



VIRGINIA BANKERS
ASSOCIATION

Simple, complete & personalized musculoskeletal care

We help members move beyond pain.

Agenda

- 01 Goals & program performance
- 02 Our approach to MSK care
- 03 The member experience
- 04 Product Updates
- 05 Questions

Shared goals and how we'll achieve them

Shared goals

- Improve access to care
- Improve outcomes
- Increase ROI

What defines success

- Engagement
- Education
- Outcomes

How we get there

- Simply accessible
- Clinically complete
- Intelligently personalized

Most studied digital MSK solution

Only solution with multiple 3rd party validated medical claims analyses and large-scale studies

Peer-reviewed clinical studies

2017
41 participants
12-Week and 6-Month outcomes

2018
162 participants
Randomized control trial for knee pain participants

2019
177 participants
Randomized control trial for low back pain

2020
10,264 participants
Large scale outcomes

2021
41,241 participants
Older user outcomes

36 participants
Enso treatment for chronic back pain

2022
2,570 participants
1-year long term outcomes

937 participants
Acute study outcomes

53 participants
Surgery program feasibility

159 participants
Acute to chronic prevention study

3rd party validated medical claims analysis

2021
748 participants
3rd party validated claims analysis

2022
8,414 participants
3rd party validated claims analysis

467 participants
3rd party validated claims analysis



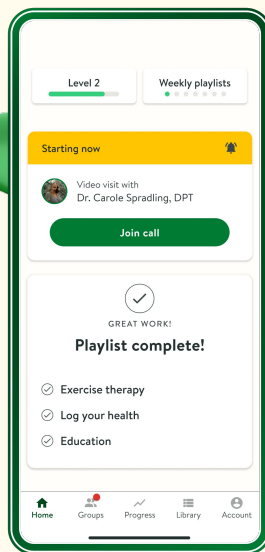
Sources: ¹Smittenaar (2017). JRAI 6 Month Outcomes, ²Mecklenburg (2018). JMIR Randomized Control Trial, ³Bailey (2019). Nature Randomized Controlled Trial, ⁴Bailey (2020). JMIR, 10,000 Participant Longitudinal Cohort Study, ⁵Amirdelfan K et. al, "High Frequency Impulse Therapy Treatment of Chronic Back Pain." J Pain Research, 2021. ⁶2021 Hinge Health 2 year long-term outcomes survey, ⁷Bailey (2021) Frontiers in Digital Health, "Older Adult Use and Outcomes." ⁸Wang (2022). BMC Musculoskeletal Disorders Clinical outcomes one year after. ⁹2021 Validation Institute Medical Claims analysis ¹⁰2022 Optum Medical Claims analysis ¹¹36 employer Medical Claims analysis ¹² Hong (2022) JMIR Postoperative outcomes of digital program rehab. ¹³ Hong (In Press) JPR Effects of a digital MSK acute care program.

Our unique member experience

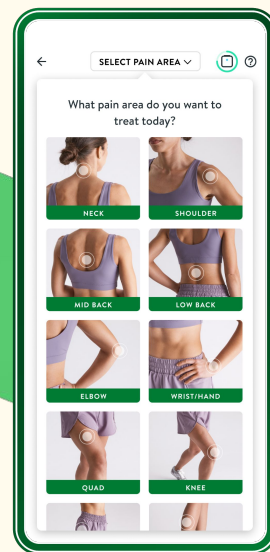
Reimagined care – built around your members

