



Dario Solution

June 25, 2025

Dario: loved by users, proven, and scalable



Comprehensive, Integrated Platform

- ✓ Dario delivers end-to-end cardiometabolic and behavioral healthcare
- ✓ Members average 2+ solutions each, with 80% still engaged after one year, supporting whole-person health at scale
- ✓ 4.9/5 Stars on the App Store



Consumer-First DNA with Deep Tech Investment

- ✓ Since 2014, Dario has launched every product direct-to-consumer before scaling to B2B, using 13B+ data points to optimize engagement and outcomes.
- ✓ We've invested \$525M in our platform, including \$275M into cardiometabolic innovation.



Validated Clinical Outcomes and ROI

- ✓ Backed by 89+ published studies and \$8M+ in research investment, Dario delivers industry-leading results:
- ✓ 2.3 pt HbA1c reduction
- ✓ >16 mmHg systolic BP drop
- ✓ 5%+ sustained weight loss
- ✓ \$5,077 annual medical savings per user (independent study with Sanofi)

References

References

UFCW - Local 888

Rosalba Pérez

Secretary-Treasurer/Fund Director

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UFCW - 1776 & UFCW - NEPA

Timothy Wolfe

Business Analyst

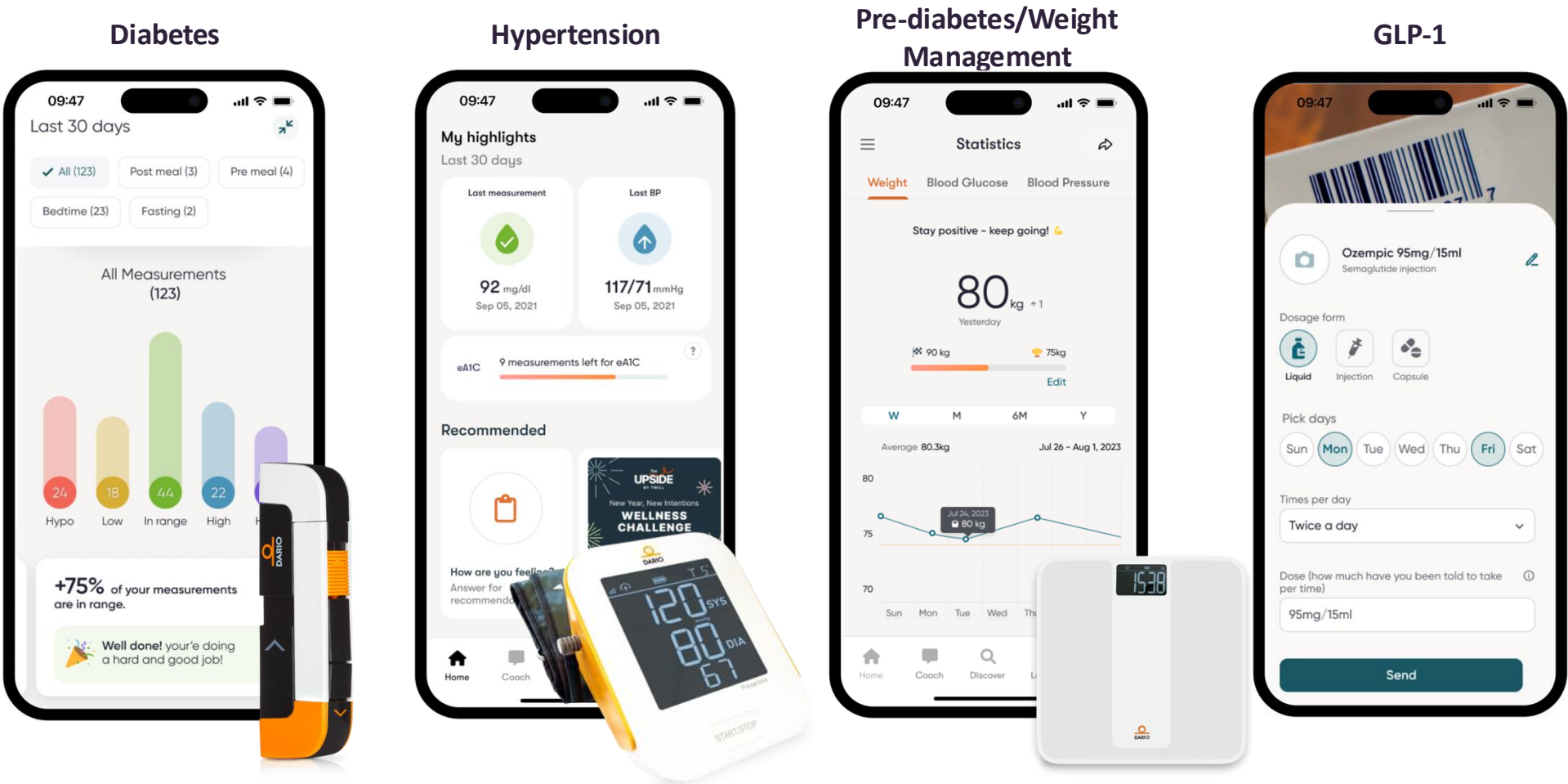
twolfe@healthcarestrategiesinc.org

Solution Overview

Cardiometabolic health management

Digital solutions and devices to support a range of cardiometabolic conditions all in one place

CARDIOMETABOLIC SOLUTION



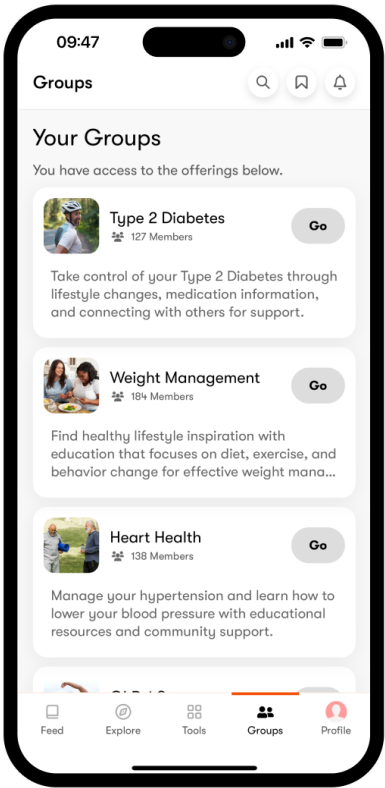
Types of support

Relevant resources and interventions based on member preferences and clinical needs, tailored to each condition

