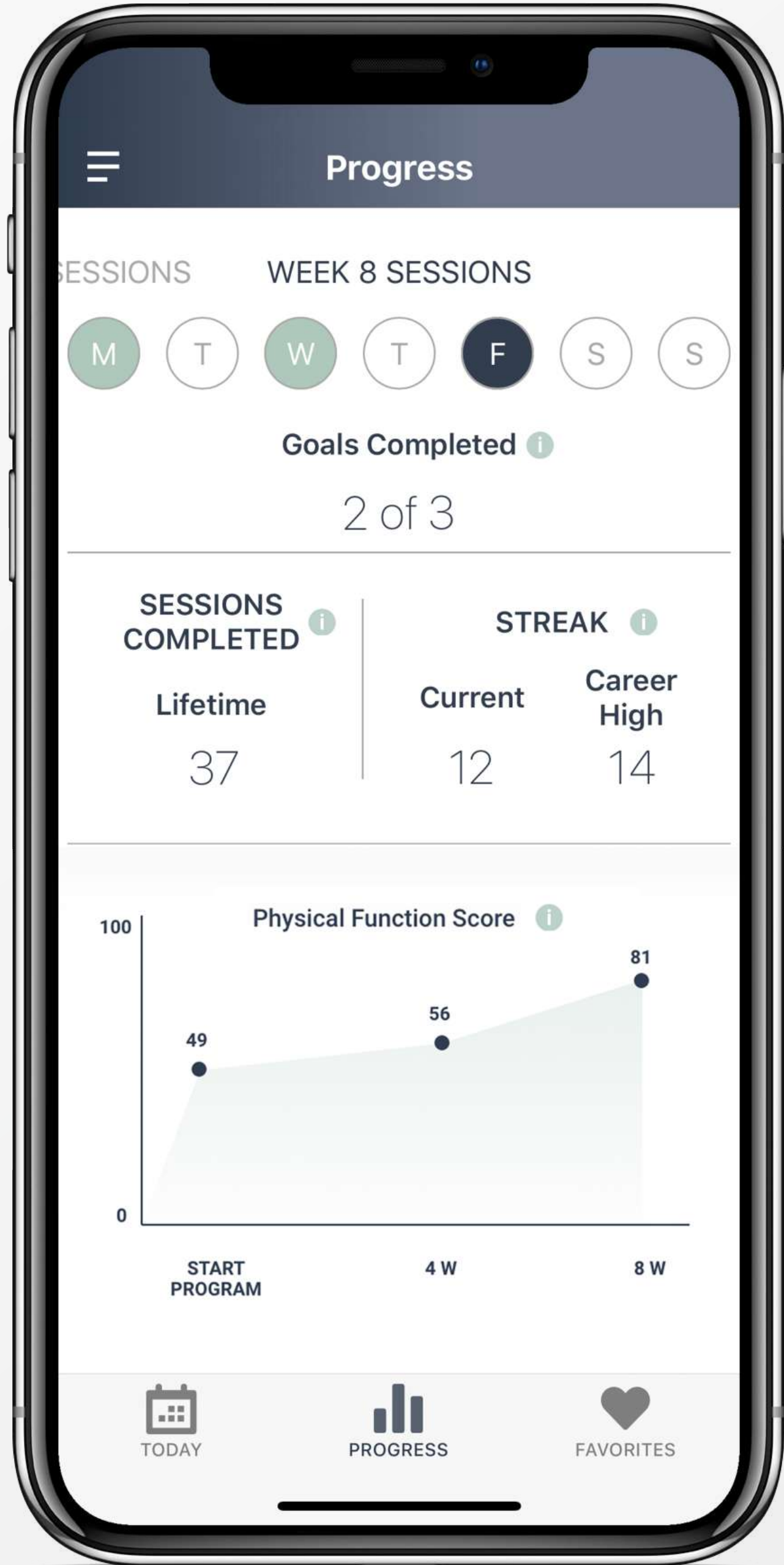
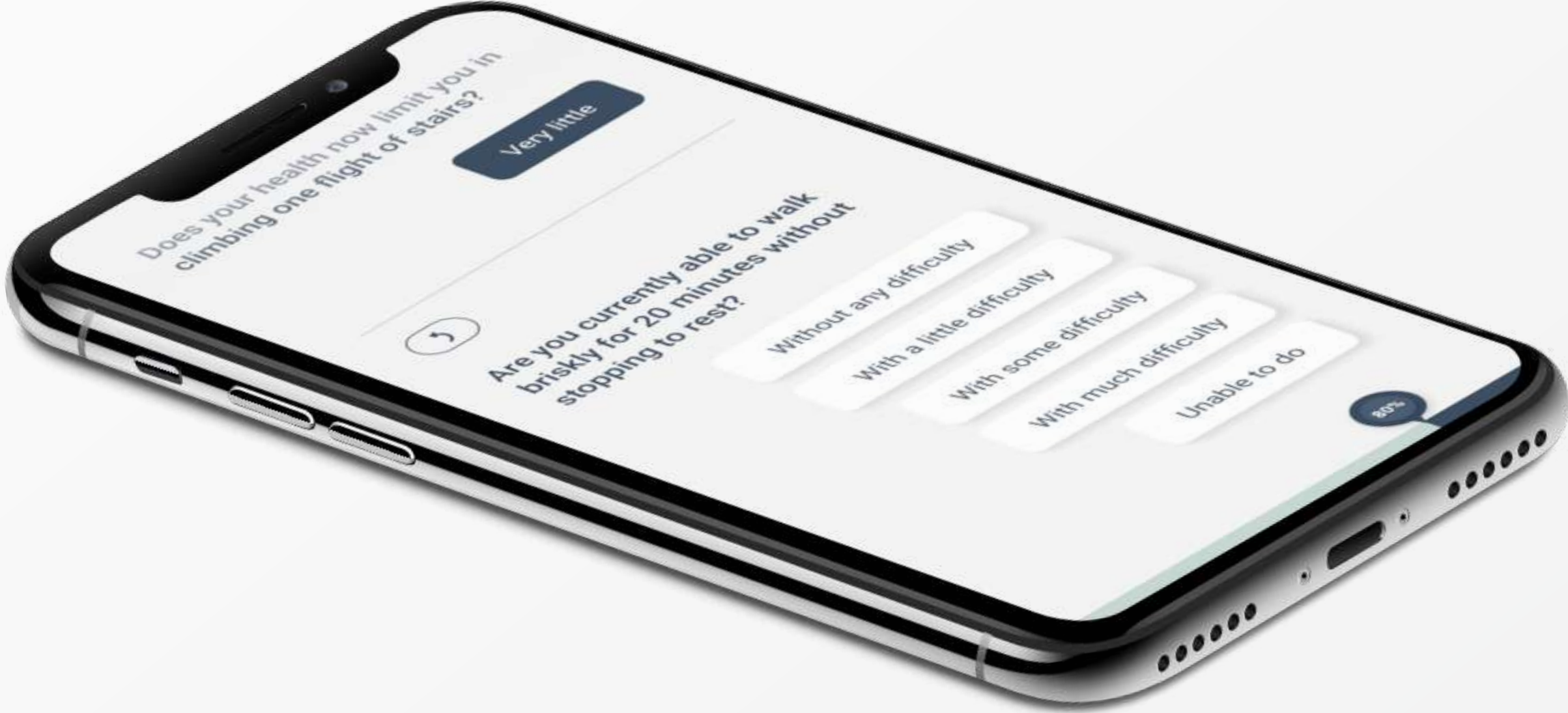
[!\[\]\(d66ff64371a51729ac8c1cdaa685ba6f_img.jpg\) Play 'Program Introduction' Video](#)