Care from preventative
support to post-surgery rehab

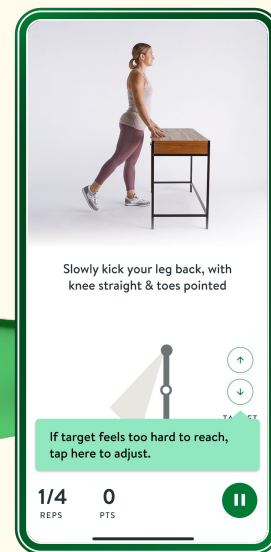
Simple



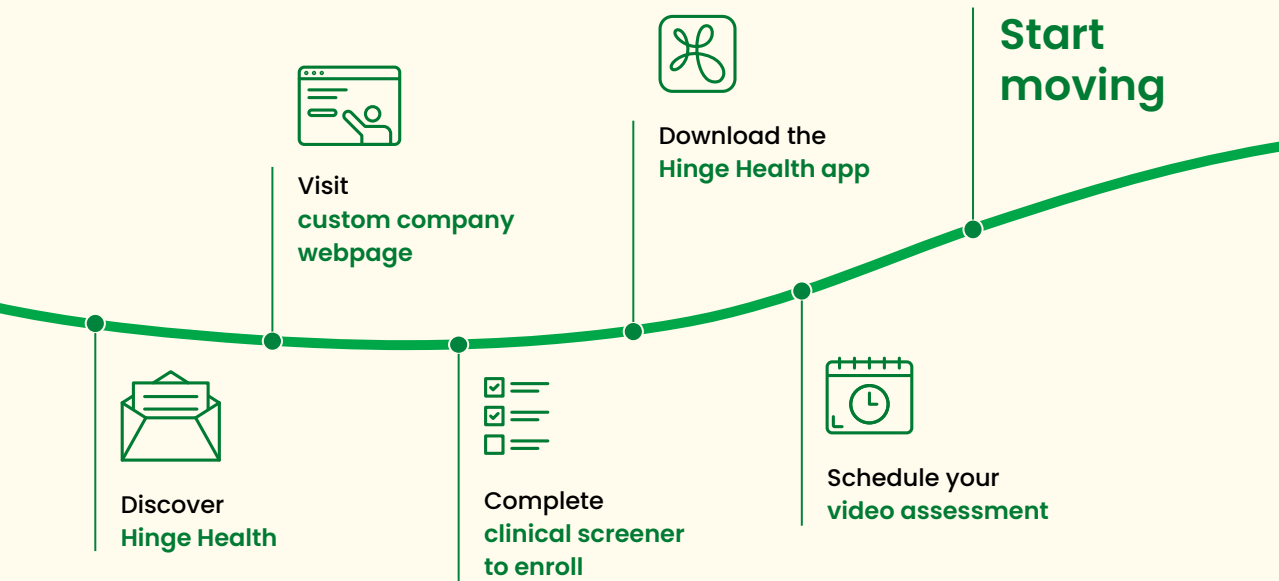
Complete



Personalized



Start moving the same day as enrollment



The smartphone screen displays a woman in athletic wear performing a lunge stretch with her arms raised. Below the image, the text reads:

Welcome, Lana

Congratulations on taking a step towards achieving better back health. Let's try **just 3 easy stretches** to personalize your program.

[Let's get started](#)

Hinge Health all-time impact summary

Program launch date: 1/1/2022

Data as of: 7/20/2023

All-time summary metrics

Engagement

622

Members engaged

24,070

Total member ET sessions completed

9/10

Member program satisfaction rating

Outcomes - Week 12

52%

Reduction in pain

65%

Reduction in surgery intent

53%

Reduction in lost productivity

3.7x

ROI



Product Updates

Women's Pelvic Health

Vision

To stop the silent suffering of women, by normalizing pelvic health and its symptoms. We are empowering women to engage in a dialogue and seek care for treatable pelvic health disorders, across all life stages.

FAST@COMPANY



**World
Changing
Ideas**
2023

A common MSK condition, overlooked and underserved by the current healthcare system

1 in 4

women have pelvic floor disorders¹

6.5

years is the average to wait to seek
care for urinary incontinence²

< 50%

start PT after receiving a referral³

Sources: ¹The epidemiology of pelvic floor disorders and childbirth: an update <https://pubmed.ncbi.nlm.nih.gov/34261109/>. ²Continence Promotion, Education & Primary Prevention. ³Comparison of Pelvic Floor Physical Therapy Attendance Based on Referring Provider Specialty. Female Pelvic Med Reconstr Surg. 2022 Jan.

Supporting women with pelvic disorders at all stages of life


- + **Care for the unique MSK needs of women**, including prolapse, abdominal separation, bladder and bowel problems, and chronic pelvic pain.
- + **Single platform for all programs** enables flexibility to coordinate care for pelvic health and common co-occurring MSK conditions
- + **Complete care team** includes Pelvic Floor PTs who customize ET during video visits, women's health coaches spur lifestyle modifications
- + **Pelvic health education** integrated into all programs
- + **Proactive identification of high-risk members** who would benefit from a pelvic health assessment

Exercise Therapy


Level 1 • 15 min

Equipment needed


Chair Yoga mat



NEW
Cat cow
4 reps



NEW
Clamshell
4 reps



NEW
Sit to stand
4 reps

[Begin](#)

[Exercise without sensors](#)

