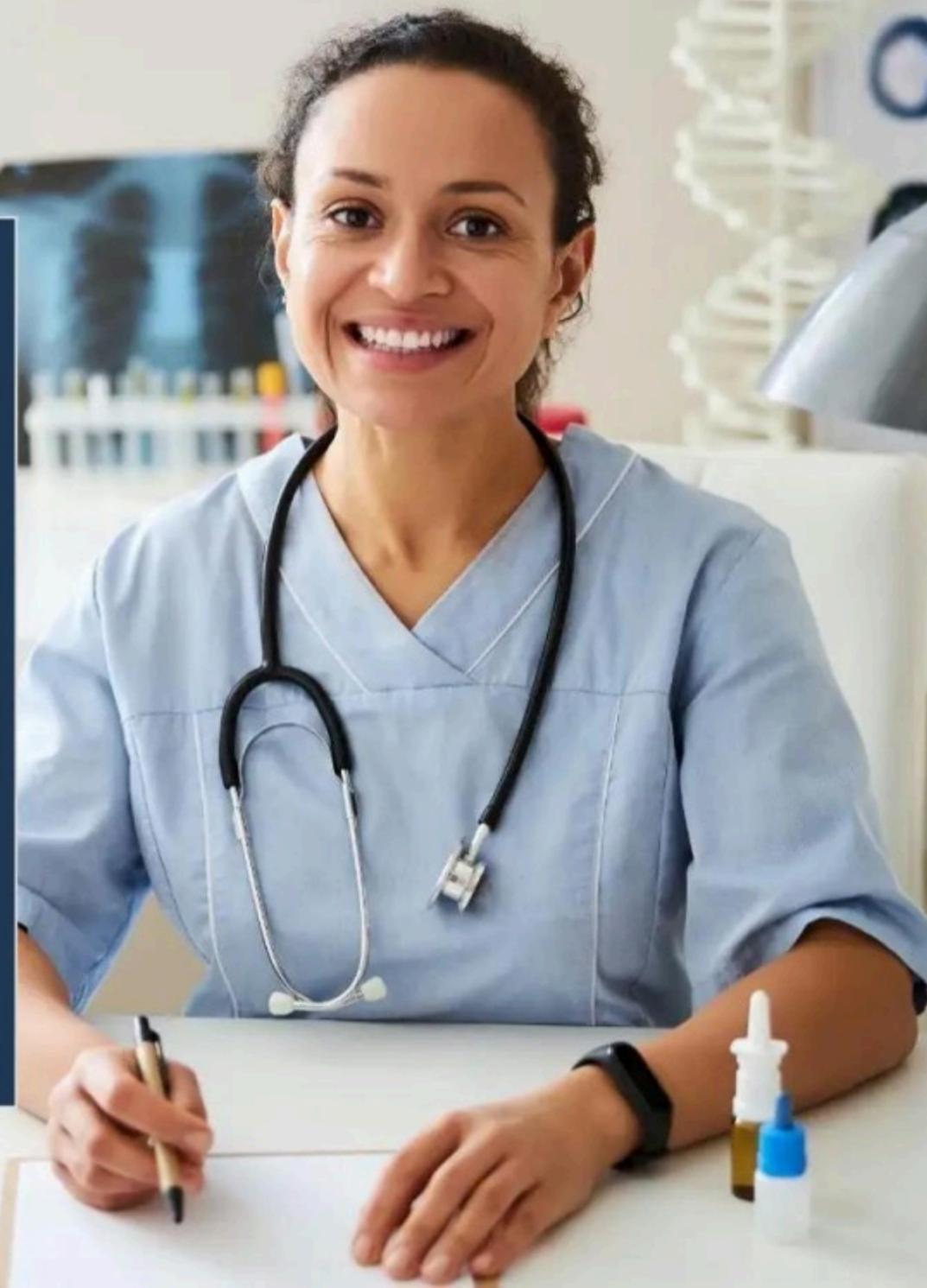


98point6.