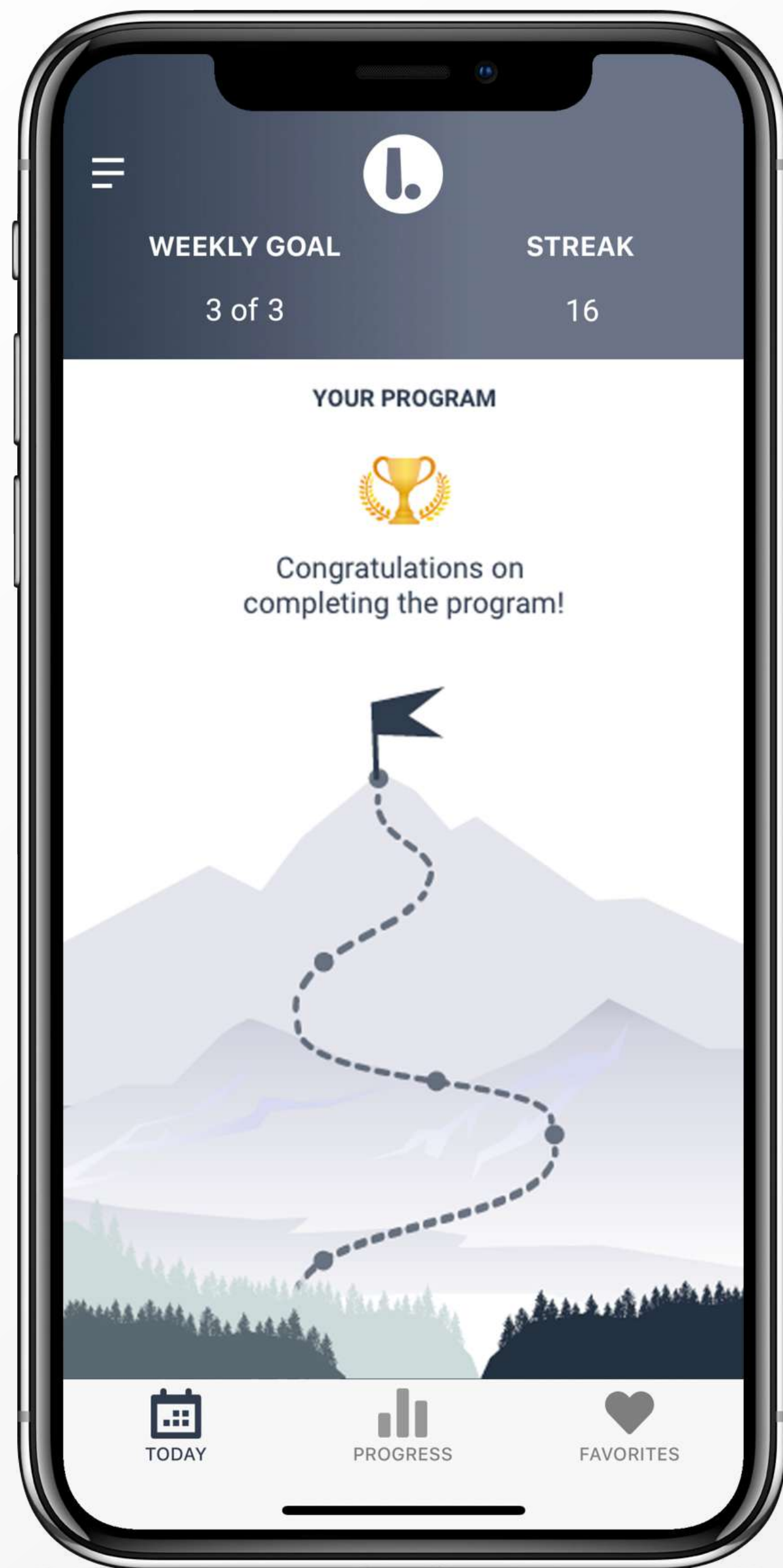
[!\[\]\(e3f8612927870f2e0f9f5989e6dd3064_img.jpg\) Play Example Exercise Therapy Clip](#)



