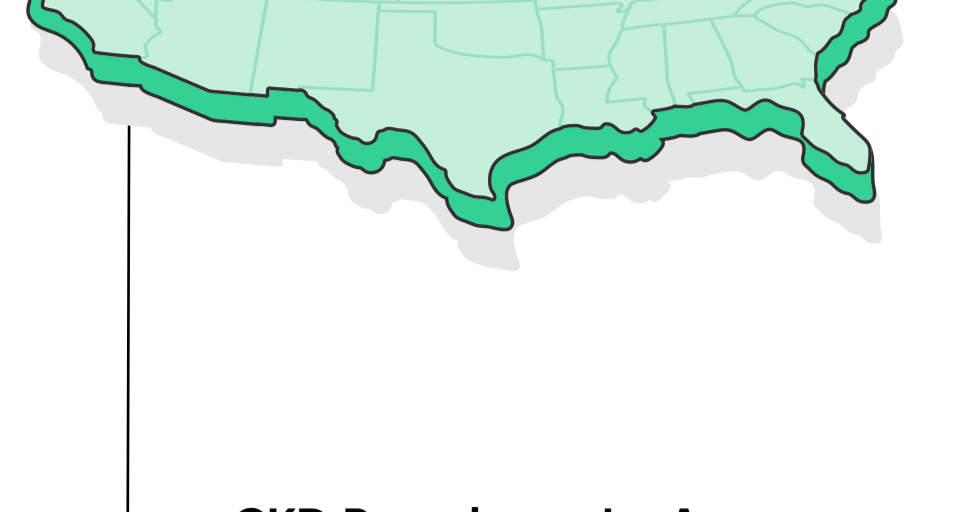


# Tackling a \$120B Problem with CKD Early Detection

Millions of Americans suffer from Chronic Kidney Disease. Home-based screening can help diagnose the disease early, saving lives and cutting costs.

## CKD: The Silent Killer



**80 million**

American adults are at risk for CKD.

**37 million**

already have it.

**90%**

don't know they have it.<sup>1</sup>

### CKD Prevalence by Age



**25%**  
ages 60-69

**45%**  
70 and older<sup>2</sup>

## CKD Risk Factors

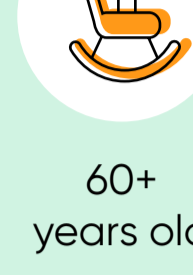
People with diabetes or hypertension are at the highest risk for developing CKD.



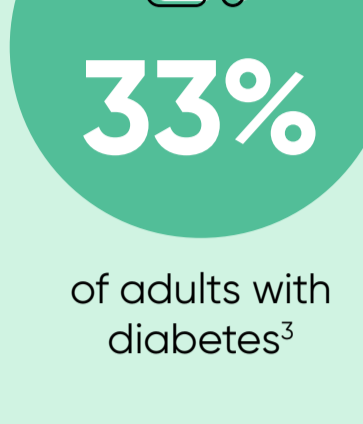
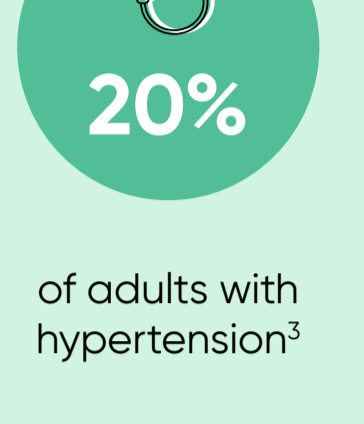
Stroke



