



# Virta & Optum Rx for UFCW UPE

June 2025

# What is Virta?

**Reversal care:** Virta is a virtual clinic for reversing:

- Obesity & overweight
- Type 2 diabetes
- Prediabetes

We address the root cause of these conditions through nutrition & clinician-led care.

**Responsible GLP-1 mgmt:** As a provider, Virta is the alternative, combo therapy, responsible prescriber, and off-ramp for GLP-1s.

**Outcomes for all:** Virta addresses each member's unique biochemistry and SDOH, making behavior change rapid and sustainable. 100% at risk for meaningful results.



# Validated results proven at scale

## Real world impact

Members from over 550 organizations see Virta as a forever lifestyle change



## Clinically proven

10+ Peer-reviewed metabolic health & whole person publications

5 Year clinical trial

Cited in ADA standards of medical care



## 3rd-party validated

Third-party validated outcomes and up to 3:1 ROI

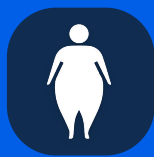


1. McKenzie AL, Athinarayanan SJ, McCue JJ, Adams RN, Keyes M, McCarter JP, Volek JS, Phinney SD, Hallberg SJ. Type 2 Diabetes Prevention Focused on Normalization of Glycemia: A Two-Year Pilot Study. *Nutrients*. 2021 Feb 26;13(3):749.
2. Sepah S et al. *J Med Internet Res* 2015
3. Hallberg SJ et al. *Diabetes Ther*. 2018; 9(2): 583-612. Outcomes among one year completers (83% retention in Virta Treatment; 90% retention in Standard Care). Rx refers to the volume of diabetes prescriptions at one year (which excludes metformin) compared to baseline and multiple insulins prescribed to a patient were counted as one Rx.

# One solution to support members across the metabolic spectrum

Description

Target Condition



Sustainable Weight Loss

Lose weight sustainably with nutrition

Obesity & Overweight  
(BMI  $\geq$  25+)



Prediabetes Reversal

Prevent progression to type 2 diabetes

Prediabetes  
(HbA1c between 5.7-6.4%)



Diabetes Reversal

Control blood sugar while deprescribing high-cost diabetes drugs

Type 2 Diabetes  
(HbA1c  $\geq$  6.5%)

Add on

Responsible Prescribing  
[Optum Rx's Weight Engage]

