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VALUE-BASED CARE

FRANK W. MADDUX

WILLIAM VALLE

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■ VALUE-BASED CARE: IMPROVED QUALITY, BETTER HEALTH OUTCOMES, AND REDUCED COST



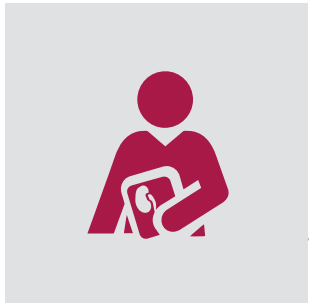
Shared savings



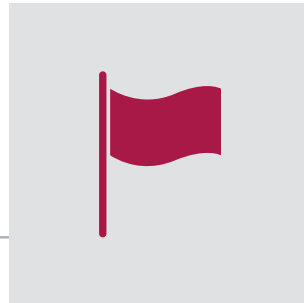
Capitated models



Benefits for payors



Engagement of patients with nephrologists for early recognition



Optimal start



Leveraging actionable data

■ WHAT WE LEARNED FROM PREVIOUS VALUE-BASED CARE EXPERIENCES



MOVING FROM NEPHROLOGIST ALIGNMENT TO INTEGRATION IS THE KEY TO SUCCESS

Transitional Care Management (TCM) services and payments.

- 30-day readmission rate dropped by as much as 35%
- Visits performed in most convenient site of care (dialysis center)

Upstream pre-dialysis education services in preparation for an optimal start to renal replacement therapy.

- 28% less likely to start dialysis with a catheter
- 23% lower hospitalization rate in first year of care; 10% reduction in first six months costs

High performance culture between nephrologists and dialysis centers.

- Culture of measurement of clinical performance
- Quality pledge
 - Superior results shared
 - Inferior results require a change in approach
- Outlier management standardized

Alignment of clinical, quality, and care coordination activities.

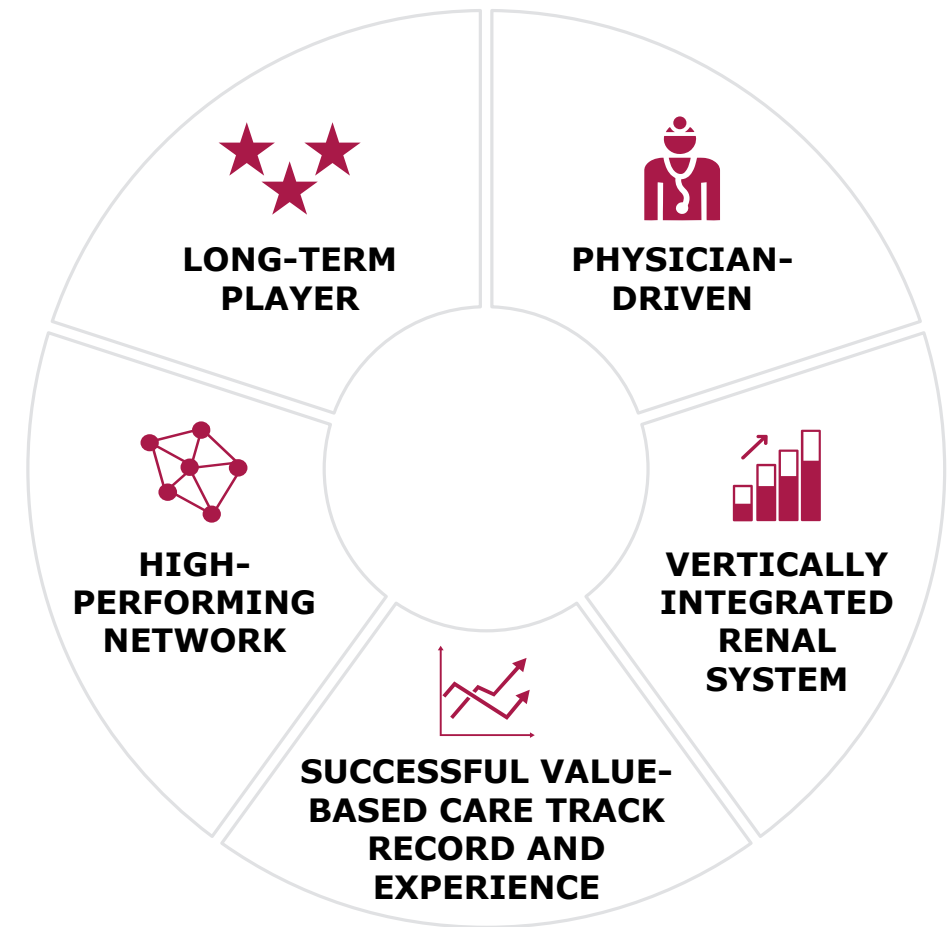
- Improved collaboration and support of patient facing care teams
- Supports an interdisciplinary team approach to patient care and quality
- Provides resources at point of care
- Reduces multiple overlapping patient touchpoints between care coordination and clinical activities