Progress Tracking

Limber **tracks progress** & adjusts the program based on industry-leading, **clinically validated outcome measures**, the same measures now used at leading medical institutions, such as the Mayo Clinic, Harvard, & Johns Hopkins.





Program Success

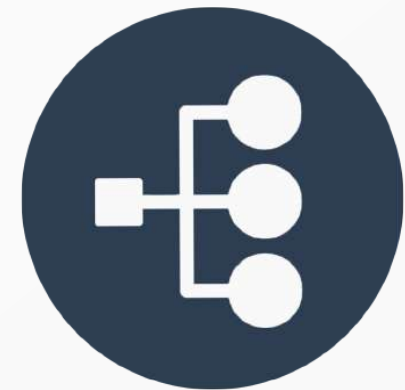
Employee is on the evidence-based path to **reduce pain, restore motion**, advance strength, resume normal activities, & **minimize risk of future injury**.



DATA DRIVEN



Robust MSK Assessment

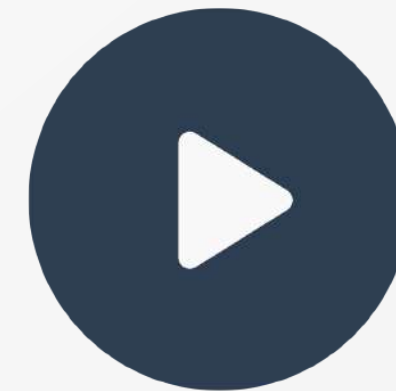


**Proprietary Risk Stratification
& Triage Tool**



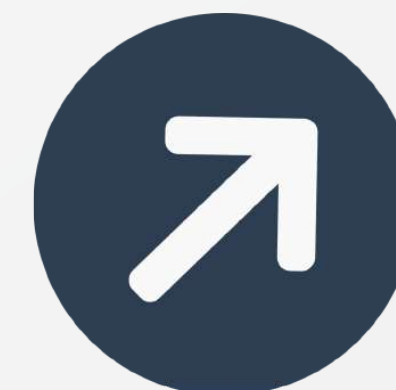
**Clinically Validated Pain &
Function Metrics Tracking**

ENGAGING AT-HOME EXERCISE THERAPY



**Tailored Video Programs Led by
an Expert Physical Therapist (e.g.
Peloton meets Physical Therapy)**

AFFORDABLE



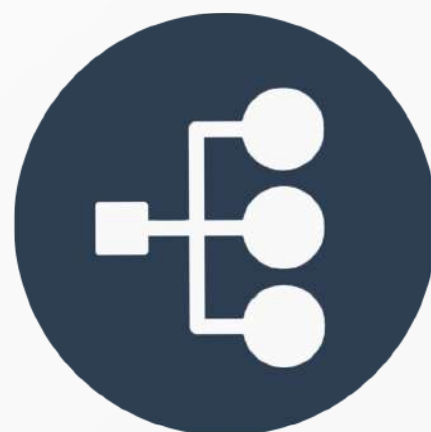
Cost-Effective (Fraction of the
Cost of Physical Therapy)

Value to Employers



Reduce MSK Spend (Leading Cost Driver)

- Reduce unnecessary medical treatments (e.g. opioids, injections, surgeries)
- Nonmedical (e.g. workers compensation, disability) & medical cost savings of up to \$2,700+ per individual



Triage Care

- Risk stratify & triage cost-effectively to appropriate care pathway channels



Track Outcomes

- Receive MSK assessment & risk stratification population data about leading cost driver
- Manage musculoskeletal chronic disease episode of care to achieve cost and quality goals - compare claims cost data with outcomes metrics



Healthier Population

- Achieve healthier member population & improved employee productivity

Leadership

Michael Gruner, Chief Executive Officer

- **Previously consulting with Accenture, helping Fortune 100 companies achieve business growth**
- Overcame severe back injury thru home-exercise therapy after unsuccessful injections & surgery
- Former Pro Basketball Player in Europe, local co-player of the year in high school with future NBA MVP Kevin Durant



Dr. Marc Gruner, Chief Medical Officer

- **Mayo Clinic-trained Sports Medicine Physician**
- MBA focused on value-based payment contracts
- Value-based MSK care expert participating in national panels setting quality standards
- Served on MedStar Leadership Council working with hospital CEOs on value-based care



Nick Armes, Vice President, Business Development

- **Previously Sales and Operations at MDLIVE, one of the nation's largest telemedicine providers**
 - Extensive experience with sales operations, management, & business development



