



Caring

Bucking the Cost Trend - Evolving Models of care within communities

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GEISINGER: INTEGRATED HEALTH \$8.0 BILLION IN COMBINED REVENUES



We care for patients

- ⦿ 11 hospital campuses
- ⦿ 253 clinic sites
- ⦿ 3,000 providers



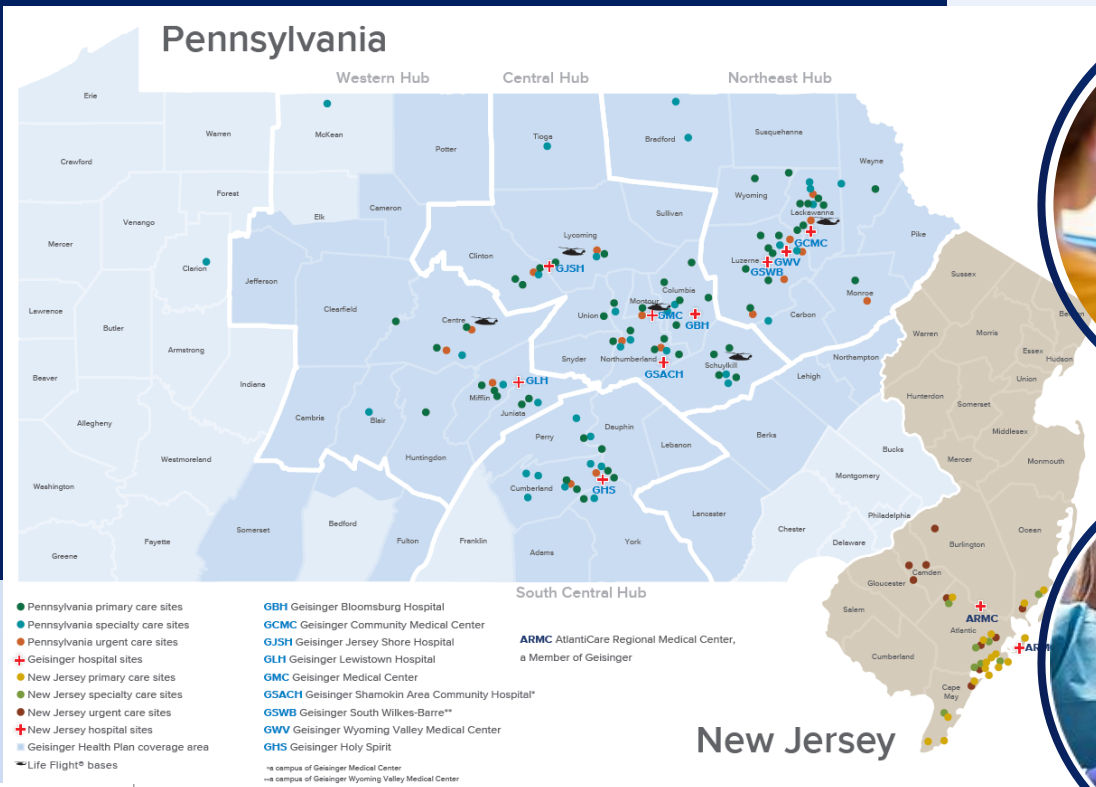
We provide quality, affordable healthcare coverage

- ⦿ 578,000 members
- ⦿ 55,000 contracted providers/facilities



We teach, research and innovate

- ⦿ 523 MBS/MD students at GCSOM
- ⦿ 48 GLH School of Nursing,
2,000+ other nursing students
- ⦿ 505 residents/fellows
- ⦿ 1,000+ active research projects





Our Purpose

Everything we do is about CARING – for our patients, our members, our Geisinger family of physicians and employees, and our communities.

The Affordability Crisis

- Rising costs among MA
- 5% exceeding >50% cost
- Threat to member premiums
- Opportunity to bolster care within the community

Reversing Utilization Trends in MA

18% lower readmission rate

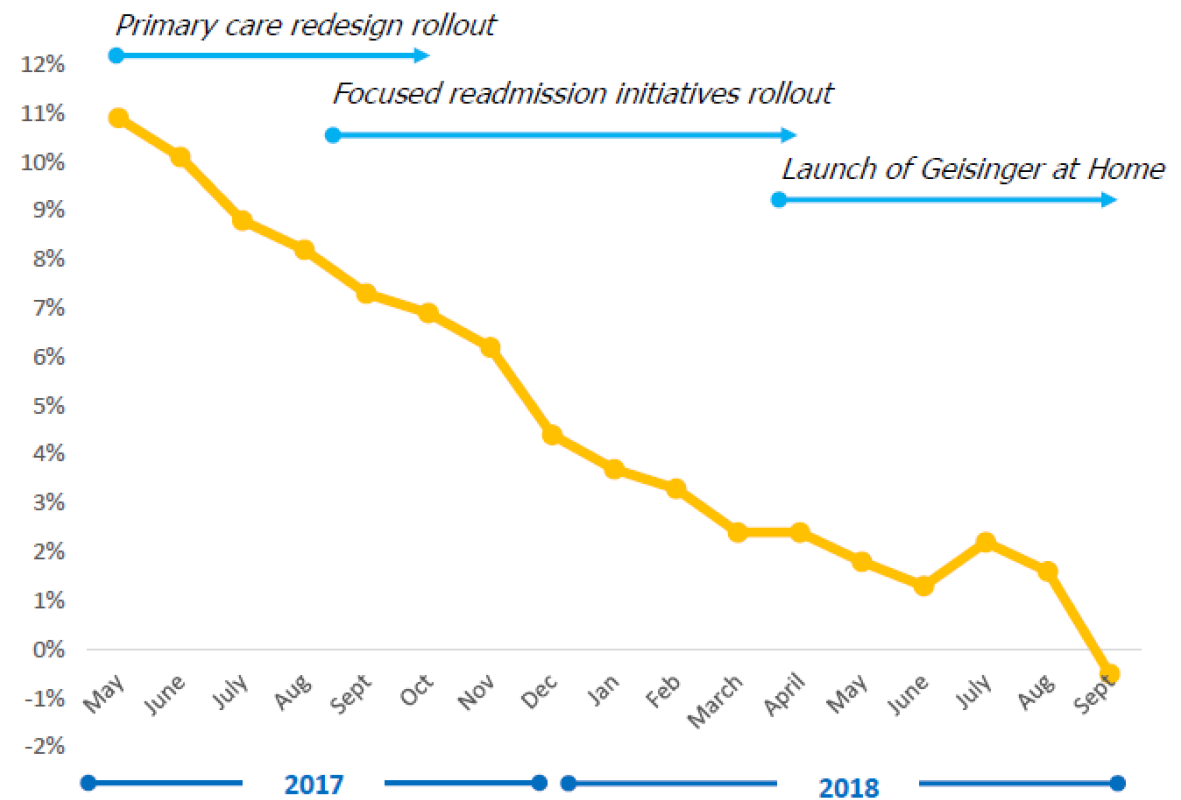
lower acute readmission rates with Proven Portfolio, 5% lower readmission rates in Medicare Advantage (vs fee-for-service)