DIGITAL

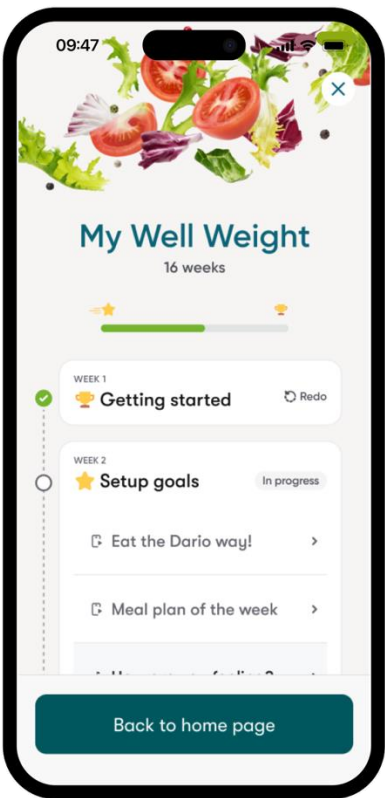
Community

Peer support groups
Access to medical experts
Educational content



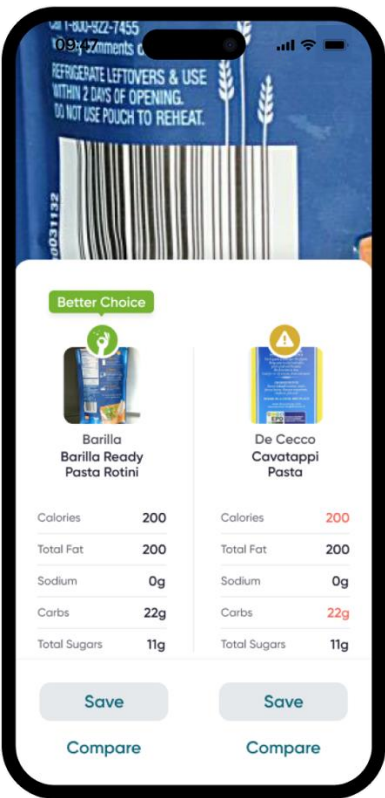
Programs & Guides

Health guides
Educational content
Goal tracking



Tools & Trackers

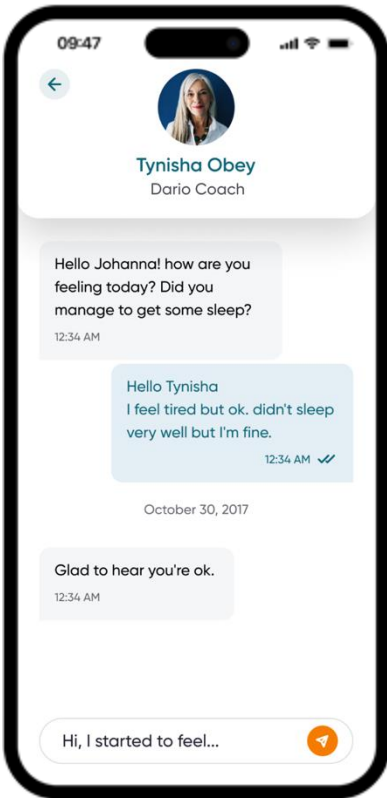
Health trackers
Medication adherence
Healthy habit tools



HUMAN

Coaching

Dedicated human coach
Available through chat & phone
Certified health coaches



A holistic GLP-1 solution to optimize results