Control access to GLP-1s for weight loss through a Trusted Prescriber Network

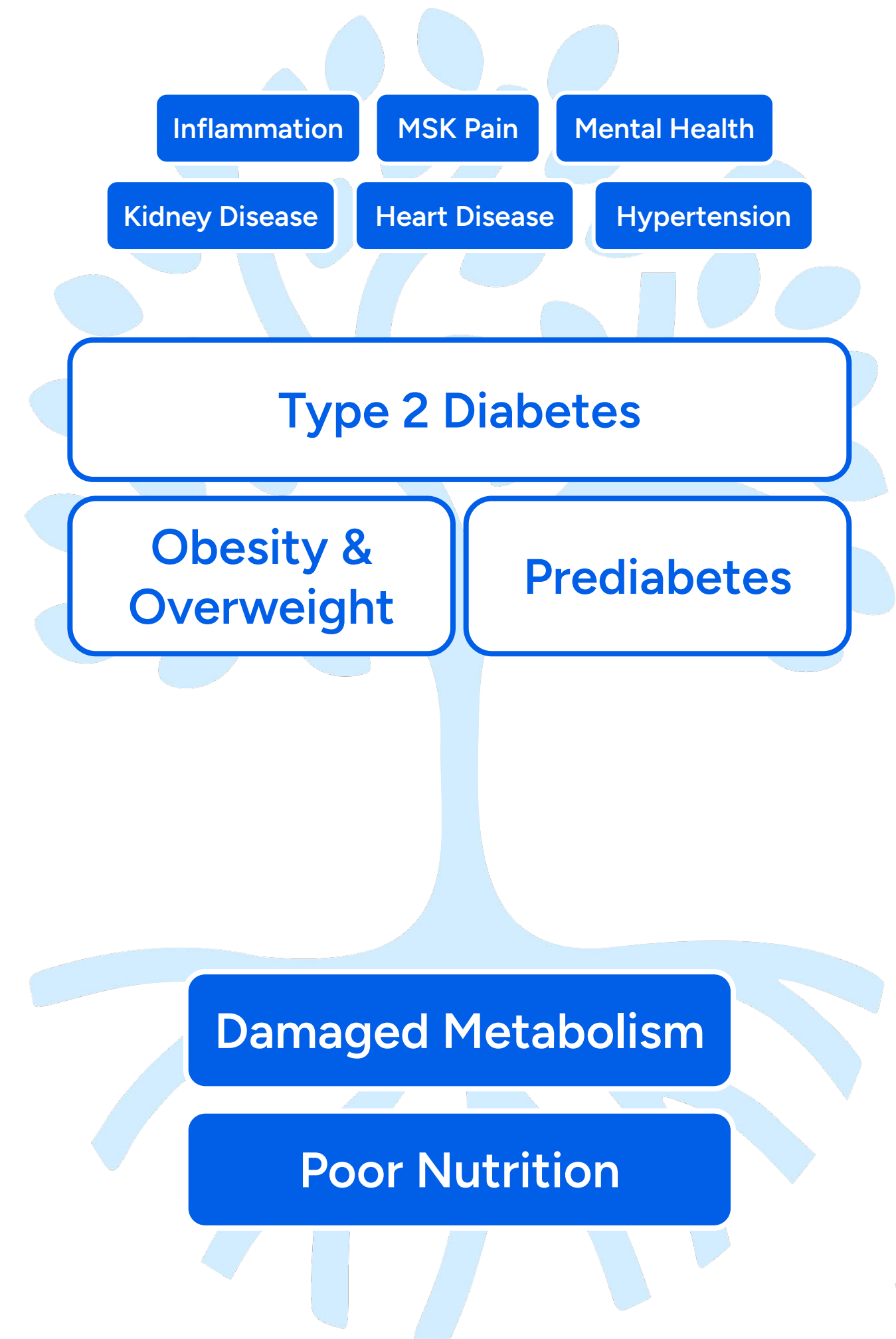
100% Fees at Risk for Clinical Outcomes

Per Engaged Per Month Case Rate

Streamlined Billing via Optum Rx

Pre Established & Co-Branded Best-in-Class Member Communications

**Virta addresses  
the **root cause** of  
chronic metabolic  
disorders**



# The Reversal Difference

## Status Quo Solutions



Focused on "eat less, exercise more"

Rx serves as band-aid, progressively increases

Outcomes modest and temporary

## Virta Reversal

Reduce food cravings via Nutrition Therapy

Eliminate need for Rx

Outcomes are meaningful & sustained

# Our weight loss approach:

## Virta is nutrition-first vs medication-first



### Nutrition-first approach

- Personalized nutrition that works
- Daily provider-led care and coaching
- GLP-1 mgmt, as needed
- Sustained outcomes without drugs

**virta**

**VS**



### Medication-first approach

- Excessive GLP-1 prescribing
- No personalized nutrition plan
- Limited support with care or coaching
- Reliant on costly Rx to sustain outcomes

GLP-1 "Pill Mills"