98point6 Technologies

Digital healthcare for a  
competitive edge



Great for patients, providers, purchasers and 98point6

# Executive Summary

**Integrated virtual care platforms are in high demand** as healthcare adapts to a digital marketplace, and we are refocusing the company to best capitalize on our unique, valuable and proven technology

Our technology has been hardened by 6+ years of serving millions of patients and **we are now partnering with health systems—the most recognized brands in care delivery**—to enhance their primary care franchises and address financial pressures and competitive threats from the likes of Amazon

With our **new focus on technology development vs. delivering care**, we have a running head start and immediate commercial traction with a high margin, rapidly scalable and differentiated SaaS offering

As we grow this new business, multiple revenue expansion opportunities including provider growth, enterprise additions and feature/function buy ups underpin a **compelling and efficient financial profile that affords us a clear and accelerated path to profitability**

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# Defining digitally-enabled healthcare



## Quality and experience mastery

High-quality, consumer-friendly virtual care is becoming table stakes



## Reduce variability

Manage patients to an n-of-1 leveraging automation and practice standards



## Flexible operating model

Optimize workforce between and across health systems

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A track record of improving virtual care for patients and providers

# Our history has created our future

Mar 2015	98point6 is founded; technology development begins
Mar 2017	98point6 virtual care clinic opens and our first patient is treated
Sept 2017	Automated Assistant “bot” launched
Feb 2020	1st practice standard is launched
Feb 2021	98point6 virtual behavioral health clinic opens
Feb 2022	<b>Strategic decision made to decouple care delivery and technology enablement</b>
May 2022	First technology licensing agreement signed
Feb 2023	500,000th text-based visit is completed, culminating 6 years of virtual care delivery used to inform product development and optimization
Mar 2023	<b>98point6 care delivery business is acquired by Transcarent. Reincorporation as 98point6 Technologies in order to focus on developing and licensing the 98point6 Technology Platform.</b>

*This shift capitalizes on our strongest competitive advantage, focuses on our most compelling business model and offers an accelerated path to profitability*

A track record of improving virtual care for patients and providers

# Proven care-delivery technology



## For patients

A digital, text-forward experience meets patient expectations and drives higher patient engagement



## For providers

Technology improves and optimizes care delivery, extending provider reach and reducing administrative burden

Proof points from a 6+ year history operating our own virtual clinic:

- \$250M+ invested
- 3M+ users from 300+ clients
- 95% all time client retention rate
- Avg 4.8 out of 5.0 star in-app patient satisfaction rating

*98point6 has a robust track record of powering virtual care for preeminent clients*



**BOEING**



PREMERA |   
BLUE CROSS



Quest  
Diagnostics™

## Meeting the moment

# Healthcare has changed

COVID-19, increasing pressure on providers and healthcare institutions, consumer/patient expectations and technology advancements have made virtual care a necessity.

- Patients and providers want a comprehensive, integrated journey
- Behavioral health awareness and demand has skyrocketed
- Health systems are seeking advanced digital capabilities and expertise
- There is an industry-wide shift to increasing home diagnostics and care



