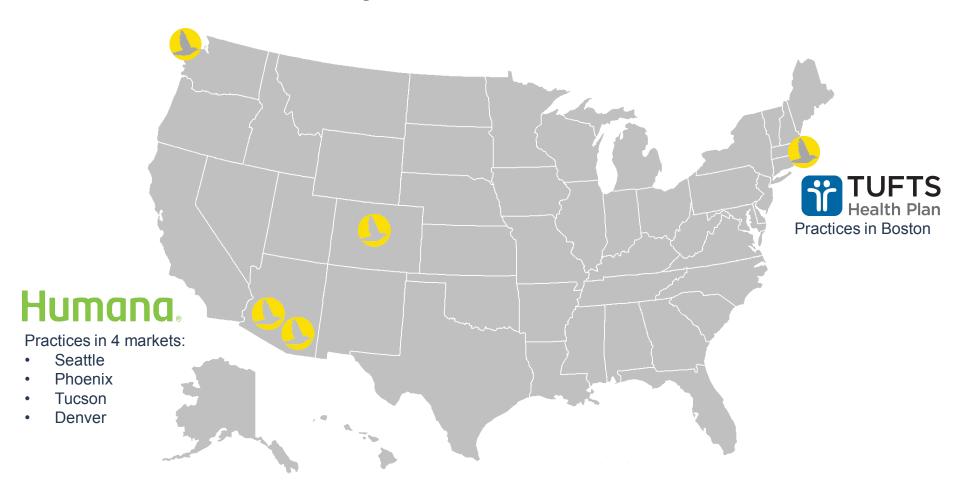
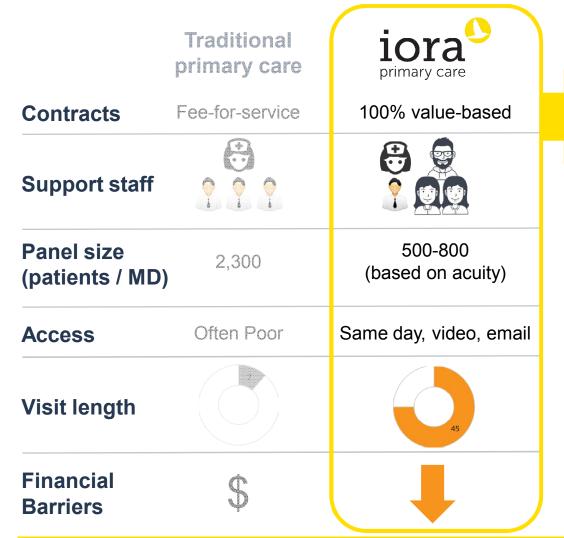
## Iora serves Medicare Advantage patients in five markets today





## A different approach to healthcare delivery that drives outcomes and reduces spend



- Daily huddles
- Team-based care
  - Clinical care
  - Health coaching
  - Behavioral health
- Shared care plans
- Proactive population health
- Curated narrow networks
- Co-management in hospital



## **Medicare Advantage results**

- +90 Net Promoter Score
- 90% retention rate
- 21% improvement in hypertension outcomes
- 14% YOY decrease in total medical expense
- 30% improvement in STARs metrics in early markets



## Benefits of partnering with MA plans







	Driver	Outcome
1	Capitated payment model	<ul> <li>Removes barriers and allows heavy investment in primary care</li> </ul>
2	Data exchange	<ul> <li>Robust population health</li> <li>Improved integration with health plan services</li> <li>Better management of downstream care</li> </ul>
3	Benefit and network design	<ul><li>Attract and retain members</li><li>Create proper incentives</li><li>Manage high performing networks</li></ul>



Now for a patient perspective of the lora model...

Iora patient, Tufts Health Plan member, Boston

Aaron C, Health Coach, Iora Primary Care Boston