Usual PCP Care

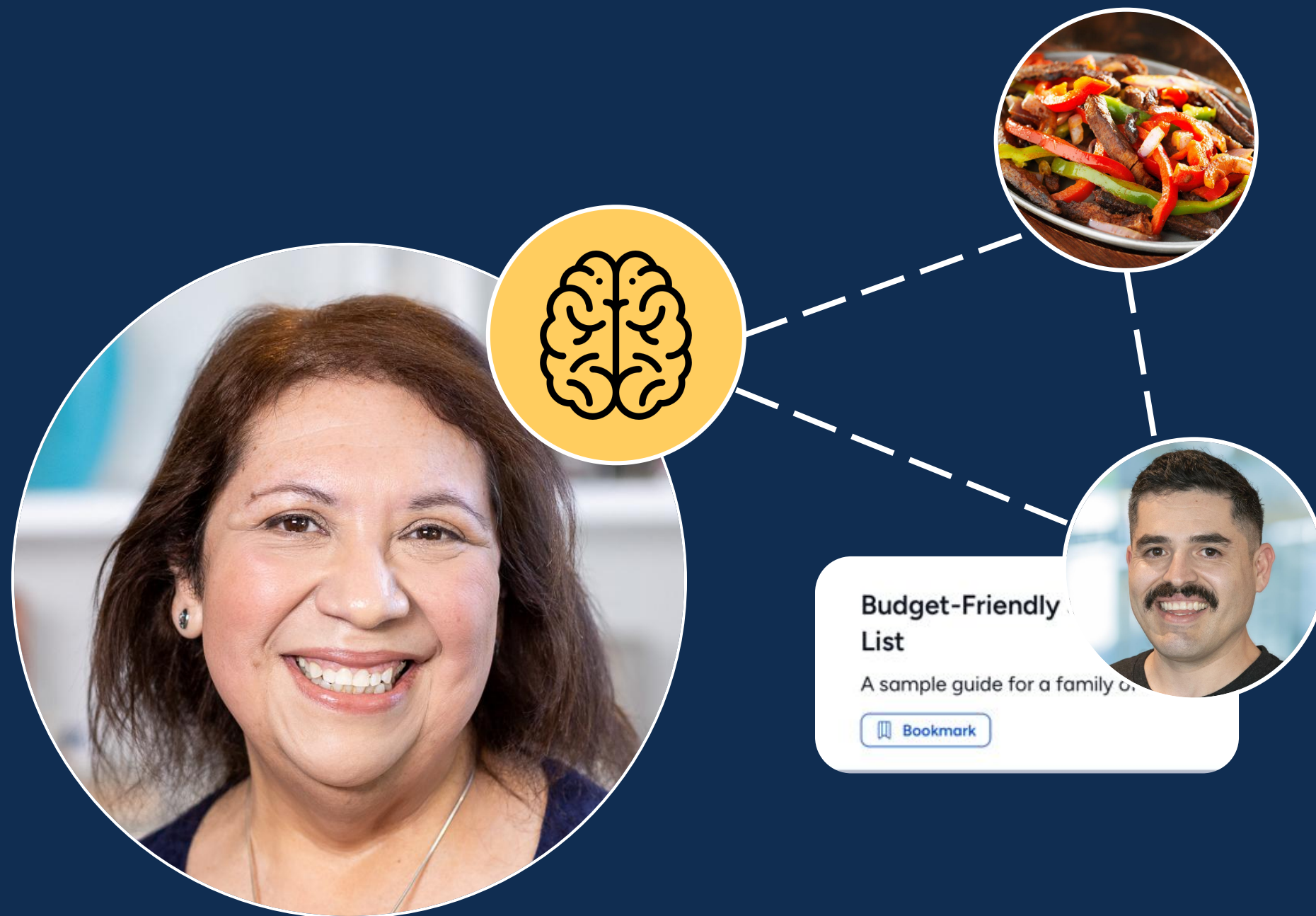
Diabetes Management

Weight Loss Apps

# How Virta Works: Dedicated care team crafts personal care plans



# Simple nutrition changes shift biochemistry



## What to eat

Real food, healthy fats, less sugar/carbs

## What it enables

Eat until full, eliminate cravings

## How to make it easy

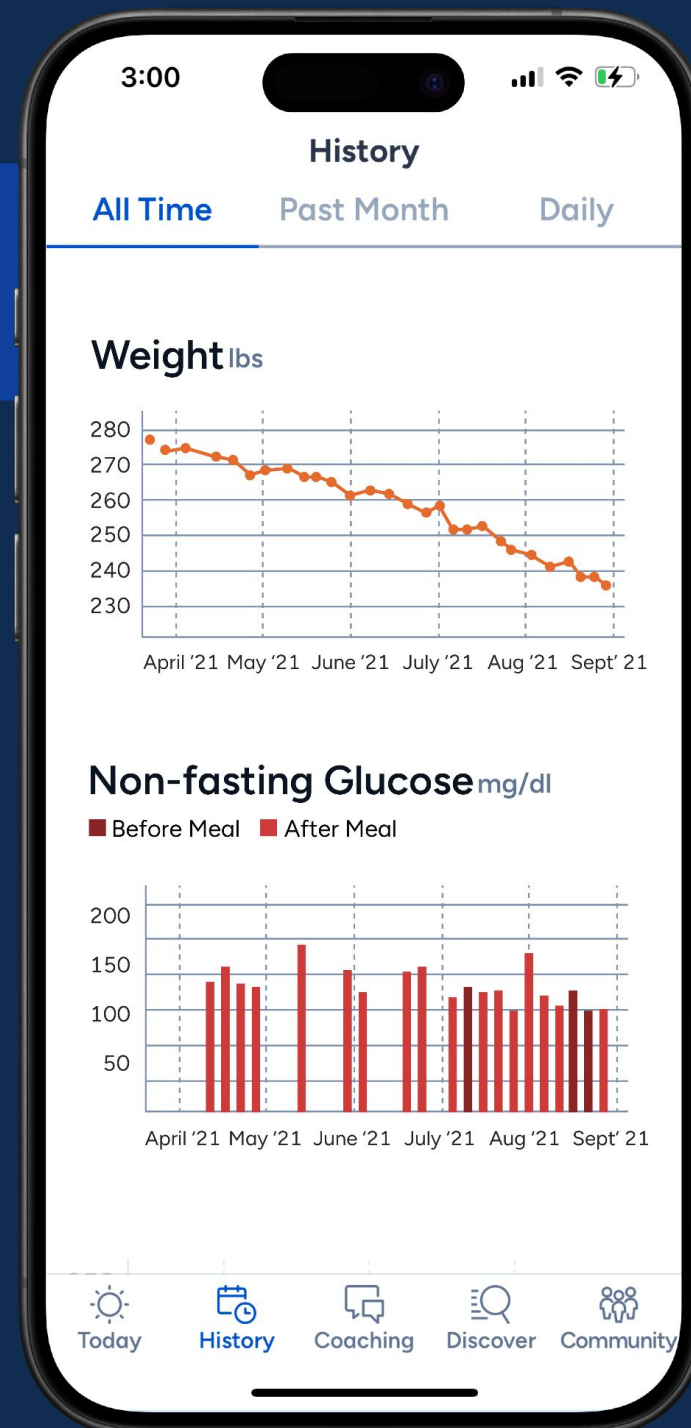
Change at your pace, coach support

Expert Medical Care

# Managing and deprescribing Rx for nearly a decade

## Intensive Metabolic Care

- ✓ Real time Rx adjustments
- ✓ Comorbidity considerations
- ✓ Responsible GLP-1 prescribing
- ✓ PCP Coordination



## Deprescribe Rx

...as nutrition addresses root cause and medications are no longer needed



Virta  
Provider



PCP

# Virta maximizes your GLP-1 investment

1

## **Before GLP-1s** **Steer members towards** **GLP-1 alternatives**

Redirect all GLP-1 seekers to Virta via **Trusted Prescriber Network**. Offer nutrition-first alternative, and screen out inappropriate use.