Meeting the moment

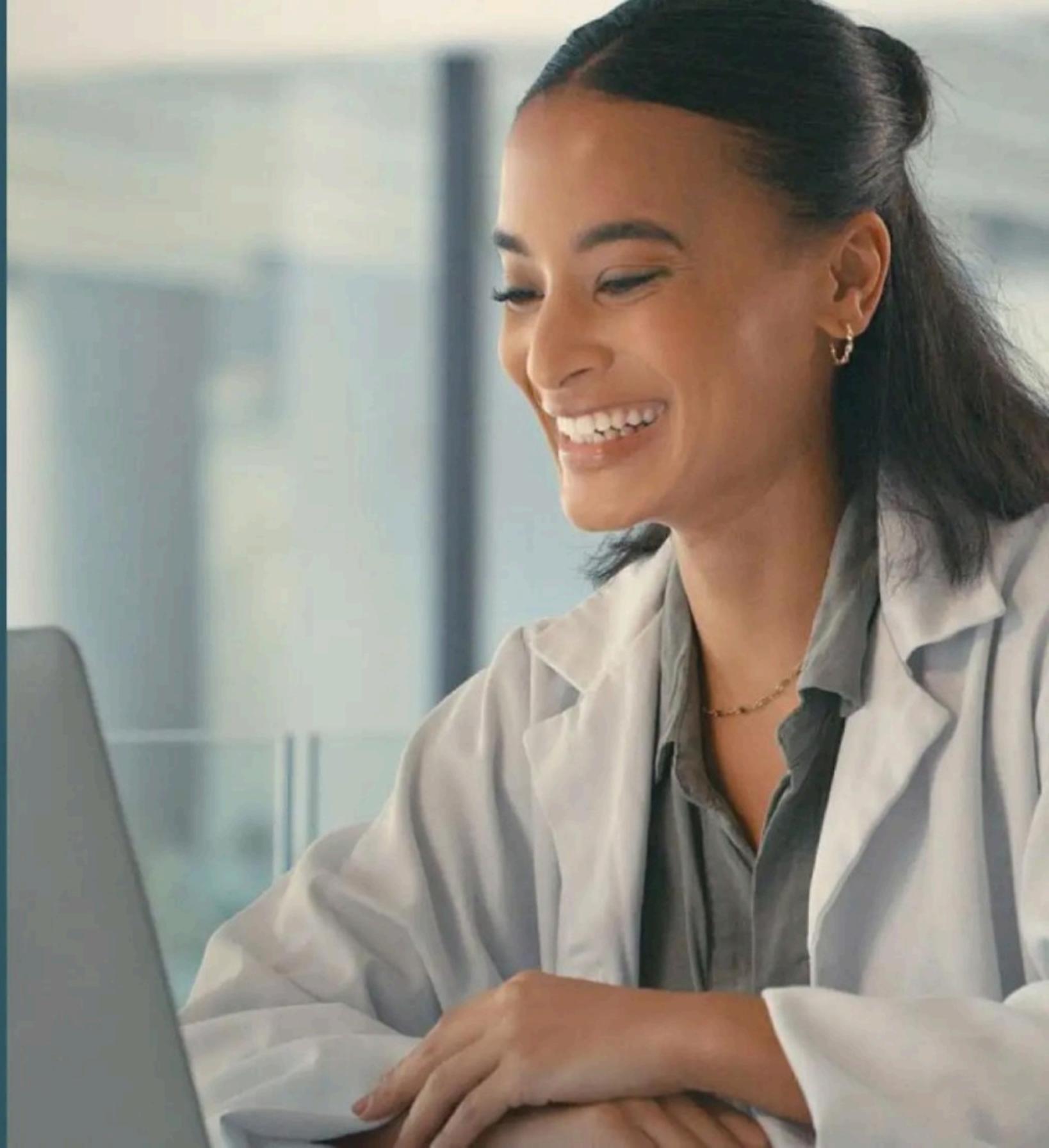
# We have changed

	98point6 clinic	98point6 Technologies
Scope of care	Virtual acute care and behavioral health	Digital wrapper and SDK for ambulatory medicine: acute, behavioral health, chronic, preventive—with care coordination and navigation, connectivity to labs and scheduling.
Client focus	Employers and health plans	Health systems and health care organizations
Business model	<ul style="list-style-type: none"><li>• Low cost, membership-based</li><li>• Massive populations, customized offerings</li></ul>	<ul style="list-style-type: none"><li>• SaaS licensing</li><li>• Select populations, value-based model</li></ul>
Proprietary technology	Exclusively available to in-house clinic providers	Decoupled, configurable technology and care delivery platform
Clinic workforce	<ul style="list-style-type: none"><li>• FTE physicians + per diems for surges</li><li>• Patient support</li></ul>	<ul style="list-style-type: none"><li>• Health system providers</li><li>• 3rd party networks</li></ul>
Data	Internal purposes only	Support health system clinical research