Obesity



60+ years old



Tobacco use



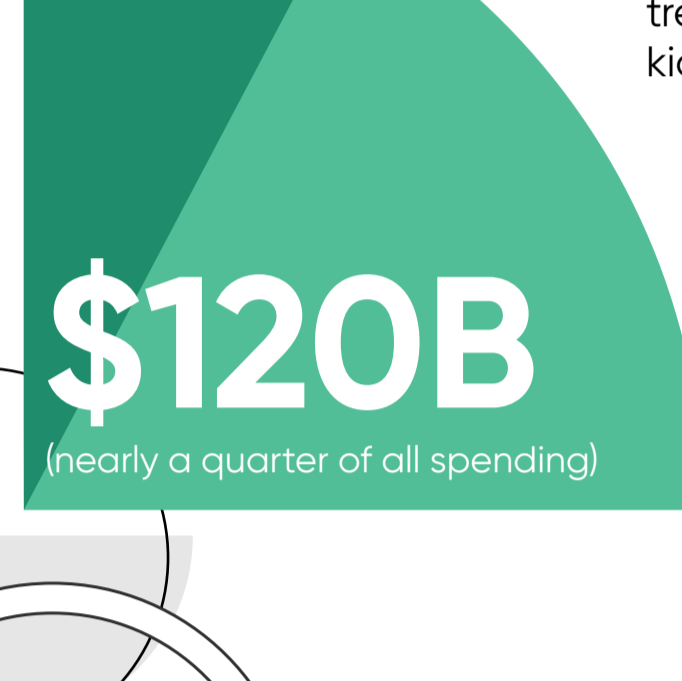
Heart problems



Family history

## The Financial Burden of CKD

Medicare annual cost of treatment:



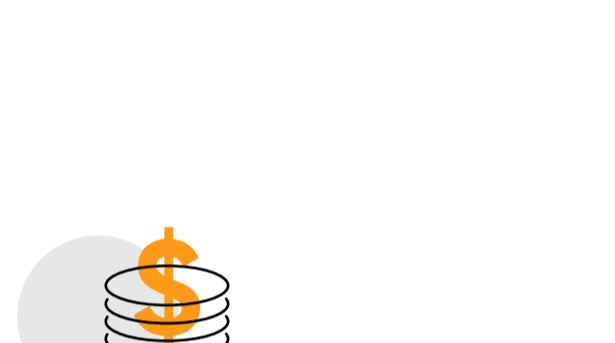
**\$36 billion**  
for end-stage renal disease (ESRD), which is treated with dialysis or kidney transplant<sup>4</sup>

**\$84 billion**  
for all other stages of diagnosed CKD

**\$90,000**  
average annual cost per patient on hemodialysis

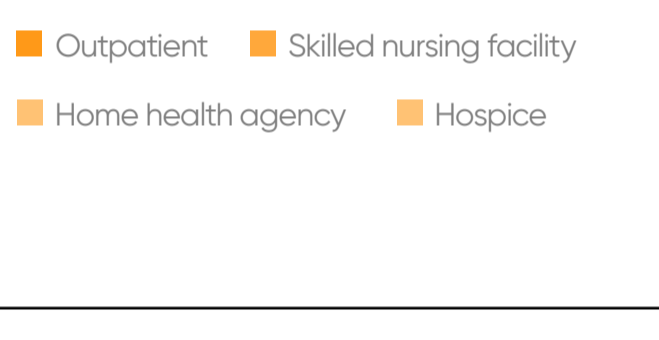
### Average Medicare cost per patient by CKD stage<sup>5</sup>

Including cardiovascular disease and other comorbidities.



### Hospitalization: A Major Cost Driver

Risk of hospitalization increases as CKD progresses to its later stages, accounting for 32% of CKD expenditures.