- HEDIS scores improve (MA vs FFS): 10% better cancer screenings, 3% better diabetes control, 38% better heart failure treatment

7.9% lower cost

- We aspire to be an industry-leading organization and continue to innovate in lowering costs and improving quality
- Geisinger can scale its innovative care delivery models, which have demonstrated 7.9% lower costs

MEDICARE ADVANTAGE AUTHORIZATIONS/1000 TREND



Geisinger at Home – A Home based care model for the top 5%

Manages 2000+ patients at home

- medically complex (6+ conditions)
- Frail elderly
- High social needs

Integrated care team

- mobile team (RNs, APs,MDs, CHAs)
- office based team (doc in box)

Acuity Based Care Dosing (ABCD)

- Low acuity
- High acuity
- Crisis patient

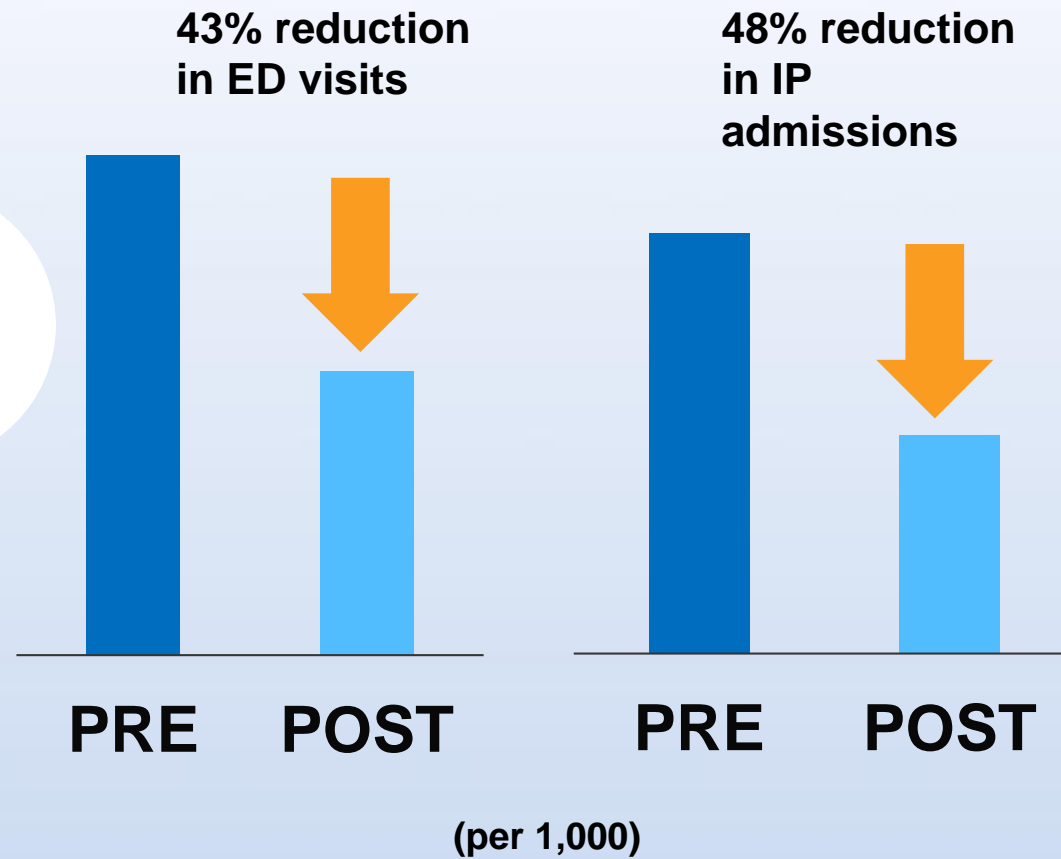


“Thank God for Christine. She is my guardian angel”

HEALTHIER PATIENTS

LOWER UTILIZATION

More than \$500 PMPM improvement



Increasing value
Improving affordability
Restoring meaning
Reducing social isolation

Caring

