



Unlocking and Humanizing Health Data

Healthcare Reimagined

By harnessing cutting-edge AI technologies, Altheia is introducing solutions like Acuvía™ to help healthcare stakeholders unlock actionable insights from data.



Imagine if a universally-accessible single, whole-person health view existed instead of the siloed data in healthcare today.

We would have:

- Seamless continuity of care.
- A more personalized approach to health and welfare.
- Administrative simplicity.

Imagine no more.

Acuvía™ is ready to deliver.

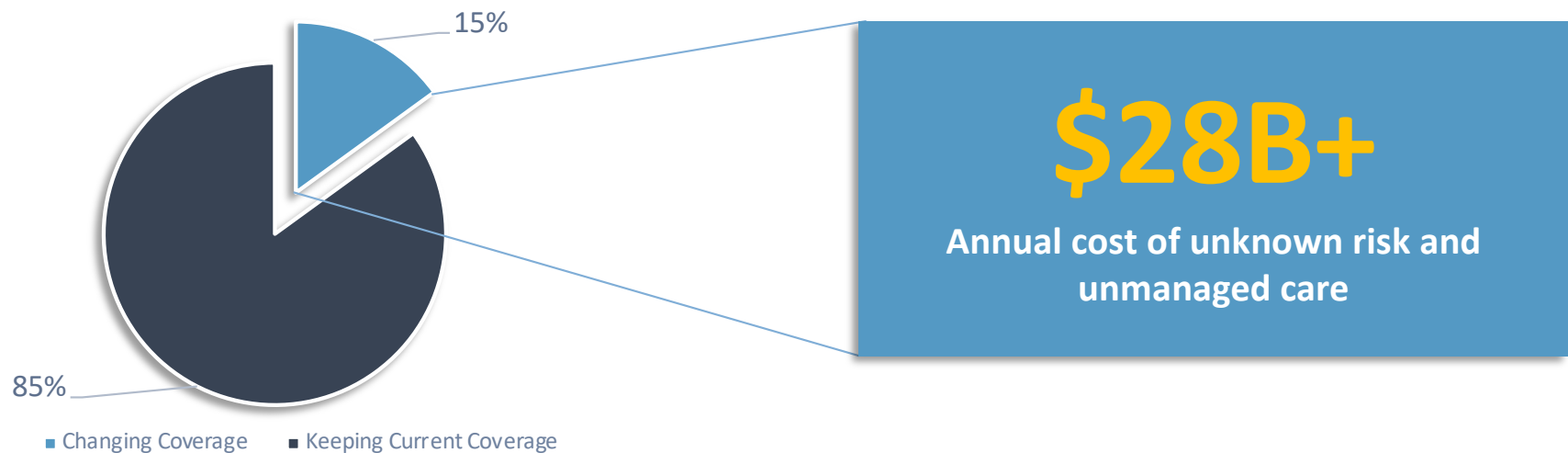
Altheia Corporate Values

Creativity ▪ Curiosity ▪ Equity + Inclusion ▪ Integrity ▪ Outcomes

Health Insurance Changes Interrupt Care Continuity

The new insurer is unaware of an individual's health profile for at least 12 months, **creating gaps in care and costly treatment choices.**

Annual US Insured Population Churn



<https://www.mckinsey.com/industries/healthcare/our-insights/the-untapped-potential-of-payer-care-management/>
<https://www.cbpp.org/research/health/continuous-eligibility-keeps-people-insured-and-reduces-costs>
<https://jamanetwork.com/journals/jamanetworkopen/fullarticle/2789399>

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Acuvia™ Enables Patient Engagement & Care Continuity

Key Features



Patient Consent Management



Whole Person Health Views with SDoH



Personalized Health Risk Scores & Intelligent Prioritization



Insights & Changing Risk Alerts



Innovative Engagement Platform (secondary data uses and monetization)

Key Benefits

Reduces healthcare and program-related spend

Increases revenue and market share

Improves quality and consumer loyalty scoring

Reduces administrative burden

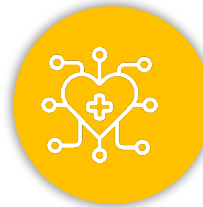
Focuses on person-level health & welfare

Why Now?