Configurable Eligibility

Dario’s flexible solution allows for client configurations to support benefits strategy and appropriate access to GLP-1s.

Access to Prescribing Support

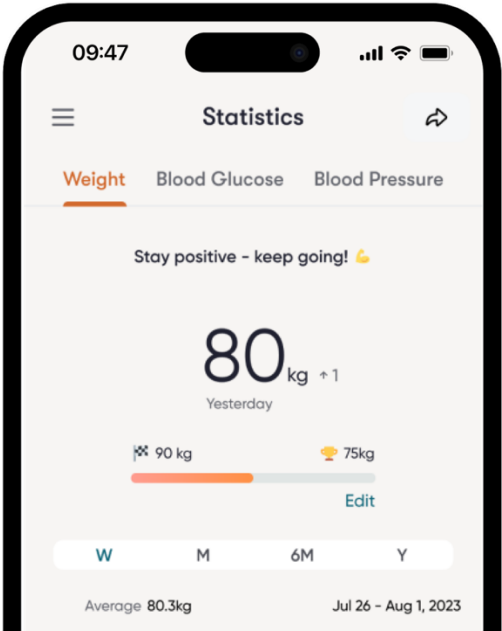
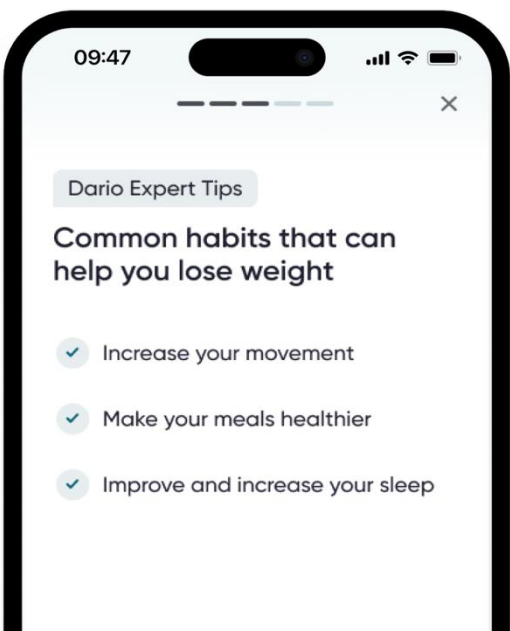
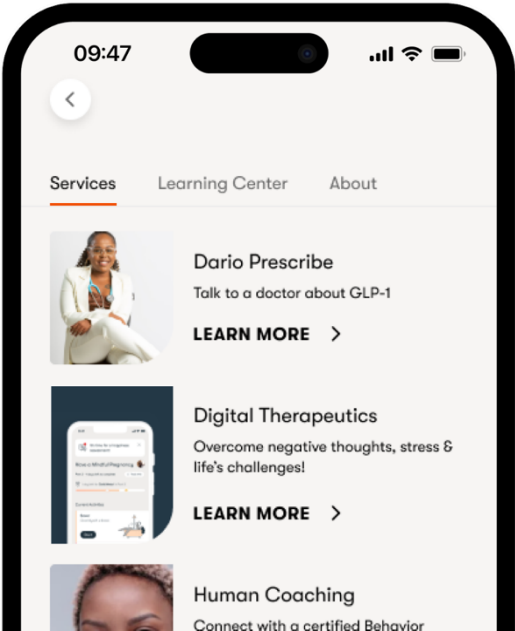
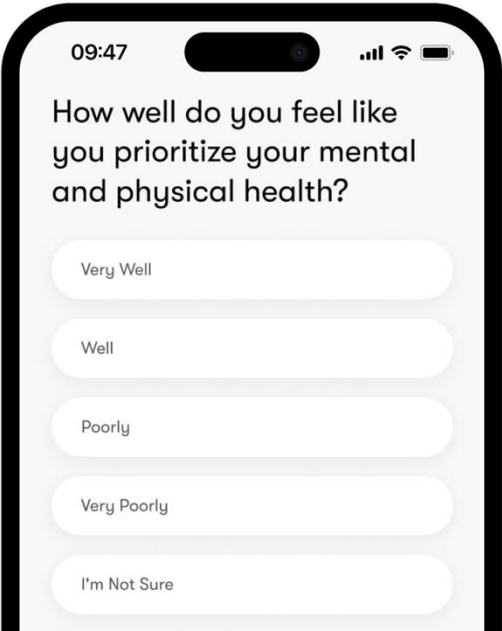
Seamless access to prescriptions and ongoing clinical support for members who are eligible to ensure a connected and continuous experience.

