

# Clover Health

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2024 Leerink Partners Healthcare Crossroads Conference  
May 2024



## Disclaimer

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# Announcing SaaS & Tech Enabled Service Solution to Bring the Power of CA to all MA Payors & Providers



## Counterpart's Compelling Value Proposition

### For External Payors & Providers

- ➔ Cloud-based, AI-powered technology & support platform **already built** with proven results
- ➔ Access to **clinician-centric**, EHR integrated, & AI-powered care management platform
- ➔ Ability to **improve health outcomes** via earlier identification and management of disease
- ➔ Via **better care management**, can help facilitate:
  - ★ *Earlier Diagnosis*
  - ★ *Lower Medical Cost*
  - ★ *Improved Quality Performance*

### For Clover Health

- ➔ Deploy existing technology asset for **growth & profitability**
- ➔ New **SaaS (PMPM) & Tech-Enabled Services** (Value Based Care) revenue streams with low startup costs
- ➔ **Expand offering** with low CAC & high margin potential business; equipping more clinicians with differentiated & proven technology
- ➔ Strong market fit with **rich deal pipeline**

# CA Technology Driving Value Creation

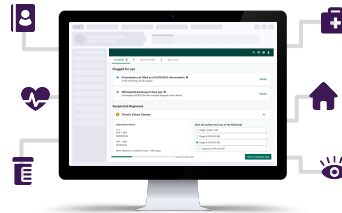
## Proven Clinical Outcome Improvement<sup>(1)</sup>

*CA use associated with:*

- ★ Earlier diagnosis & treatment of Diabetes
- ★ Earlier diagnosis & improved disease trajectory for Chronic Kidney Disease
- ★ Improved Medication Adherence

## Improved Value Based Care Performance

**1,000+ bps** of MCR Differential  
for returning Clover MA members whose PCPs use CA as compared to those whose PCPs do not







## Key Quality Measure Improvements<sup>(2)</sup>

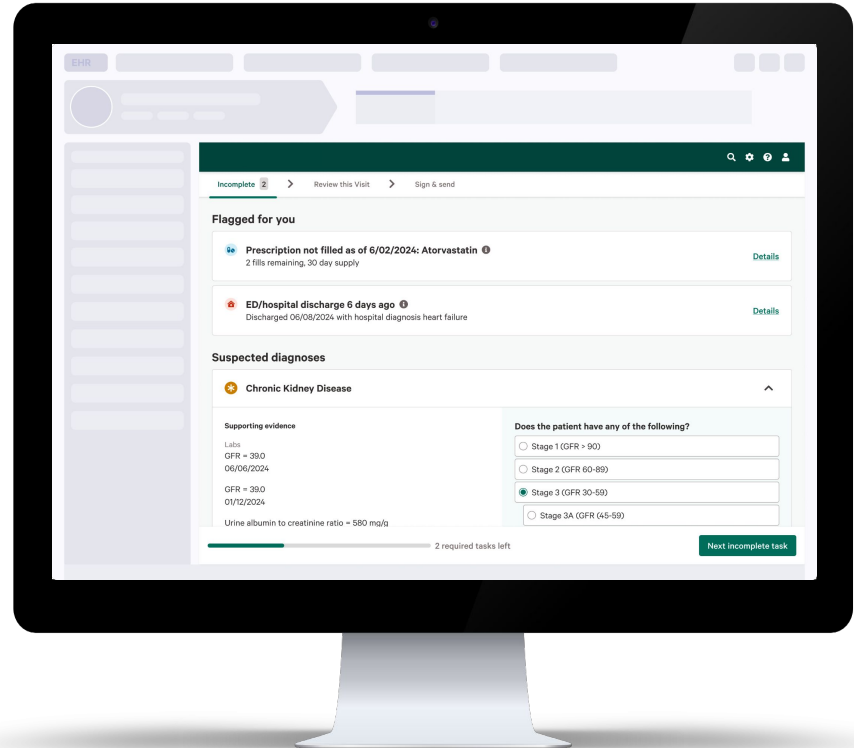
*Members who had a CA visit are:*

- 21%** More likely to have had **colorectal screening**
- 12%** More likely to have had **breast cancer screening**
- 9%** More likely to have had **osteoporosis management**  
*(among women who have had a fracture)*
- 11%** More likely to have **blood sugar controlled**  
*(among members with diabetes)*
- 7%** More likely to **visit PCP after ED visit**  
*(among members with multiple chronic conditions)*
- 37%** More likely to have **blood pressure controlled**  
*(among members with hypertension)*

(1) For more details, please see Clover's three research papers on Chronic Kidney Disease, Diabetes, and Medication Adherence. "Clover Assistant Use and Diagnosis and Progression of Chronic Kidney Disease" [www.cloverhealth.com/clinicalcare/ckd](http://www.cloverhealth.com/clinicalcare/ckd); "Clover Assistant Use and Diagnosis, Treatment, and Progression of Diabetes" [www.cloverhealth.com/clinicalcare/diabetes](http://www.cloverhealth.com/clinicalcare/diabetes); "Clover Assistant Use and Medication Adherence for Common Chronic Conditions" [www.cloverhealth.com/clinicalcare/medadherence](http://www.cloverhealth.com/clinicalcare/medadherence)  
 (2) Analysis of one MA Plan's member data from 2022.

## Focused on Usability and Intuitive User Interface

-  Elegant, **easy-to-use** software platform
-  **Designed by doctors, for doctors**
-  **EHR integrated, fits well in clinical workflow**
-  Empowering physicians to **practice medicine** using their clinical judgement



# Q&A