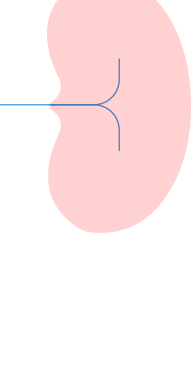


Risk Adjustment in CKD: Opportunities for Health Plans

In 2024, the increase in Risk Adjustment Factor (RAF) scores for chronic kidney disease (CKD) diagnoses present a key opportunity for health plans, particularly in testing members with hypertension, a high-risk and significantly underdiagnosed group. By leveraging smartphone-powered home testing, health plans can increase diagnoses, improve health outcomes, and benefit from higher reimbursements.



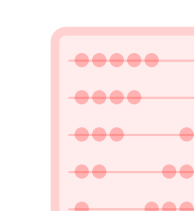
CKD underdiagnosis

CKD remains largely under-diagnosed, as it's asymptomatic in its early stages. Alarmingly, less than 10% of members with hypertension actually complete their recommend testing.



RAF update: Major increase in CKD diagnosis Coefficients

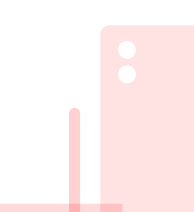
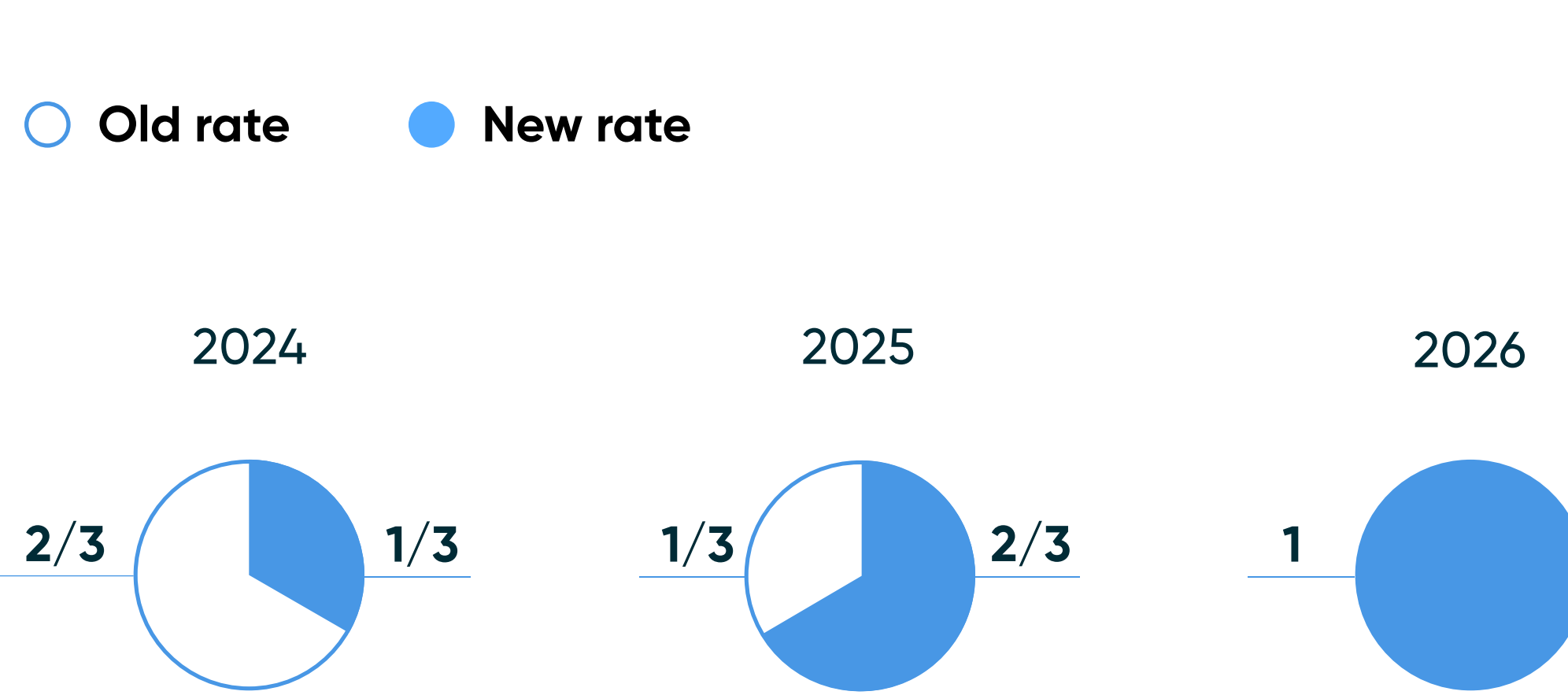
HCC Coefficients within CKD are being significantly increased in 2024, making the diagnosis of CKD in previously undiagnosed members not only crucial for ensuring proper management, but also offers a substantial financial impact for Medicare Advantage plans. Starting in 2024, there will be an increased emphasis on CKD diagnosis, stage 3 and above. Shown below are the updated HCC Coefficients for non-dual MA members.



Risk adjustments PMPY post change to RAF:

	Stage 03	Stage 04	Stage 05
Before	\$800	\$3,400	\$3,400
After	\$1,500	\$6,000	\$9,800
	~1.8x Increase	~1.8x Increase	~2.8x Increase

The implementation of the new rate will be progressive over three years. In the first year, it will be a blended calculation, comprising one-third of the new rate and two-thirds of the old rate.