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# Strategic collaboration

How our technology can support  
health systems through this  
changing market





## Strategic collaboration: health systems

# Health systems feel the impact

### Rising competition

Amazon and other PE-backed solutions are entering the market

### Financial pressure

Negative margins in ambulatory and primary care settings

### Deficient assets

Health systems are facing increased physician burnout

### Need digital entry point to compete in today's market

COVID-19 accelerated the importance and understanding of digital care



### Build

Takes time, expertise and scale



### Buy

No purpose-built solution



### Strategic collaboration

Speed to market, network effect, non-competitive

98point6 will help us scale our digital capabilities to meet community demand and bring a new level of meaningful engagement to our customers.

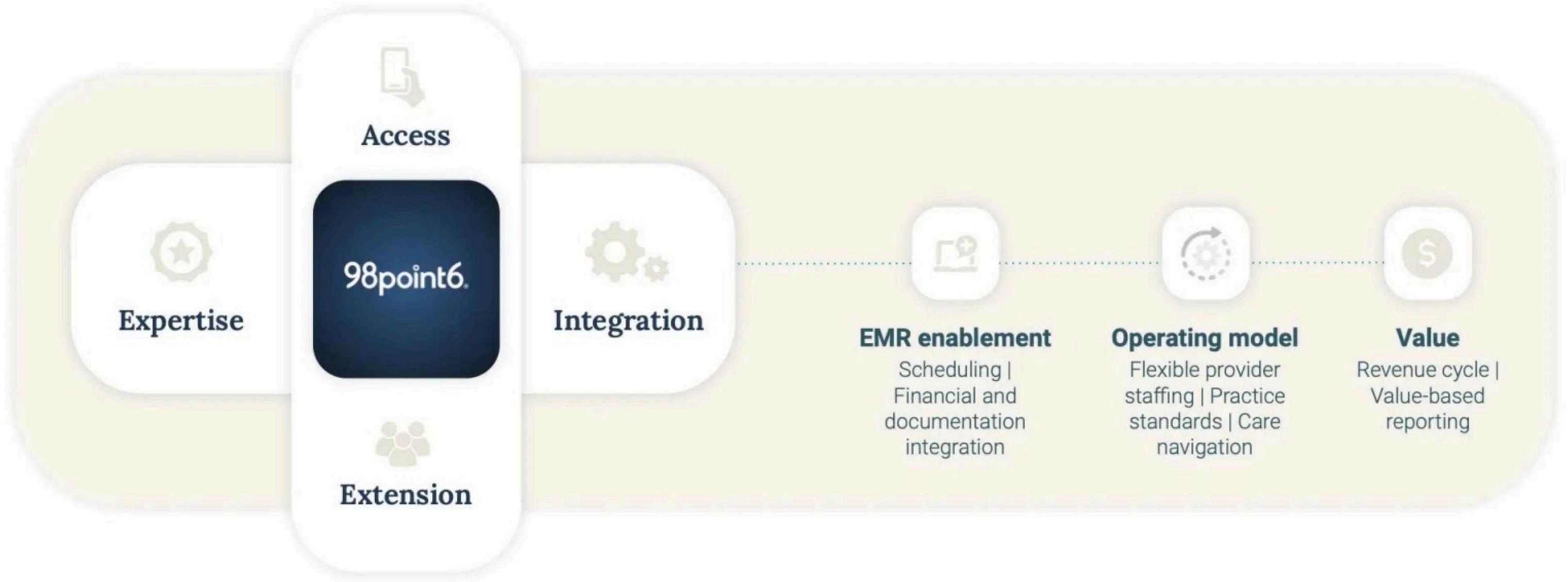
The healthcare landscape is changing quickly, with big players in the technology and healthcare sectors making significant investments in this direction.

We know customers are eager to see the healthcare industry evolve and enhance digital capabilities for better care.