Dr. Teddy Willsey, Chief of Physical Therapy

- **Doctor of Physical Therapy (DPT), CSCS**
- 600,000+ Instagram followers for his expertise in highly engaging exercise therapy content
- Internationally recognized speaker, writer, & influencer in the field of physical therapy



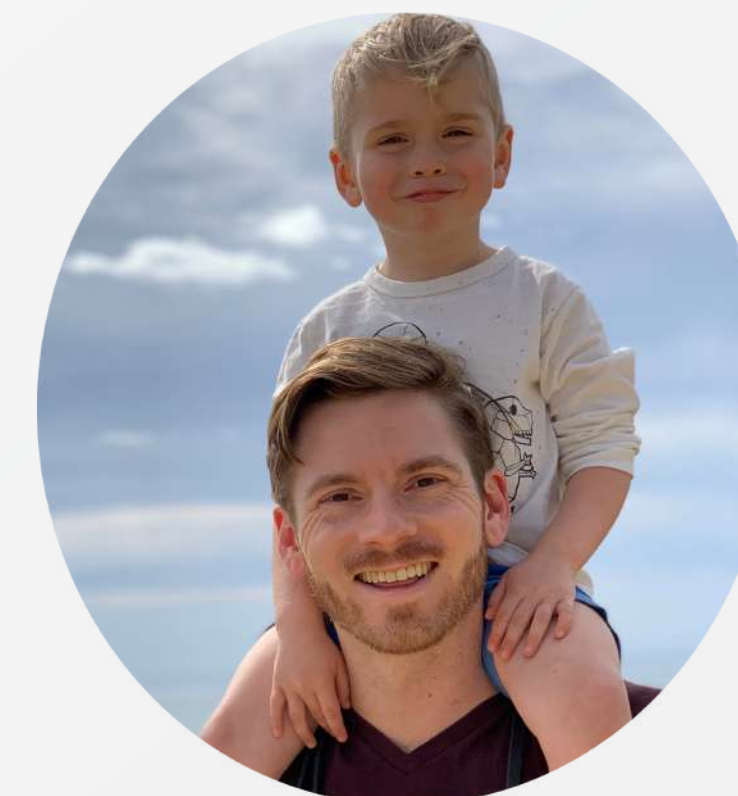
Jill Withers, Senior Director Client Services

- **Previously Population Health Management at NRECA**
- Extensive experience with managing multimillion dollar contracts, development, implementation, and support of health programs, and population health management for group benefits trust
- MS in Health Promotion Management, RDN, CHES



James Knight, Head of Technology

- **Previously Engineer at Google**
- B.A. in Mathematics, Graduate Degree in Computer Science
- Extensive experience with leading technology teams



Strategic Advisors



Scott Serota, Health Insurance

- **President and CEO of the Blue Cross Blue Shield Association**, a national federation of 36 community-based and locally operated BCBS companies
- The BCBS System is the nation's largest health insurer, covering 107 million members—one-in-three of all Americans.



Ben Pugh, Healthcare Analytics

- **Previously at McKinsey**
- FSA, MAAA, Credentialed Health Actuary
- Has worked with over half of the major US health insurers in building strategies around using advanced analytics to improve care management programs that drive total cost of care savings.



Dr. Bashir Zikria, M.D., Orthopedics

- **Orthopaedic Surgeon at Johns Hopkins Medicine**
- Johns Hopkins Faculty, previously team physician for the Baltimore Orioles for seven years as well as several colleges and high schools, including the Johns Hopkins Department of Athletics.

Fiona Gathright, Employer Wellness

- **CEO of Wellness Corporate Solutions**, an award winning wellness company
- WCS builds customized, high impact wellness programs for employers nationwide, including Fortune 100 corporations.



Daniel Abrams, Technology

- **Previously Senior Software Engineer at Apple**, where he architected large scale applications
- Previously CTO of several healthcare businesses - has built and scaled software from idea stage to robust public-facing applications serving many millions of end users.



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Nick Armes | Vice President, Business Development
nick.arnes@limberhealth.com