2

## **On GLP-1s** **Maximize success of** **those on GLP-1s**

Enroll members on GLP-1s in intensive lifestyle program. Offer provider-led medication and side-effect management

3

## **After GLP-1s** **Deprescribe GLP-1s** **and sustain results**

Virta providers de-prescribe GLP-1s as appropriate. Members given offramp to drug-free sustained results via nutrition

# Trusted Prescriber Network model with Optum Rx redirects all GLP-1 weight loss demand to Virta for safe prescription & medication management



Member receives a prescription for Wegovy or Zepbound from a community provider (e.g., PCP)



Member receives notification (in provider office, or at pharmacy) stating that these medications are only available via Virta



Member redirected to Virta registration website, where they begin clinical intake and triage into most appropriate care pathway

# Thoughtful Front Door: Two paths to getting started with Virta



**Virta Member Communications**  
Proactive communications via email, direct mail, SMS



**GLP-1 Steerage**  
Utilize Optum Rx UM to steer members who are seeking GLP-1s to Virta



**Member enrolls, eligibility verified**



**Discusses care options Virta team**



**Starter kit arrives with digital scale and tracking supplies**

Member marketing materials

General Awareness Campaign

Letter



Hi {{FirstName}},

Your plan is excited to introduce Virta, a new care benefit for members and eligible family members—fully covered at \$0 cost to you<sup>†</sup>. Virta is a virtual care team and guided nutrition program for sustainable weight loss.

On average, Virta members lost 18 lbs in just 10 weeks. And 87% of members were able to stop or reduce medications.\*

Best,  
Your Benefits Team and Virta

Scan below to learn more



Claim your benefit

info.virtahealth.com/optumrx

<sup>†</sup> Virta Health's nutrition therapy care plans may be suitable for adults (18+) with certain metabolic health conditions. For more information and to confirm eligibility, please visit: [www.virtahealth.com/join/optumrx](http://www.virtahealth.com/join/optumrx) and click 'Join Now' to start your application.

Members were selected to receive this communication based on pharmacy claims data. Information in this letter is confidential and not shared with any non-medical personnel or personnel not directly managing pharmacy claims. Medications listed in this letter are subject to change.

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\* McKenzie AL et al. JMR Diabetes 2017; 2(1):e5

Email



### New benefit for sustainable weight loss

Your plan is excited to introduce Virta, a new care benefit for members and eligible family members—fully covered at \$0 cost to you<sup>†</sup>. Virta is a virtual care team and personalized nutrition program for sustainable weight loss.

Claim my benefit

Here's what you can look forward to:



Digital weight scale that syncs with your phone to track progress

What else do I get?



Connected meter to gain insights about your health

What are typical results?



One-on-one support from an expert health coach and clinician

How does it work?



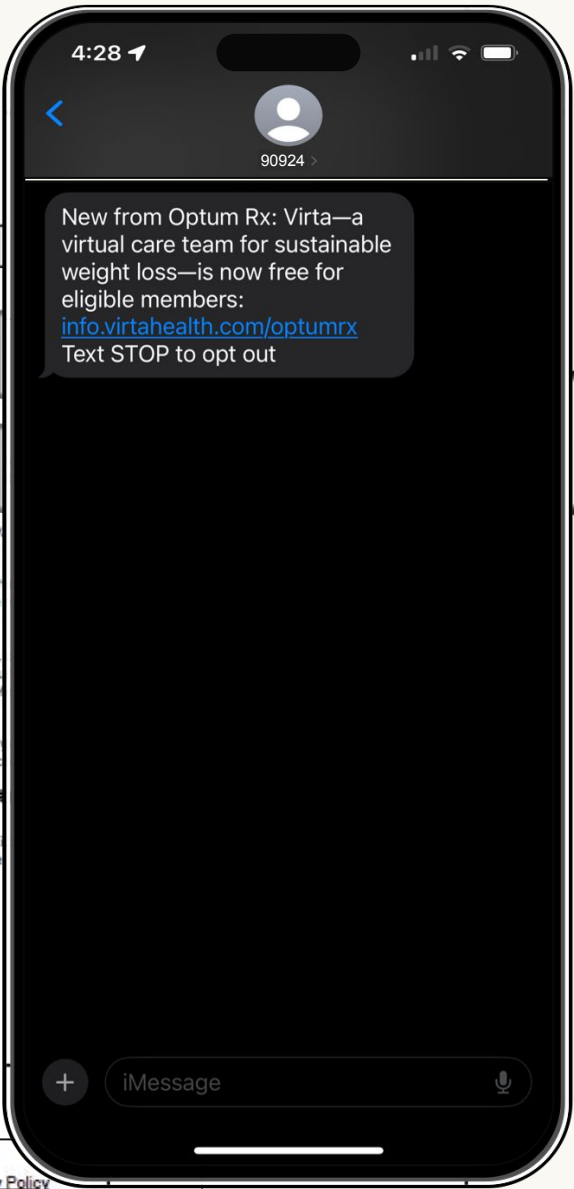
Exclusive nutrition resources and recipes for your lifestyle