**Ryan Fix, President, Retail Health MultiCare**

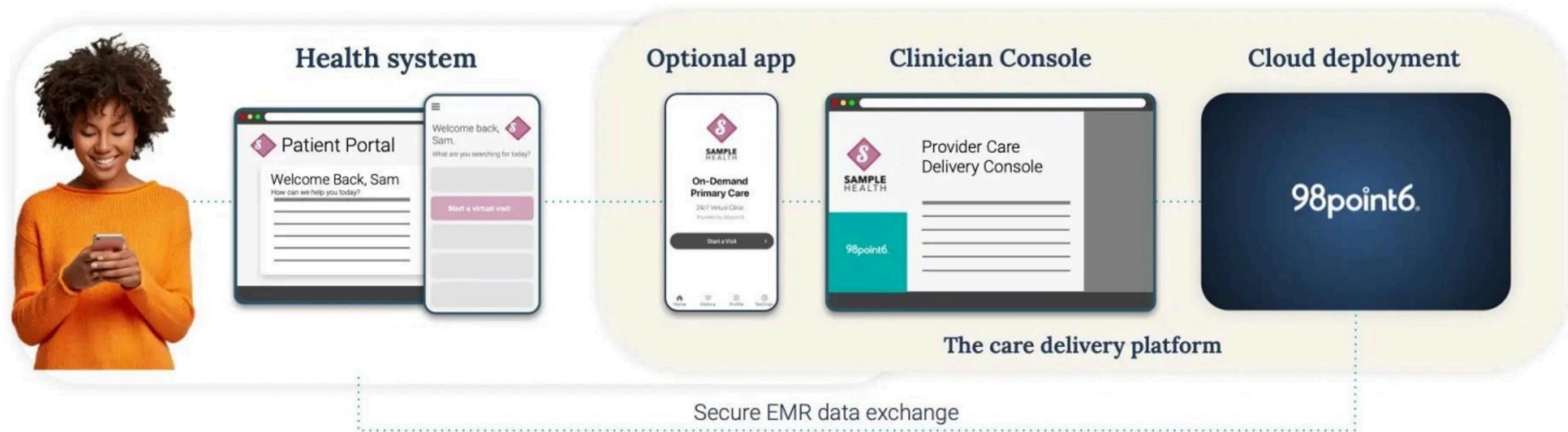
Expand access, extend integration, leverage expertise