Interoperability regulations and standards have paved the way

- We must be able to share data seamlessly
- Not sharing new member data is costing us over \$500 per new member, per year¹



AI in healthcare tech is here to stay

- It is an expectation across the industry
- We must also focus on consumer loyalty (saving time & money)



Value Based Care contracting

- Insight into risk and full person views are paramount
- Risk reduction and better outcomes will impact bottom line results



Digital consumerism is on the rise

- Individuals, as risk bearing entities, are more motivated than ever to take charge
- The vast majority of Americans want to share and access more digital health data²

¹ <https://www.mckinsey.com/industries/healthcare/our-insights/the-untapped-potential-of-payer-care-management/>

² <https://www.pewtrusts.org/en/research-and-analysis/issue-briefs/2021/07/most-americans-want-to-share-and-access-more-digital-health-data>

Go To Market | Payers & Providers

Chronic Disease Management Market - large and growing at 14%

\$39 Billion

Primary Market TAM

\$21 Billion

Primary Market SAM

\$3 Billion

Primary Market SAM
With 15% Turnover

Revenue Model



PMPM based subscription



One-Time Implementation Fee



Annual Maintenance Fee

Primary Revenue

- Health Plans (all LOB)
- Standalone Care Management Vendors
- Care Navigators
- Providers/ACOs

- 10-year Targets: 10% of \$3B market size (\$300M* in Revenue) and 100M Lives
- Land and Expand Approach (from new members to all members) – move from \$3B to \$21B SAM
- Large Global Expansion Opportunity

Secondary Revenue (from other data uses)

Life Sciences

- R&D
- Clinical Trials
- Advertising






Life Insurance

- Streamline Medical Application

*Note this figure does not include secondary revenue streams.

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Data Transferability is Unique to Acuvía™

	 Powered by Altheia	Risk Analytics 	Data Exchanges 	EMRs 	Person-centric Aggregation 
Accurate & Timely Risk Scoring Clinical Data & SDoH	●	●	●	●	○
Patient-Directed Data Sharing Patient Consent	●	○	○	○	●
Improved Care Continuity Patient Data Portability	●	◐	○	◐	●
Downstream Consumer Data Use Patient Consent	●	○	○	○	◑
Increased Member Engagement Creative Incentives	◑	○	○	○	◐
Increased CM Efficiency Intelligent Prioritization	◑	◐	◐	◐	◑
Earlier Disease Intervention Predictive Analytics & Intelligent Prioritization	◑	◑	◐	◐	◐

Our Journey | Consistent and Deliberate Traction



- 2022 – Incorporated
- First Generation MVP
- MN 2022 Fan Favorite (Empowered to Serve American Heart Assn)
- 2023 Spring Cohort (Lunar Startups)
- **MN Angel Tax Credit Certified Business**

- **Science Center Capital Readiness Program**
- BETA MN Spring Cohort
- Minne-Analytics Showcase
- Pilot-Ready MVP
- **9/1: Consumer Pilot Launch**
- Secure Letters of Intent for Paid Payer Pilots

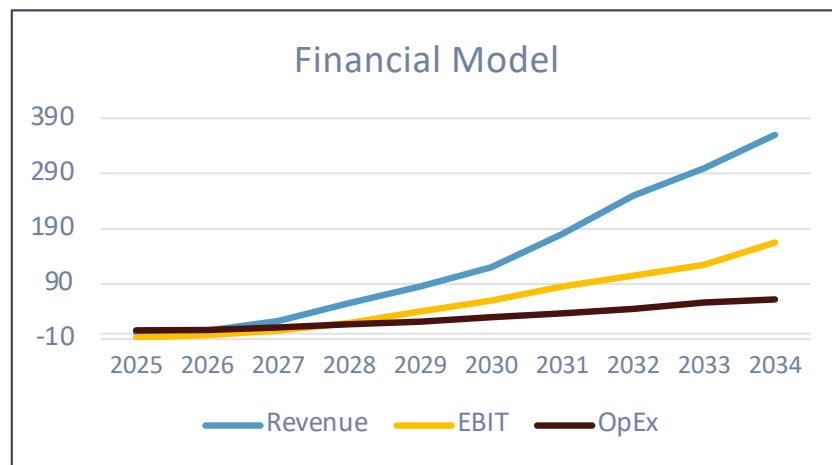
- **Launch multiple concurrent paid payer pilots**
- Build sales pipeline
- Establish operations
- Build Ad Revenue Platform
- Begin clinical validation study
- **Go live with Acuvía™ Customers**