■ UNPARALLELED OFFERING: PHYSICIAN-GOVERNED RENAL POPULATION HEALTH COMPANY

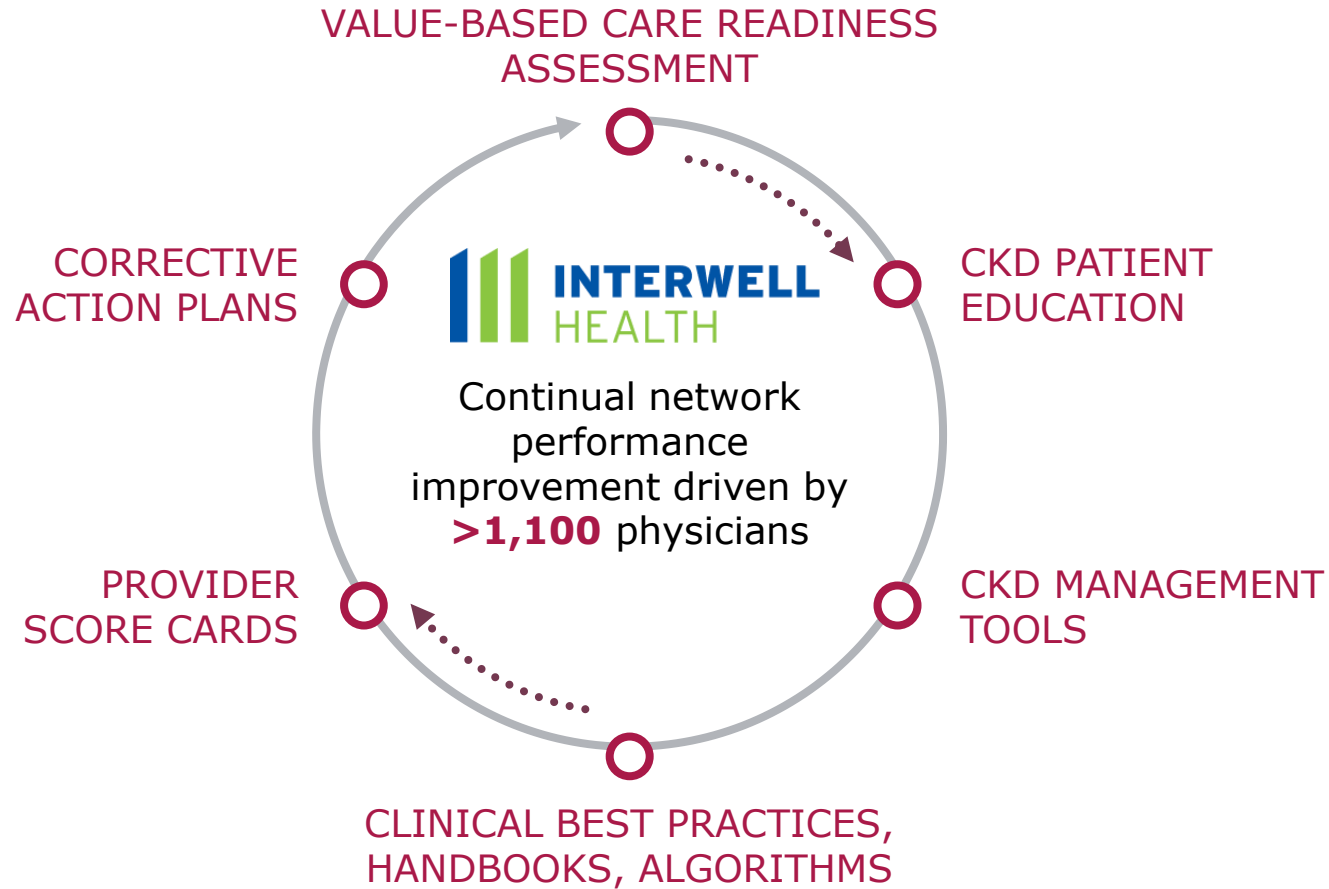


POSITIONED AS THE CLINICAL INNOVATION ENGINE FOR ADVANCING THE RENAL CARE CONTINUUM

Focused on **patient-centered holistic care** coordinated by a **high-performing, physician-led renal network**



■ EXTENSIVE NETWORK OF NEARLY 20% OF PRIVATE PRACTICE NEPHROLOGISTS IN THE U.S.



Standardized performance management will result in **consistent and predictable results.**

LEVERAGED AT SCALE: ENHANCED TECHNOLOGY IN MEDICAL APPLICATIONS



Our **proprietary predictive models** are constructed and tested using clinical data sets from hundreds of thousands of patients with advanced renal disease.

KidneyCare:365 is an internally constructed and nationally deployed **CKD-focused care coordination solution**, built leveraging care coordination lessons learned during our years of experience in value-based care.



Our scale permitted us to facilitate over **500,000 telehealth visits** between nephrologists and our dialysis patients during a 5-month period.

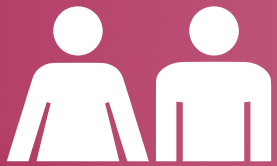
We created **workflow solutions that connect our patients, providers, and care teams** with an application suite called theHub by Fresenius Medical Care.

Patient**hub**
from FRESENIUS MEDICAL CARE

CareTeam**hub**
from FRESENIUS MEDICAL CARE

Provider**hub**
from FRESENIUS MEDICAL CARE

■ CREATING CARE STANDARDS AND A DEFINED CLINICAL APPROACH



OUTCOME OF THE PATIENT AND COST OF CARE TO THE SYSTEMS IMPACTED BY MEDICAL AND SOCIAL DETERMINANTS ALONG THE PATIENT JOURNEY.



1 **Clinical and physiologic needs** of patients



2 **Social determinants** of health



3 **Patient engagement and satisfaction** – Power and choice in the management of disease and symptoms