Professional Care and Coaching

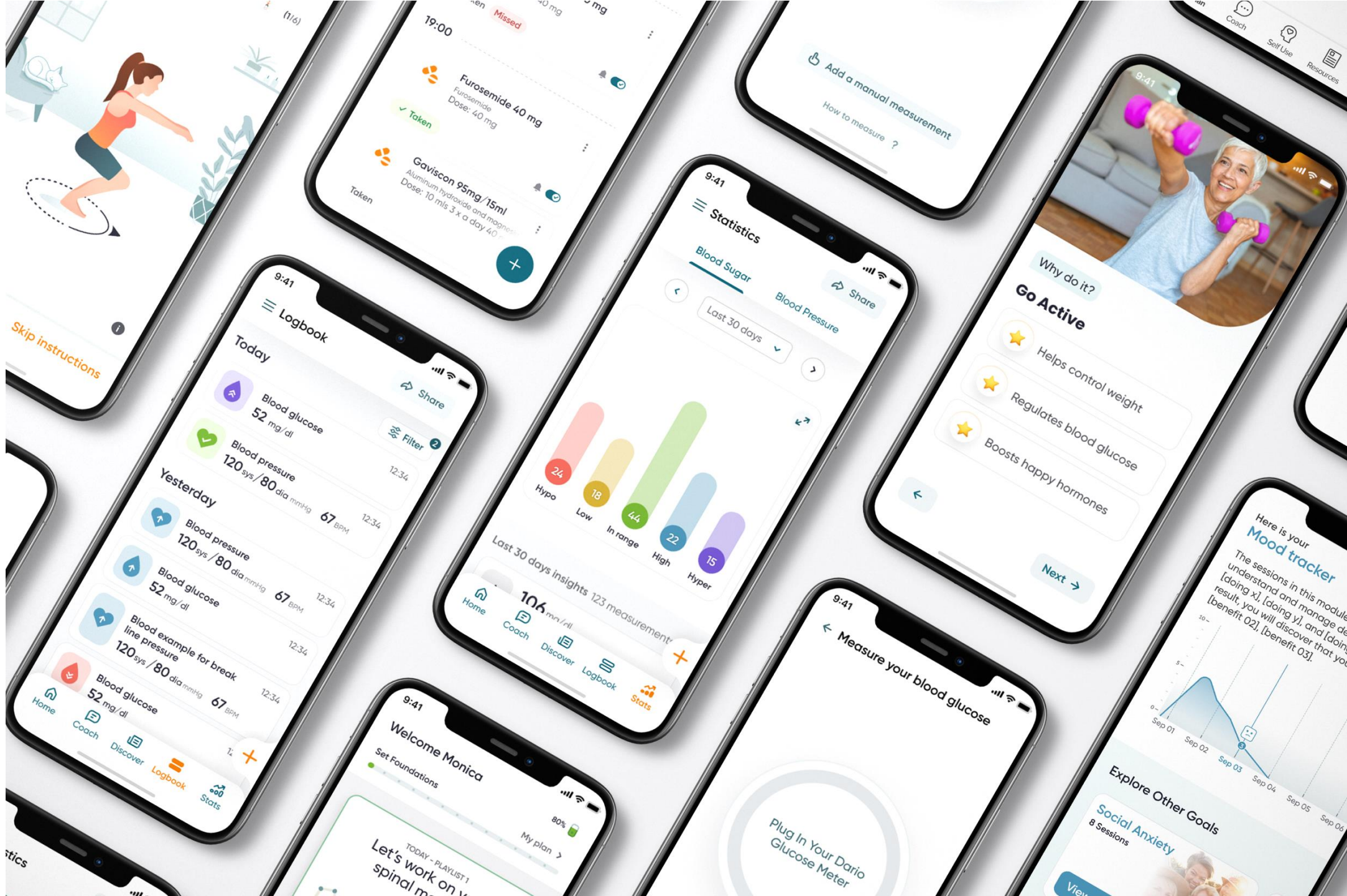
Members receive a variety of options to behavior change, including evidence-based digital programs, human coaches, and access to medical experts