- **Secondary Market Launch**
- Life Sciences Market
- Life Insurance Market
- Clinical Trial Recruitment
- Explore and Develop Adjacencies

- IPO (or exit event)

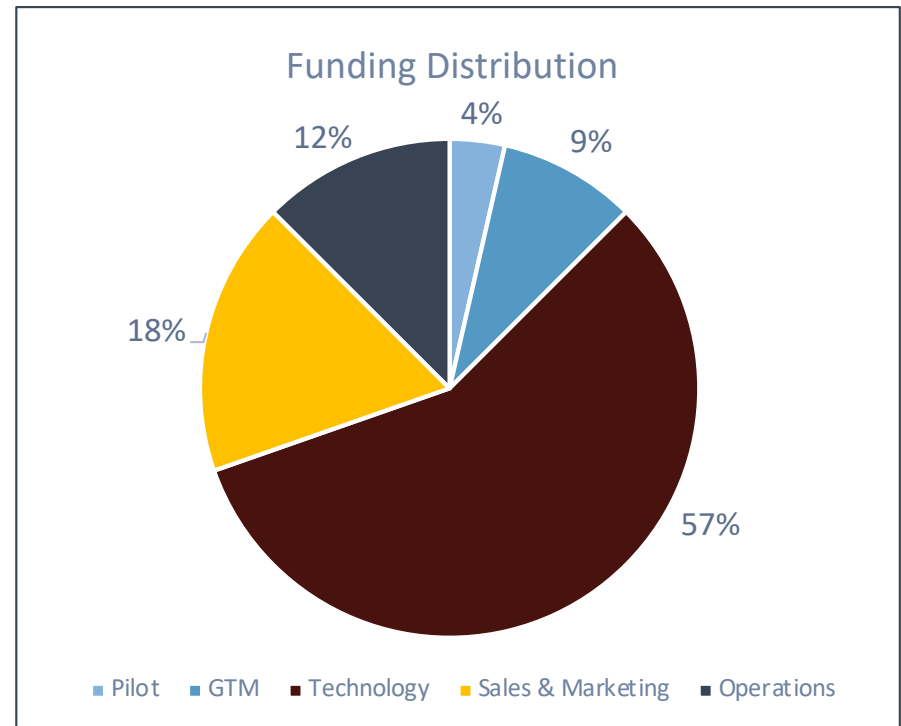
We're Invested!

- \$380,000 Self-Funded at Incorporation (2022)
- \$250,000 Abbott LISC Non-Dilutive 0% Loan (2022)
- \$55,000 Angel Investments (2023)
- \$125,000+ Founder-Funded Expenses (2023 – On-going)



Funding Plan | Total Needed to get to Self-Sufficiency

Raising \$14.5M to get us to full self-sufficiency at the end of 2028.



Our Future Vision | The Industry Utility for Whole-Person View

A Rising Tide Lifts All Boats



Exit Strategy : IPO or Large Health Tech



Over 7 Decades Of Experience Getting Big Ideas Executed



Jolly Nanda
Founder, CEO
 Technology, Product and Operations Executive forming the foundation for Altheia's innovative approach



Lisa Fridland
Co-Founder, COO
 Strategy and Operations Executive passionate about E2E process design & reengineering and customer success



Barb Hayes
Co-Founder, CGO
 Seasoned Executive focused on Growth and Business Strategy

We have held key leadership and executive roles at:

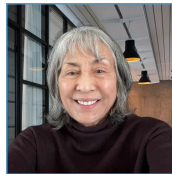


Our Advisory Board

Nick Martin
 CIO/EVP Product
 Empower Health



Milla Hautman
 Retired CTO
 UnitedHealth Group



Dr. Nanda
 CMIO/SVP
 Cone Health



Kedar Deshpande
 CEO/COO
 Groupon/Zappos



Kumar Dasani
 VP/CISO
 Digital River





Thank you

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 **Acuvia™**
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