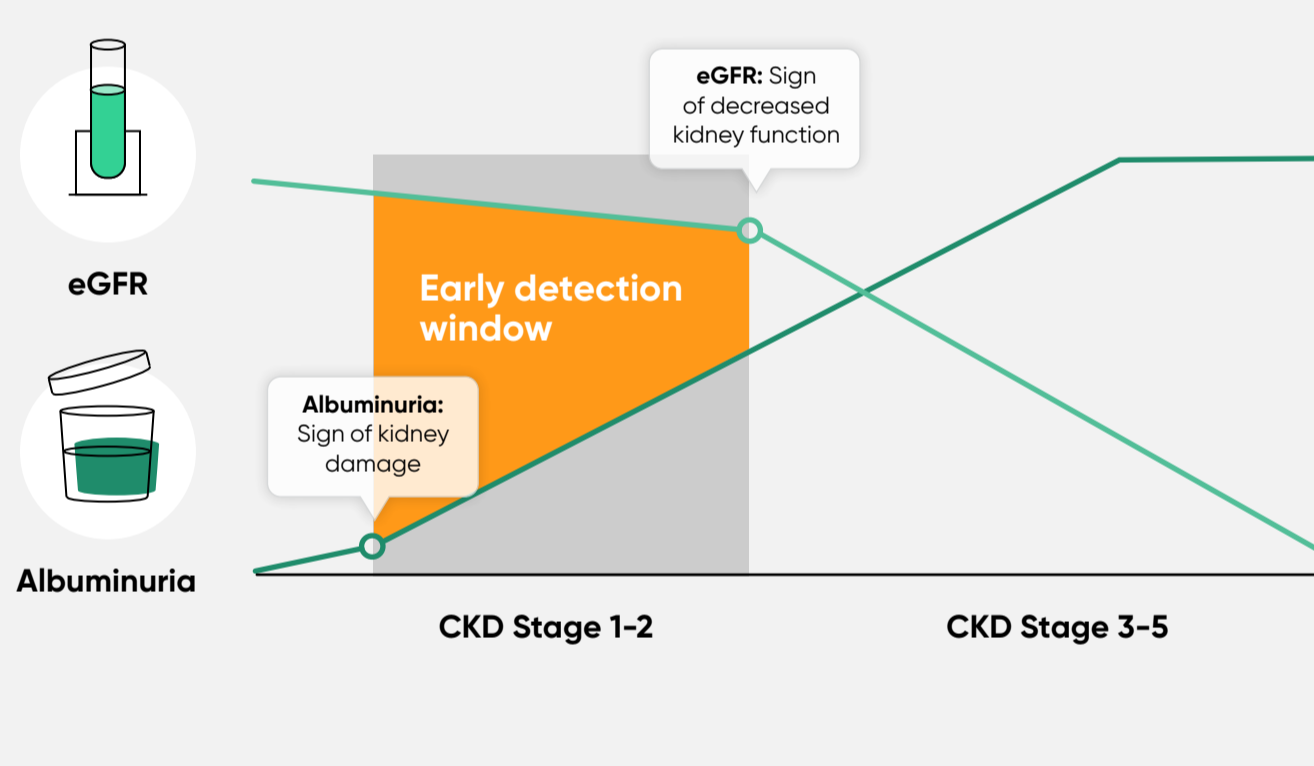


Expenditures by Claim Type<sup>6</sup>

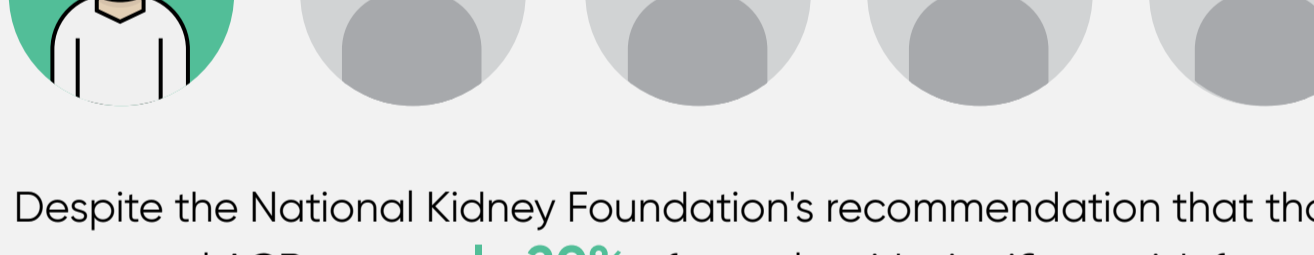
## ACR Urine Test: Early Predictor of CKD

An ACR (albumin to creatinine ratio) urine test can detect kidney damage much earlier than the common eGFR blood test. And since CKD is asymptomatic in its early stages, early detection is critical.