# The evolving value proposition for health systems



Leveraging our technology investment and infrastructure

# A digital wrapper to power care models



## Provider empowering technology

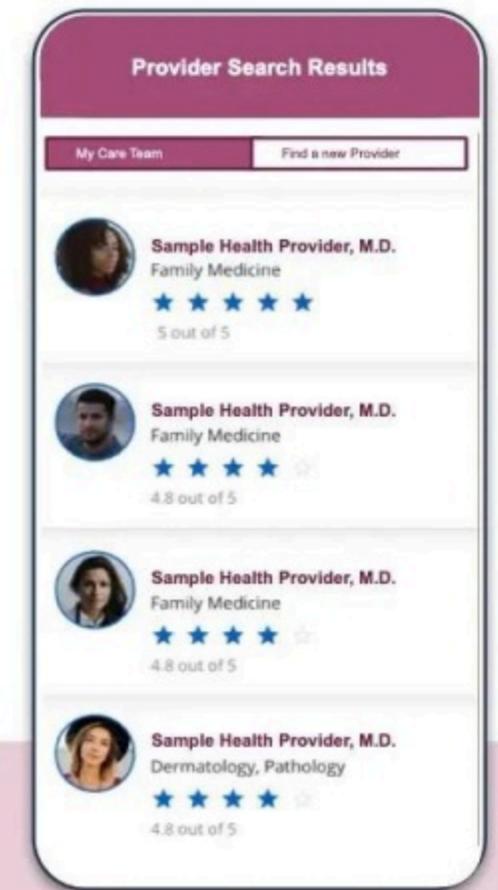
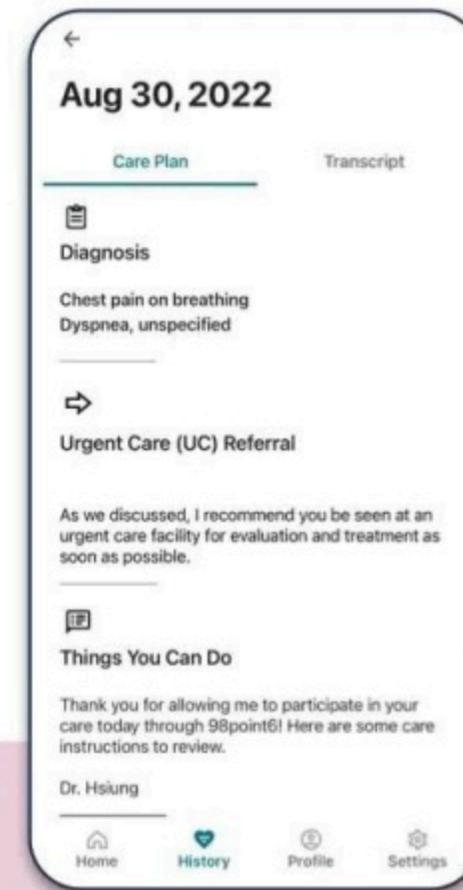
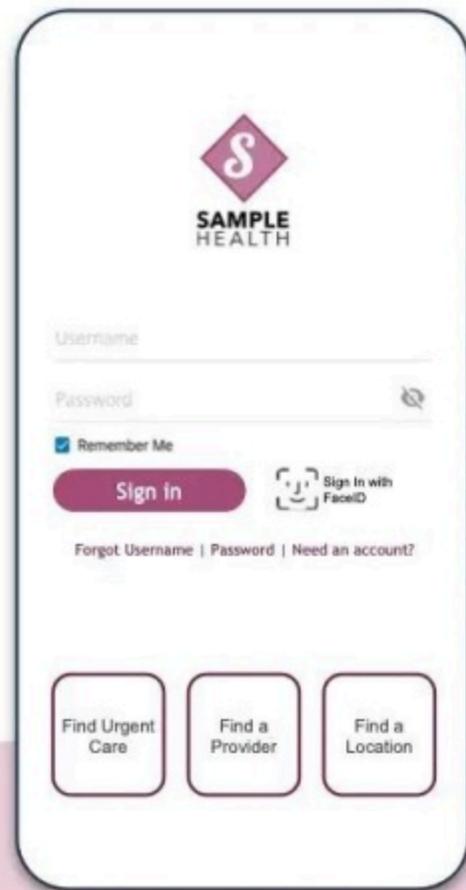
- Clinician Console and Automated Assistant (AI/ML chat bot) increase provider efficiency
- Evidence-based practice standard automation improves quality and facilitates consistent visit experience

## Branded, patient-facing mobile app

- Drives patient engagement and management
- Facilitates in-network referrals, scheduling and follow-ups

98point6 Technologies' SDK allows health systems to leverage our technology and retain their trusted brand

# Digital-first care through existing patient access points



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# Unlocking value: licensing our technology

The benefits of a hybrid virtual care strategy powered by 98point6 Technologies

By decoupling our proprietary technology platform from care delivery, 98point6 can pass on learnings from 6+ years of operating our own clinic to health systems and other health care delivery organizations.

Unlocking value: regional health systems

# Generating an immediate and attractive ROI

- **Patient engagement and management tool:** highly efficient, generates specialty and in-patient referrals
- **Reduce provider burnout/churn:** the platform not only optimizes patient engagement it also relieves cognitive burden on providers and offers unmatched flexibility
- **Optimize expensive physical footprint:** a large portion of walk-in visits can be accomplished digitally
- **Utilize excess provider capacity:** operating a linked network shrinks excess capacity at single location (~20% daily)