Personalized & Ongoing Support

Guides users through a custom experience based on needs and adapts as the user engages, providing resources to support the entire journey and sustain weight loss

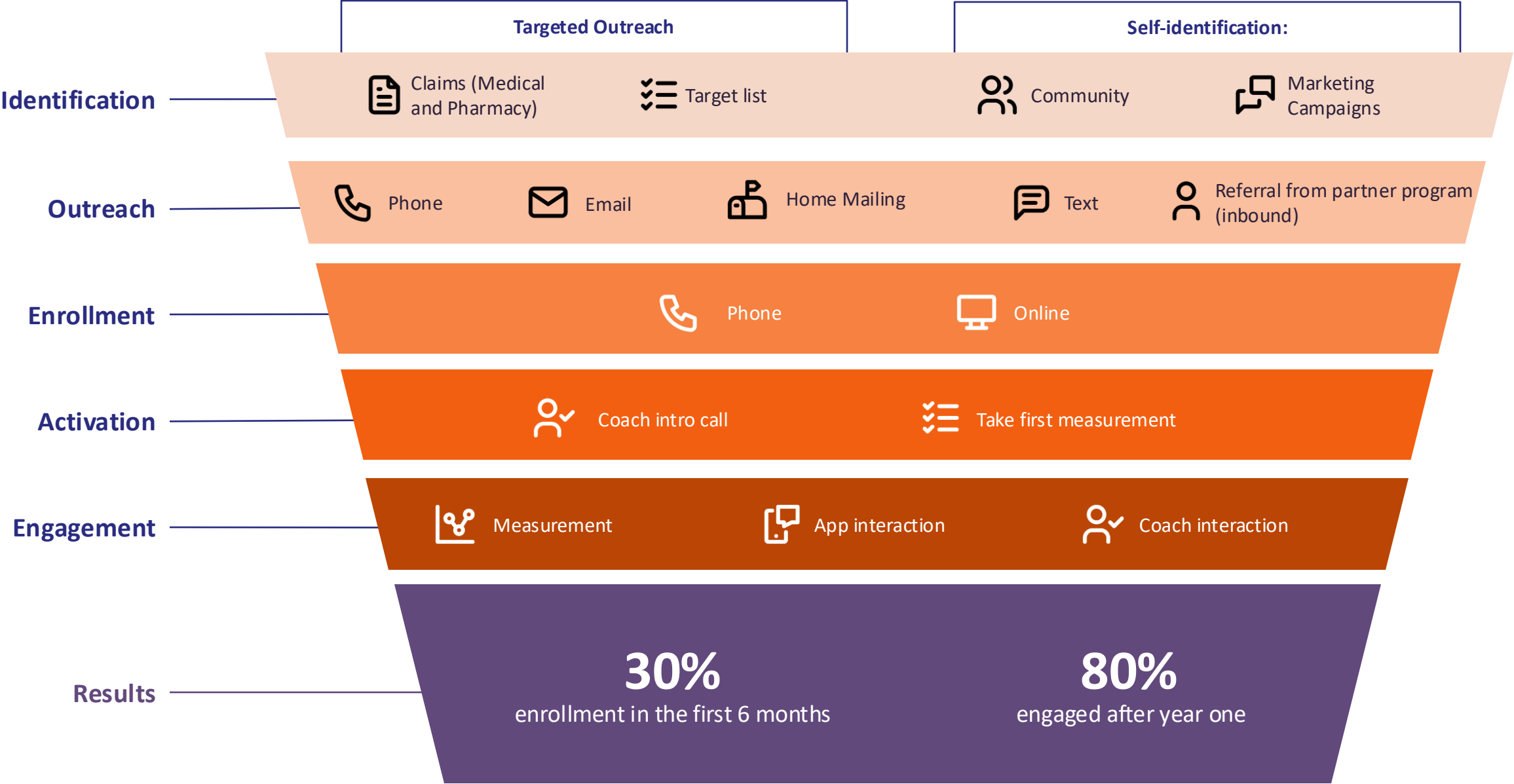


Member Experience



Engagement

Measurably effective engagement



Easy enrollment guides members to the right program

Dario eligibility

9:41

Let's see if you're eligible to enroll in Dario

Please enter your information below.