### Albuminuria: Key Indicator for CKD Early Detection



### Low Adherence to Testing

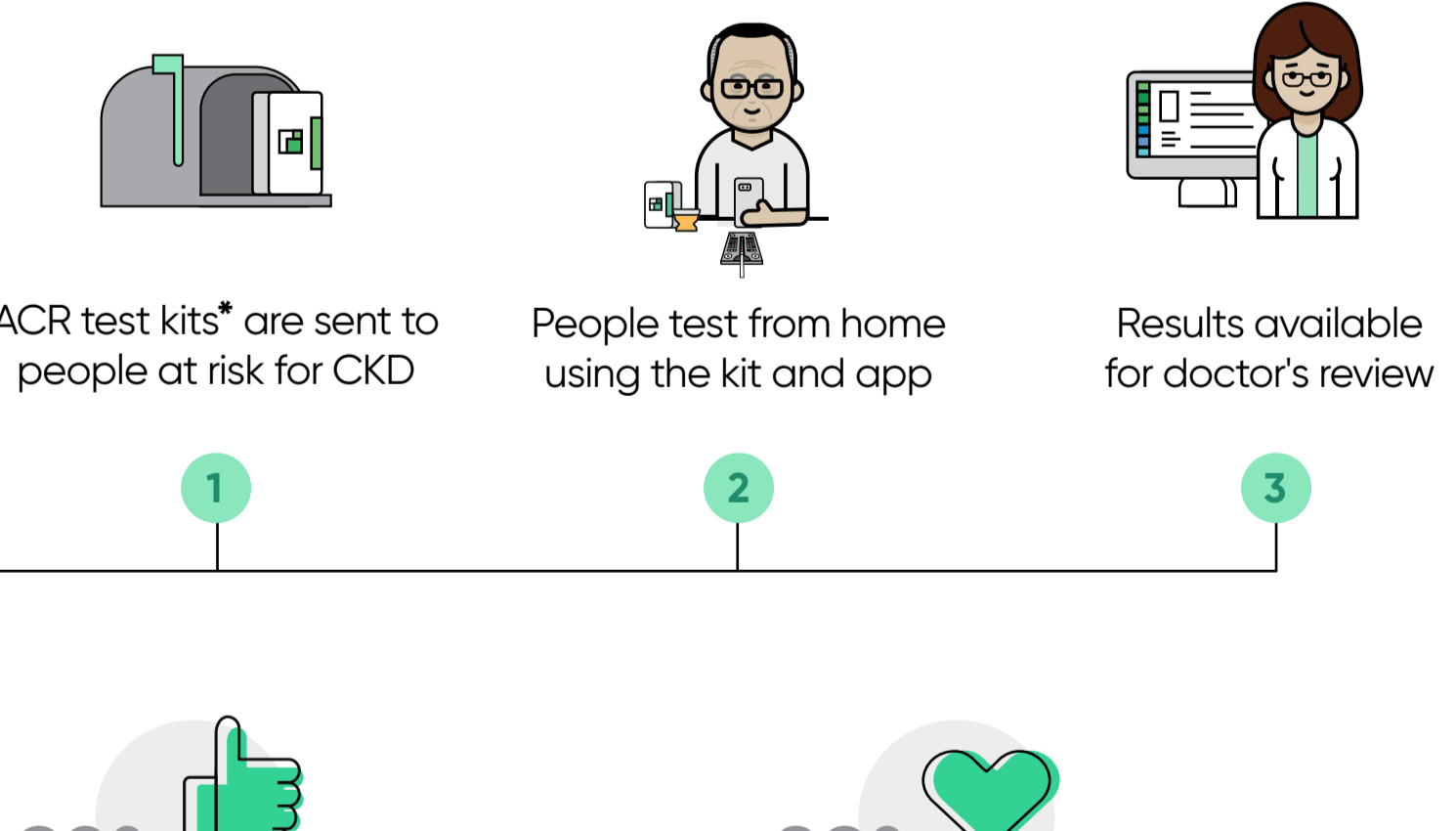
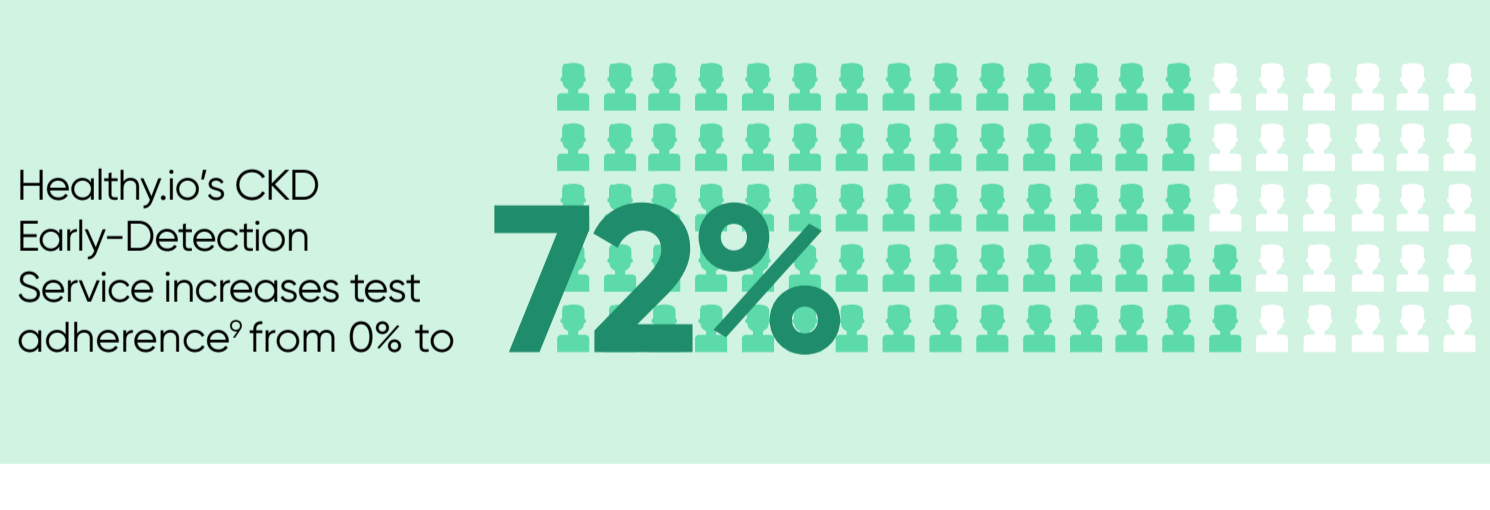