Care for the full continuum of pelvic floor disorders

Supporting women at all stages of life – from early adulthood to after menopause, with care personalized around their pelvic floor needs

Pelvic strength

Focus on pelvic muscle strengthening

Stress incontinence
Pelvic organ prolapse
Fecal incontinence
Diastasis

Bladder control

Focused on mind-body connection to reduce incontinence

Urge incontinence
Mixed incontinence

Pelvic pain

Focused on pelvic muscle relaxation and control

Dyspareunia (pain with intercourse)
Pelvic girdle pain
Bowel dysfunction

Pregnancy & postpartum

Supporting women through pregnancy and postpartum

Pubic symphysis pain
Pregnancy specific low back, hip and pelvic girdle pain
Stress incontinence
Diastasis

Breathing and meditation for holistic pelvic health care

Guided breathing supports members

- Addresses multiple symptoms of pelvic floor dysfunction
- Choose from 10 different audio meditations focused on addressing pelvic floor symptoms and pain
- Expert guidance by our PT and coaches that have backgrounds in meditation

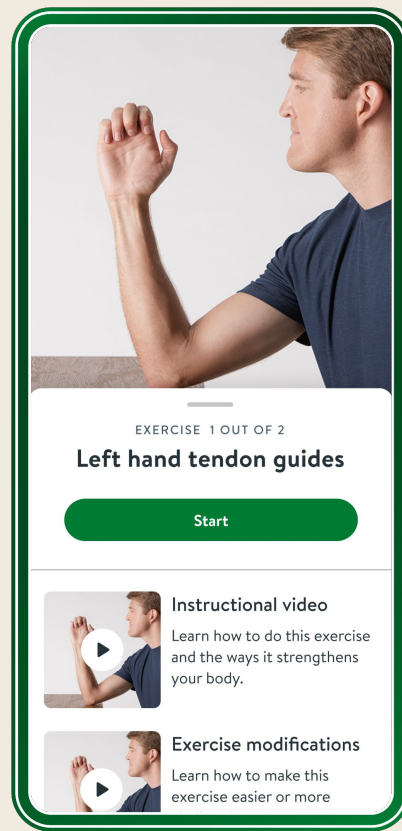


Enhanced chronic pathways

Enhanced chronic pathways

Supports members with chronic pain in the foot, ankle, elbow, wrist, forearm, hand and finger

- + **Clinically curated exercise therapy** to rehab target body part, maintain activity levels, and build strength
- + **Mastery of Movement Modules** build confidence and ensure exercise safety and efficacy
- + **Advanced computer vision motion tracking** for precise form feedback and real-time care plan modifications by care team
- + **Robust behavioral support** reinforced throughout curriculum



EXERCISE 1 OUT OF 2

Left hand tendon guides

Start

Instructional video
Learn how to do this exercise and the ways it strengthens your body.

Exercise modifications
Learn how to make this exercise easier or more

MyCare Tab

Increasing access with Spanish & French language

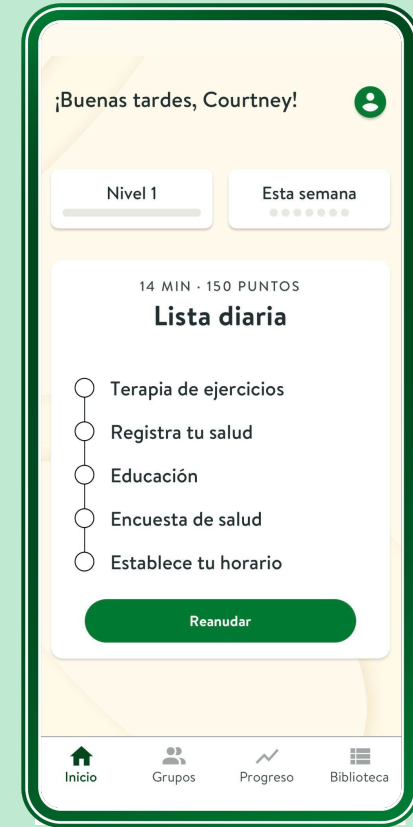
Spanish and French speaking members have access to

- A translated in-app experience
- Spanish and French-speaking care team members
- Translated kit materials
- Easily toggle between languages

Why this matters

Over 41M people in the US are native Spanish-speakers, 81% of whom prefer to see a Spanish-speaking healthcare provider.

French language allows Hinge Health to begin to serve international populations in Canada, in the future.