First Name

Enter first name as known to your employer/insurer (most likely your legal name)

Last Name

Enter last name as known to your employer/insurer (most likely your legal name)

Date of birth

MM-DD-YYYY

Next

Already have an account? [Log in](#)

Disclaimer

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DarioHealth is publicly traded company (Nasdaq: DARIO)

DLP-0110 RevA

Program eligibility

9:41

What are your health goals?

Manage my blood pressure ☐

Manage my weight ☐

Manage my prediabetes ☐

Manage my diabetes ☐

Reduce my joint pain/discomfort or improve my posture ☐

Work on my mental health or emotional wellness ☐

None of the above ☐

Next

Program selection

9:41

Choose your Dario programs

 **Dario Health App**
Manage your cardiometabolic health with one app

☒  **Weight Management**
[Learn more](#)

☒  **Blood Pressure Management**
[Learn more](#)

☒  **Diabetes Management**
[Learn more](#)

Next

Program confirmation

9:41

 [Need Help?](#)

Download the apps now!

Dario Health App
For diabetes, weight & blood pressure management

 **Fantastic! Your Dario package is on the way.**

Shipping Details
260 Cumberland Street, Apartment 18
Brooklyn, New York
11202

Order Summary

 Blood Glucose Monitoring Starter Kit

You should have received a confirmation email

Results

Clinically-significant impact across Dario's high-risk members

DIABETES

Members with baseline A1c > 9.0

2.3 points reduction by 18 months

More than 2 out of 3 members with A1c >9.0 achieved a reduction of at least 1 point.

HYPERTENSION

Members with Stage 2 hypertension

48% reduction in systolic BP **>10 mmHg** within 12 months

77% all users improved Systolic BP.

WEIGHT LOSS

Members with BMI ≥ 30

5% weight loss in **≥37%** of members and **>10%** weight loss in **≥25%** of members by month 12

31% members dropped at least one BMI category.

Pricing

Pricing Model Overview

Pricing Structure

- **\$69.00 Per Engaged Member Per Month (PEMPM) Fee**
- **Minimum Initial Billing:** 3 months per member, covering the onboarding period.
- **Solution:** Diabetes, Hypertension, Pre-diabetes/Weight Management, GLP-1
- **Your billing is directly tied to member engagement**, rather than being simply for efforts to engage members.

Engagement Activities

- | | |
|--------------------------------|------------------------------------|
| • Measuring blood glucose | • Sharing the logbook |
| • Measuring blood pressure | • Logging into the application |
| • Logging meals | • Setting reminders |
| • Recording medicine intake | • Recording biometric measurements |
| • Capturing weight | |
| • Recording physical activity | |
| • Interacting with a coach | |
| • Setting or updating My Goals | |
| • Adding emergency contact | |

Making the right
thing to do

the easy thing
to do



GLP-1 member experience

GLP-1 guides

- Step-by-step guide that supports GLP-1 treatment based on professional guidelines
- Modules include three sessions: Introductory, expansion, and challenge



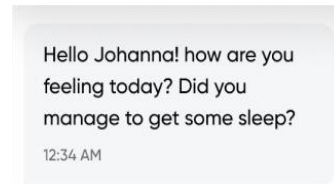
Medication adherence guide

- Add medications and set reminders
- Share medications with HCP
- Improve medication adherence with educational content



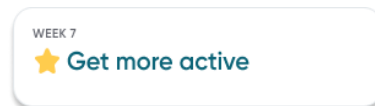
Human coach

- Health coaches help members understand their treatment plan and adjust lifestyle to optimize outcomes
- Create custom goals to support digital interventions



Programs & content

- Personalized recommendations with activities and education
- Motivational and physical support that addresses common barriers
- Covers GLP-1 basics: Nutrition & exercise, managing side effects, monitoring progress, etc.



Connected scale

- Automatic weight capture, tracking, and reminders in-app
- View personal stats and track trends over time



Community groups

- Peer and expert support
- Members share personal experiences and provide accountability while on GLP-1s
- HCPs offer education and answer member questions

