

# Sustainability of Reversal



The Virta Treatment delivers results that endure. Our patients experience clinically significant health improvements that last for two years...and counting.

**60%**

Patients reversing their type 2 diabetes at one year<sup>1</sup>

**83%**

Patients who reverse at one year that stay reversed by the end of two years<sup>2</sup>

**\$9,565**

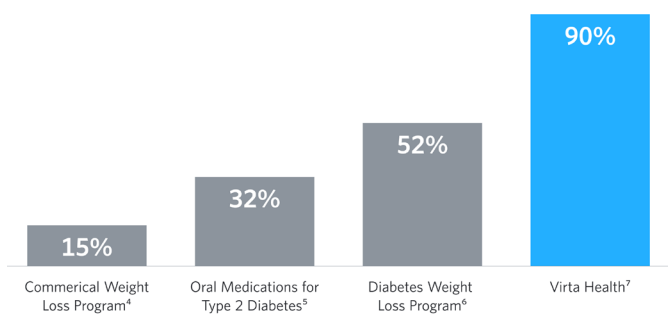
Average cost savings per patient across two years<sup>3</sup>

## Retention is 2-3x higher than benchmarks

It's never easy to get people to change their habits, in particular when it comes to nutrition or medications. That is ultimately what makes Virta's retention outcomes so remarkable.

Our patients stick with the treatment at a much higher rate than most other medication or nutritional programs.

Retention / Adherence at One Year



## Why patients stay engaged

### The Promise of Reversal

Most people think diabetes is a life sentence. The potential to reverse the disease is highly motivating.



### Rapid Results

Many patients experience significant weight-loss and medication de-prescription in the first 10 weeks, which encourages further adherence.



### 24/7 Support

Each patient is assigned a medical provider and health coach, who provide regular check-ins, moral support, and accountability.



- 1 Hallberg SJ et al. Diabetes Therapy. 2018. 9(2):593-612. Percentages are for patients completing Virta treatment. Reversal indicates A1c below diabetes threshold and no use of diabetes-specific medication (i.e., excluding metformin).
- 2 Virta Health Confidential Preliminary 2 Year Outcomes, Percentage of 2 year completers.
- 3 Virta Health. Estimating Virta's Economic Impact [White Paper]. 2018
- 4 CK Martin, et al. Weight loss and retention in a commercial weight loss program and the effect of corporate partnership. Int J Obes (Lond). 2010 Apr; 34(4): 742-750.
- 5 Lokhandwala T. A retrospective study of persistence, adherence, and health economic outcomes of fixed-dose combination vs. loose-dose combination of oral anti-diabetes drugs. J Med Econ. 2016;19(3):203-12.
- 6 Haste A et al. Web-Based Weight Loss Intervention for Men With Type 2 Diabetes: Pilot Randomized Controlled Trial. JMIR Diabetes. 2017;2(2):e14.
- 7 Virta Health Book of Business as of September 2018.

## Patients stick with Virta for the long haul



"To be able to get off all your meds and just treat your body with whole, healthy food is incredible. I feel like I have a future, and that's so exciting. Virta has given me my life back."

**Kim**

*3 years on Virta*



"My entire life has changed. I was able to go off of several medications. I've had to buy all new clothes. And guess what? I fit back into my Navy uniform from 21 years ago!"

**Tim**

*3 years on Virta*

## Dramatic and sustained reductions in Rx costs

### 50%

Reduction in estimated diabetes Rx costs at the end of two years of treatment

### \$2,300

Estimated annual Rx cost savings per user, observed at 1 year and sustained at 2 years

### \$4,300

Estimated average cost reduction for patients who started on insulin

Percentage Change in Estimated Annual Rx Cost