4 **Comorbidities** and the impact of patient decision making

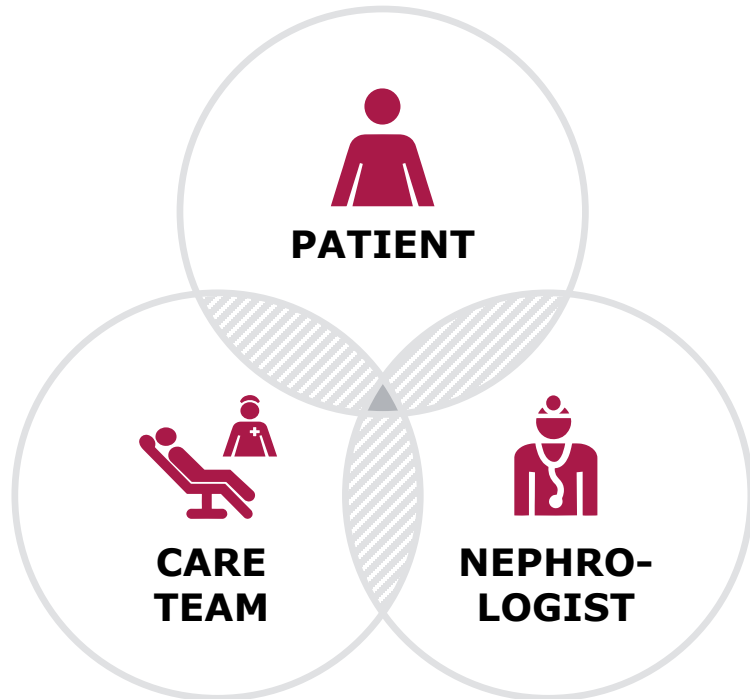


5 **Translating advancements in the science** – Achieve better outcomes at more efficient cost or utilization



■ COMPREHENSIVE CKD SOLUTION

PROVIDING AN INTEGRATED, CONNECTED CARE EXPERIENCE TO SUPPORT AND ENGAGE LATE STAGE CKD PATIENTS



Patient care team: in-person and virtual



Comorbidity interventions and **remote monitoring**



Renal education and **transition management**, including home therapy and transplantation



Digital patient interface: mobile and web-based



theHub: centralized care



Integrated provider data



POWERED BY THE KIDNEYCARE: 365 DATA HUB – LEVERAGING DATA SOURCES TO DEVELOP PERSONALIZED CARE PLANS AND THE INTERVENTIONS NECESSARY TO IMPROVE OUTCOMES AND REDUCE COST OF CARE

■ STRATEGIC PARTNERSHIP WITH CONSUMER DIGITAL HEALTH COMPANY



Partnered with Livongo to help us **efficiently and effectively manage high-cost and complex comorbid conditions** of late stage CKD patients.

Activating patients in their own healthcare including **diabetes, pre-diabetes, cardiovascular disease, weight monitoring, and behavioral health.**

Livongo's **world-class remote patient monitoring** and digital tools support patients with CKD.

Established **collaborative workstreams** for implementation, clinical modeling, member journey, data integration, and compliance and delegation.

■ CONSISTENT INNOVATOR IN VALUE-BASED ARRANGEMENTS

WE ARE A RELIABLE PARTNER FOR PRIVATE PAYORS

SCALE & NATIONAL REACH

COLLABORATION WITH PAYORS

EXPERIENCE & EXPERTISE

PROVEN RESULTS & IMPROVED OUTCOMES

HIGH-PERFORMING PHYSICIAN NETWORK

50

Number of States with Value-Based Programs

>10

Number of Payor Agreements

>10

Number of Years of Experience Managing Total Cost of Care

>\$5B

Medical Costs Under Our Management

>1.1K

Number of Integrated Physicians

■ CAPTURING THE VALUE-BASED CARE OPPORTUNITY



“As Humana continues to prioritize innovative solutions in response to today’s greatest healthcare challenges, we’re pleased to collaborate with Fresenius Medical Care, an organization of broad capability with which we can execute an important initiative of this scale. In the evolution of renal disease care, we are confident that the best way to improve health outcomes and the patient experience is personalized coordination that meets the needs of each individual.”

WILLIAM SHRANK, M.D.

Chief Medical Officer
Humana



“The combination of Fresenius Medical Care’s leading position in renal value based care with Livongo’s best-in-class digital platform will deliver actionable clinically-based insights to people living with kidney disease and other chronic conditions, and will improve clinical and financial outcomes. By activating their patients in this way, Fresenius Medical Care will empower them to take an active role in managing their own healthcare.”

GLEN TULLMAN

Executive Chairman
Livongo