Simple and direct access to a member's care team

My Care tab

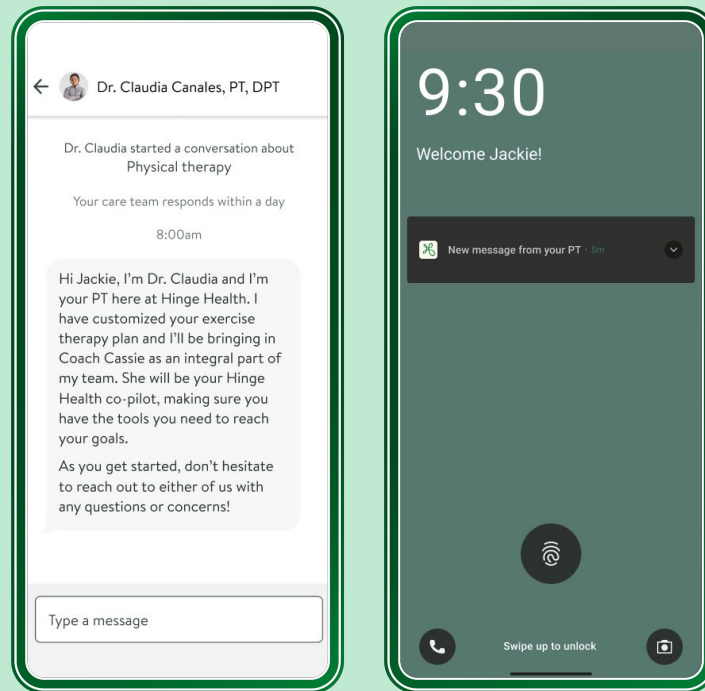
A dedicated, centralized home for all your Care Team info, bios and interactions in the app

Easy PT and Coach Appointments

Schedule calls with your health coach, video visits with your primary PT, or another PT available sooner, whenever you need

In-App Messaging

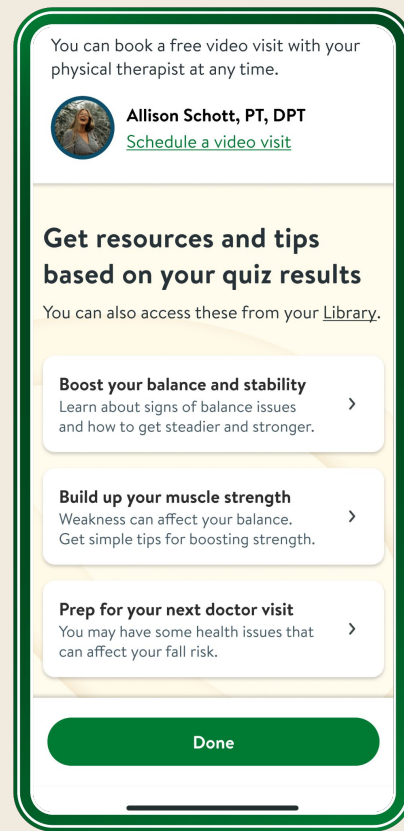
Enables convenient, PHI-secure, async messages with your PT and coach (available Q4 2023)



Fall prevention

Fall prevention addresses MSK drivers of strength and balance

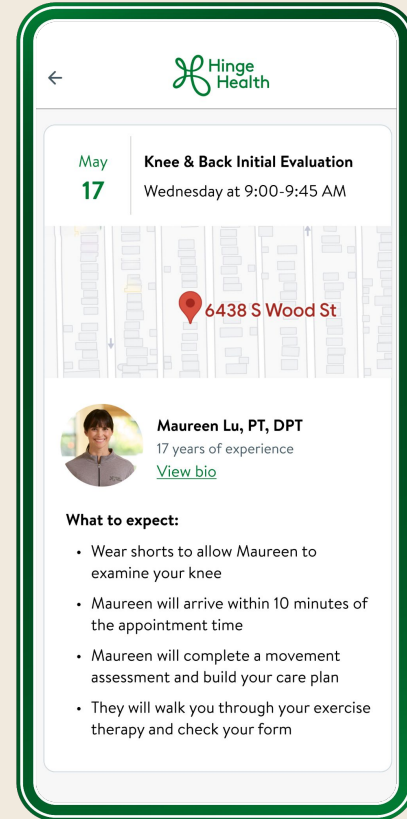
- + **Enhanced screening risk assessment** STEADI fall risk questionnaire for those 65+
- + **Complete care team** for physical and behavioral support
- + **Specialized care** focusing on strength and balance building exercises and education to reduce fall risk
- + **House calls** provide safety/environmental assessments, addressing fall risks in real-time within the home