## Promoting Early Detection of CKD

**Raising Awareness**  
Healthy.io partnered with the National Kidney Foundation to raise CKD awareness

**Government Action**  
Federal initiative incentivizing preventive kidney care<sup>8</sup>

### At-Home Testing: A New Pathway

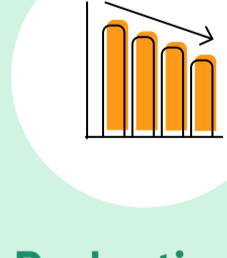


**92%** said they found the test easy or very easy to use.

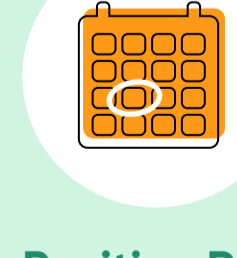
**89%** said they preferred testing at home to testing at the clinic.

## At-Home Kidney Testing

### Validated Outcomes for Health Plans<sup>10</sup>



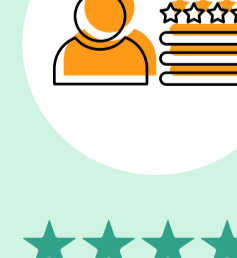
**Reduction** in total cost of care by avoiding progression of CKD



**Positive ROI** within two years



**Revenue** from improved risk scoring



★★★★☆ Additional gains from improved HEDIS and Star ratings

Get an ROI Report for Your Health Plan

\* FDA-cleared for professional use. Home-testing device is currently limited to investigational use in the United States.

Sources  
 1 National Kidney Foundation  
 2 Coresh J, Selvin E, Stevens LA, et al. Prevalence of chronic kidney disease in the United States. JAMA 2007; 298:2038.  
 3 National Kidney Foundation.  
 4 United States Renal Data System.  
 5 Derived from a model performed by an external credentialed actuary.  
 6 United States Renal Data System (Figure 7: Trends in total Medicare Parts A, B, and D fee-for-service spending for CKD patients aged 65 and older, by claim type, ESRD excluded, 2008-2017).  
 7 National Kidney Foundation Statement on Urine Testing Recommendations <https://www.kidney.org/news/newsroom/StatementOnUrineTestingRecommendations>  
 8 U.S. Department of Health & Human Services.  
 9 Among the consented un-tested population. BMC Nephrology.  
 10 Outcomes derived from a model performed by an external credentialed actuary. The model is based on actuarial evaluation of medical and pharmacy claims data representing 4.9 million members managed under Medicare Advantage and 12.7 million members managed under commercial plans. Net gain and ROI is calculated assuming proper management and treatment of the disease after diagnosis.