

M&A and deals in digital health

Casper de Clercq

MCGRIGOR GROUP VIRTUAL STRATEGY DAY

CASPER DE CLERCQ

2/26/2021





















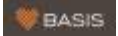














NORWEST

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NORWEST VENTURE PARTNERS

- \$9.5B in capital
- 59-year history; 600 companies
- ~150 active companies
- 90 professionals across 5 offices: Bay Area, India, and Israel
- Growth equity, buyout, and venture capital
- Healthcare services, HCIT, pharma services, technology & tech-enabled services, business services and consumer/retail
- Consistently ranked in top quartile for performance

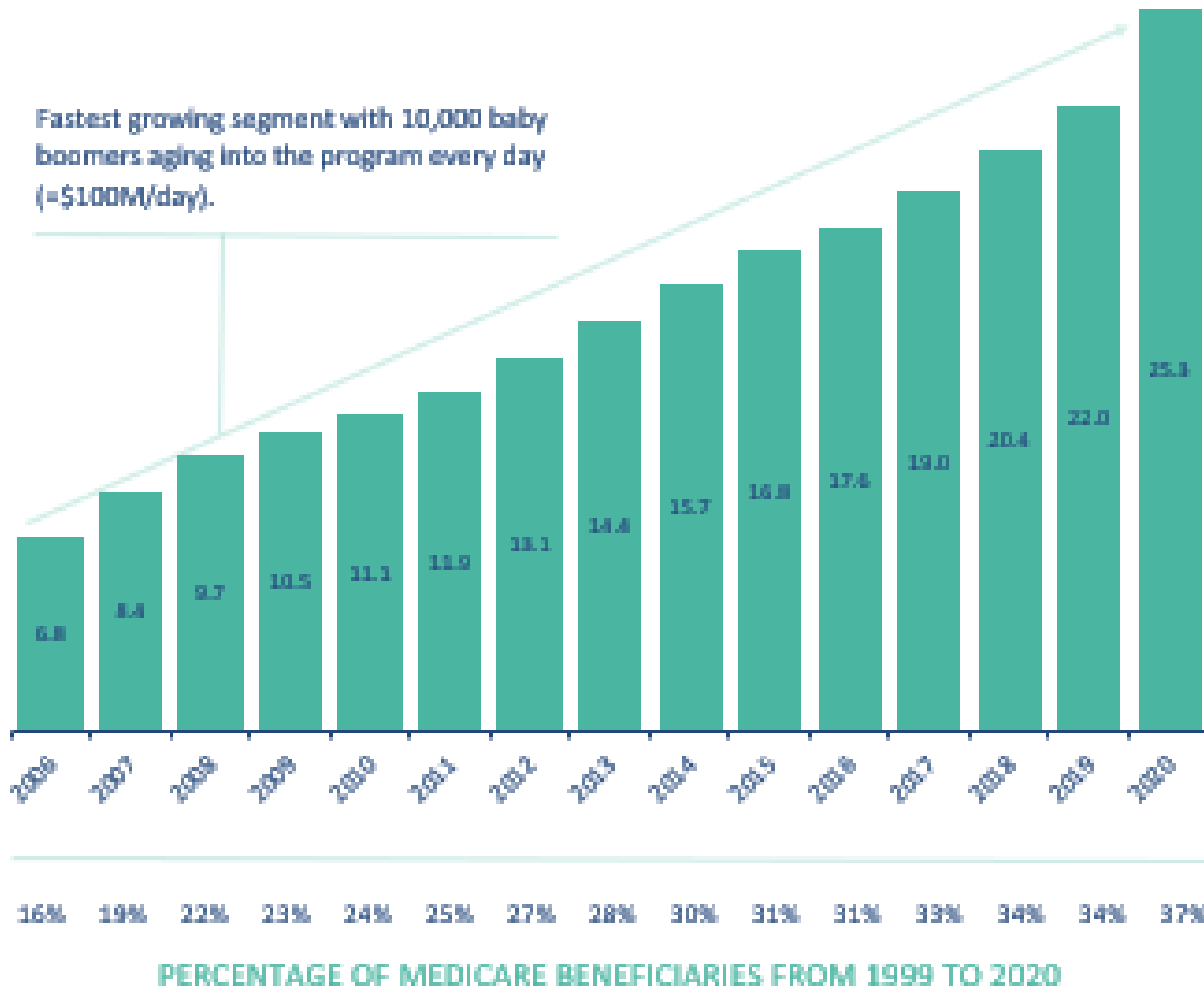
NVP COLLECTIVE HEALTHCARE EXPERIENCE

Multisite Healthcare Services	Healthcare IT	Pharma Services	Payor IT / Services	Drugs / Devices
     	       	    	     	                     