Hybrid care

Hybrid care gives members access to in-person and digital options

- ✔ **Convenient access and scheduling** with visits at home or workplace
- ✔ **In-person assessment** enhance care while building member confidence
- ✔ **Single provider for coordinated care**, digital and in-person care
- ✔ **Improved health equity** addressing social determinants of health by removing barriers



Trusted leader in MSK care

**4 out of 5
employers**

choose Hinge Health
1,250+ customers

**25+ million
covered lives**

have access to
Hinge Health

**40+ health
plans & PBMs**

choose Hinge Health
as a preferred partner

3.6x ROI

for the professional
services industry

3.7x ROI

for VBA



05

Questions?

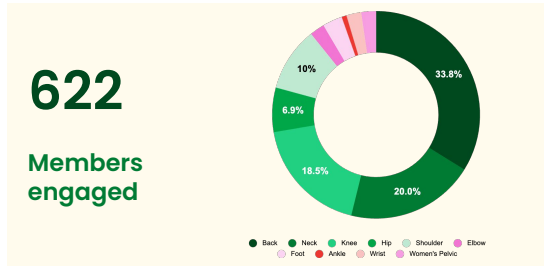
The background is a vibrant green with a smooth, flowing, curved shape that resembles a stylized wave or a modern architectural element. The shape starts from the left edge and curves upwards and then downwards towards the right edge. The lighting is soft, creating subtle gradients and highlights that give the shape a three-dimensional appearance.

Thank you

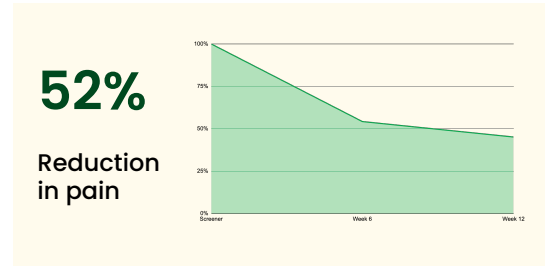
Appendix

How VBA program is performing (All Time)

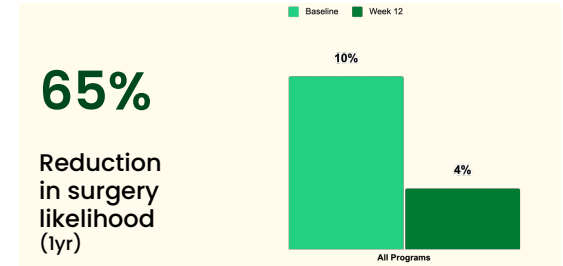
Improve access to care



Improve employee wellbeing



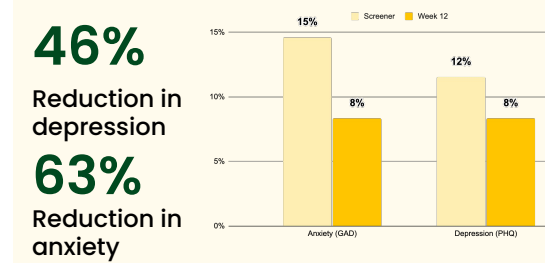
Reduce unnecessary surgeries



Member interaction

21 1-2 weekly exercise therapy sessions
40 3-4 weekly care team interactions
11 1-2 weekly education articles read

Average interaction per participant over 12 weeks



Reduce costs

4.0x ROI
53%
Reduced absenteeism

Create happy employees

9/10
Satisfaction

Proven medical claims reduction

2022 Largest multi-employer claims study to date¹

Global actuarial firm

2.4x ROI

136 Different employers

46 Different industries

2022 Medicare claims study²

Optum

2.7x ROI

87%

Reduction in hospital utilization spend

2021 Multi-employer claims study³

Validation Institute

2.3x ROI

68.7%

Fewer invasive procedures than control group

Additional \$410 in reduced costs related to co-morbid conditions such as diabetes & cardiac

Source: ¹136 Employer Medical Claims ROI Study, 2022 ²Hinge Health Medicare Cost and Utilization Study, 2022

³Hinge Health Multi-Employer Control-Matched Medical Claims Analysis, 2021