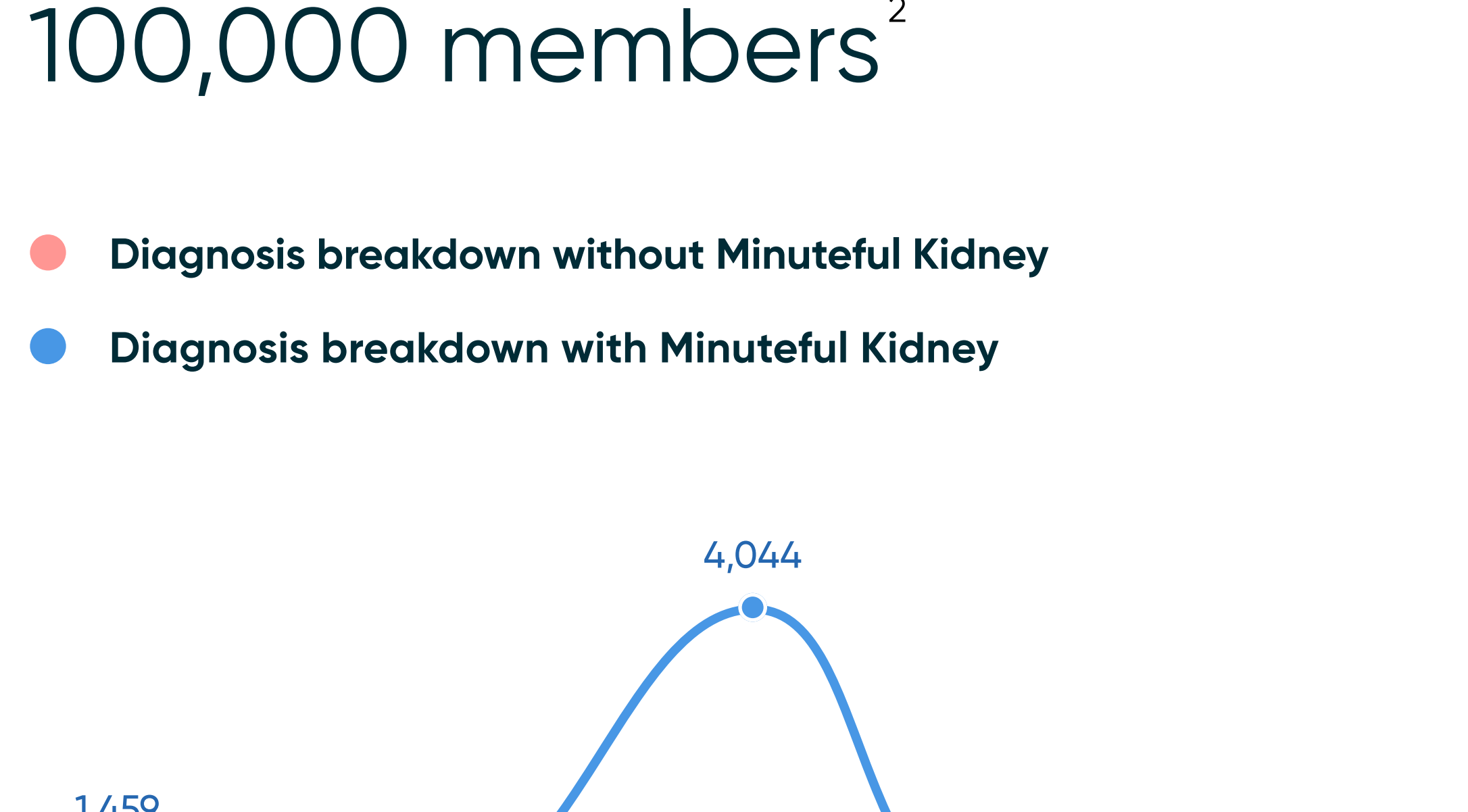
Health plans can now significantly increase diagnosis rates and enhance reimbursements with smartphone-powered CKD testing¹

Low diagnosis rates due to low adherence to testing creates a clinical and financial burden. Later diagnosis means more health complications and higher costs, and with the changes to RAF unrealized additional revenue.

Minuteful Kidney is an innovative at-home albumin-to-creatinine ratio (ACR) test, operated via smartphone, designed to detect kidney damage. It enables hypertensive members to conduct their recommended test at home and receive instant clinical results. By offering the convenience of home testing and using outreach prompts to boost adherence, Minuteful Kidney achieves a 30% adherence rate in a previously untested population, potentially increasing CKD diagnoses by tenfold.



Diagnosis breakdown in 100,000 members²



Total CKD diagnosed (Y1) without Minuteful Kidney:

597 (0.60%)

Total CKD diagnosed (Y1) with Minuteful Kidney:

6,630 (6.63%)

With RAF changing, using Minuteful Kidney to increase adherence will not only help member outcomes but will also have a significant financial impact.



Additional revenue based on the updated CKD HCC Coefficients

projected gains when rolled out across 100K MA members

	2024	2025	2026
Without Minuteful Kidney	\$0.74M	\$0.91M	\$1.08M
With Minuteful Kidney	\$4.88M	\$5.95M	\$7.03M
	Δ \$4.13M	Δ \$5.03M	Δ \$5.95M

¹ This analysis is based on a combination of real world outcomes (completion rates, abnormal/high abnormal rates and follow-up with PCP rates) and an external independent actuary model developed by Optum. The model developed is based on an evaluation of claims data representing 4.9 million Medicare Advantage members and 12.7 million Commercial Fully Insured members.

² Based on claims data from a leading health plan