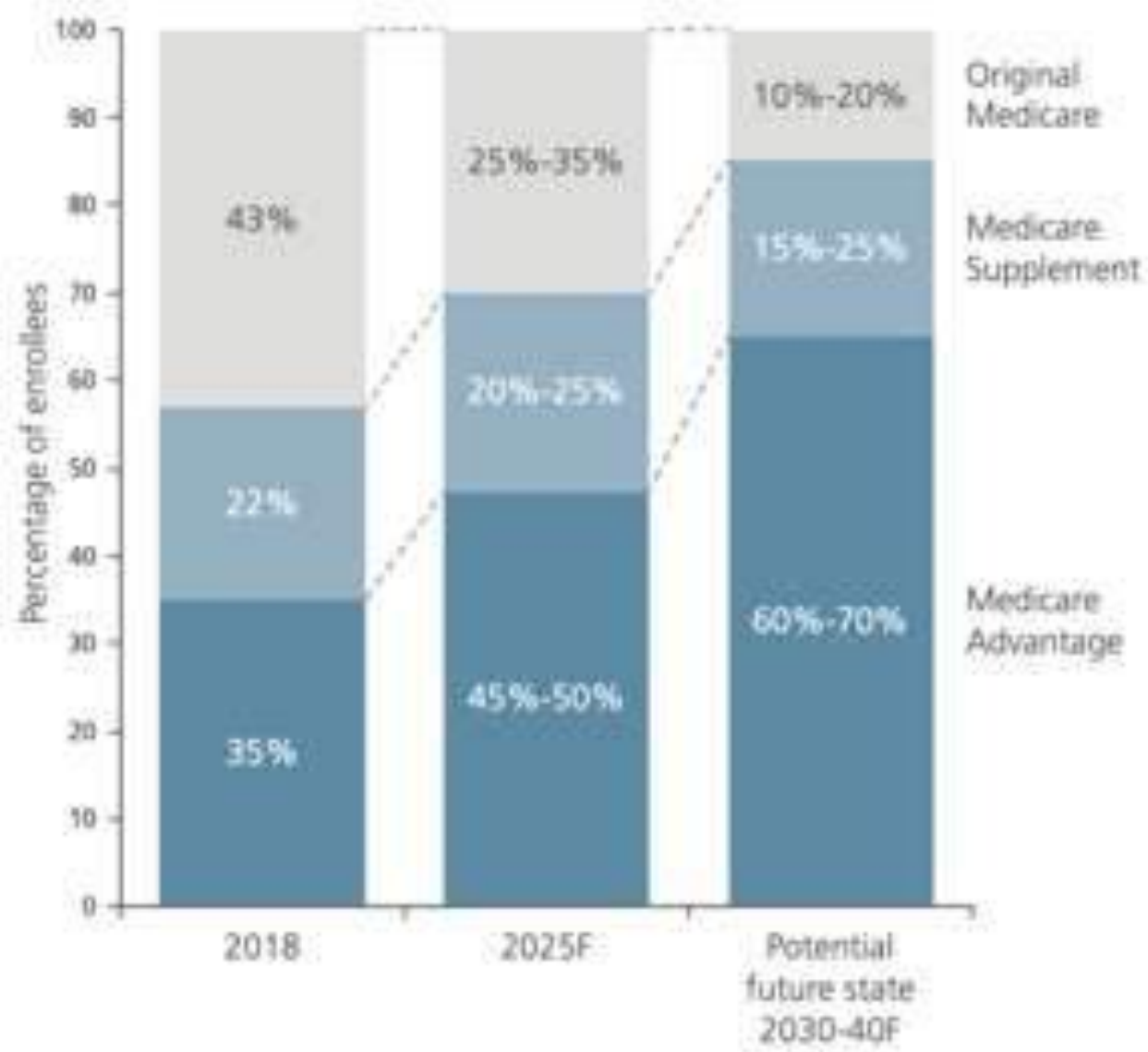
US INSURANCE, TECH AND TRENDS

- **Capitated Care - Medicare Advantage**
- **Self insured employers**
- **Remote monitoring and telemedicine**
- **Future trends**

THE GROWING INFLUENCE OF CAPITATED CARE – MA MEMBERS



MEDICARE ADVANTAGE SHARE OF TOTAL MEDICARE MEMBERS



THE NEW INTERLOPERS

FIRST FUNDING	GEOGRAPHIES	CAPITAL RAISED (BY MILLION)	1ST YEAR AEP (MEMBERS)
CLEVER CARE June 2019	3 counties in CA	\$24M Pre-money: \$18M	653
BRIGHT HEALTH April 2016	1 county in AZ 10 counties in CO 2 counties in AL	\$240M Pre-money: \$160M	1 st : 1,665 2 nd : 3,600 3 rd : 5,052
DEVOTED HEALTH October 2017	8 county in FL	\$369M Pre-money: \$1,431M	1 st : 2,114 2 nd : 15,074
OSCAR HEALTH July 2013	11 counties in NY 9 counties in TX	\$1,270M Pre-money: \$1,765M	1,377
CLOVER HEALTH September 2015	6 counties in NJ	\$100M Pre-money: \$58M	1 st : 142 2 nd : 1,641 3 rd : 5,704



WHY ANY “NEW” PLAN

Dental, Vision & Hearing

Plans include routine dental, vision, and hearing coverage plus allowances for eyeglasses or contacts, and hearing aids. Many plans include allowances for comprehensive dental coverage.



Easy Access to Doctors

In addition to in-person office visits, you can now see your doctor from the comfort of your home with a telehealth appointment. If your personal doctor isn't available, Clover Health can connect you with a doctor or nurse practitioner via video or phone.



Over-the-Counter Allowances

All plans include quarterly allowances for over-the-counter (OTC) items. Save on everyday health-related items like thermometers, vitamins, allergy tablets, cough drops, bandages, cotton swabs, and more.



Broad and Open Networks

Clover Health puts your needs first. Our PPO provider networks are broad and open, enabling our members to see any doctor participating in Medicare who is willing to accept them.



Prescription Drug Coverage

All plans include prescription drug coverage, so there is no need for an additional plan. You'll also save time (and often money) by getting 100-day refills of your prescriptions via mail order.



The Clover Assistant

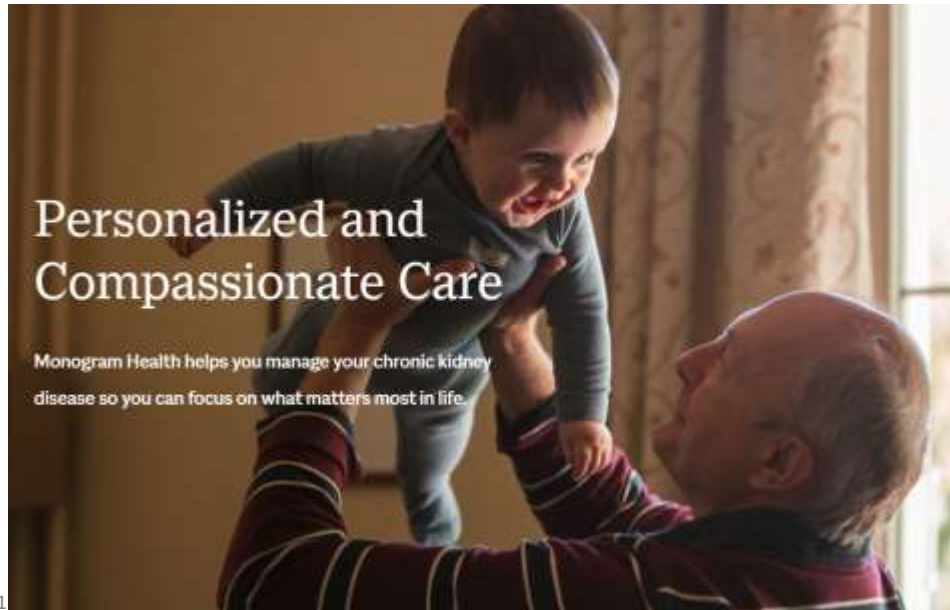
We provide doctors with our Clover Assistant technology at no cost. The Clover Assistant helps your primary care doctor get a more complete view of your overall health.



MEMBER SEGMENTATION AND SUB-CAPITATION



Clever Care is a culturally-sensitive Medicare Advantage (MA) Health Plan focused on serving Eastern Medicine needs.



The Monogram Difference

We focus exclusively on kidney disease and deploy a broad array of AI-enabled services that generate industry leading outcomes by providing personalized, compassionate, and evidence-based care in the home.