Is Virta right for me?

Ready to claim your benefit?

Get started

1-time



Clients can opt-out of sending the 1-time SMS

GLP-1 PA Activated Campaign

Letter



Hi {{FirstName}},

Your plan is excited to introduce Virta—a virtual clinic that provides sustainable weight loss support, both with and without weight loss medications. Based on your needs, your Virta provider may recommend nutrition therapy, weight loss medications like Wegovy®, or a combination of both. That's the beauty of Virta—it's personalized to you.

In just 10 weeks, members in our nutrition program only have lost an average of 18 lbs by following their customized plan.\*

Our dedicated medical team of clinicians will help you gain control of your health. And thanks to your plan, Virta is available at \$0 cost to you<sup>†</sup>.

Your Next Action

Join Virta today to talk with a Virta advisor and kickstart your weight loss journey

virtahealth.com/join/

Best,  
Your Virta Medical Team

<sup>†</sup> Virta Health's nutrition therapy care plans may be suitable for adults (18+) with certain metabolic health conditions. For more information and to confirm eligibility, please visit: [www.virtahealth.com/join/optumrx](http://www.virtahealth.com/join/optumrx) and click 'Join Now' to start your application.

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\* McKenzie AL et al. JMR Diabetes 2017; 2(1):e5

Email



Hi {{FirstName}},

I'm Dr. Stanley. Your health plan works with Virta—a virtual clinic that provides sustainable weight loss support, both with and without weight loss medications.

We take a customized approach. A Virta provider like me will work closely with you to develop a plan that best fits your needs. This may include nutrition therapy, weight loss medications, or a combination of both. That's the beauty of Virta—it's personalized to you. And thanks to your plan, the Virta program is fully covered and available at no additional cost<sup>†</sup>.

Reaching your weight loss goals can feel like a never-ending journey, but in just 10 weeks, members in our nutritional program only have lost an average of 18 lbs by following their customized plan.\*

Your next step? **Join Virta** to talk with a Virta advisor and kickstart your weight loss journey.

We look forward to supporting you!

Best,  
Dr. Stanley



Dr. Jeff Stanley, MD  
Medical Director, Virta Health



Landing Page Links:

www.virtahealth.com/join/optumrx. OR  
info.virtahealth.com/optumrx

# Optum Rx - Lettering

## Prior Authorization Letter with Virta Content



[LOGO, if applicable]

PO Box 2975 Mission, KS 66201

**IMPORTANT DECISION NOTICE**  
See NEXT STEPS below.

Plan name: [Plan Name]

[Member Name]  
[Member Address]

[Letter Creation Date]

Dear [Member Name],

We have reviewed the prior authorization request from you or your prescriber.

**What is a prior authorization?**  
A prior authorization is an approval from your pharmacy benefit manager or your plan to cover a medication.

**Why does my plan want me to get a prior authorization?**

- **Safety:** You may be taking the medication for a different condition than it was designed for.
- **Effectiveness:** Your medication may not work as intended with other medications you take.
- **Cost:** Your medication may be more expensive than a generic or alternative medication.

**Does my provider know this decision?**  
Yes, we sent a copy of this letter to your provider, [Prescriber Name].

**Can I get updates faster and save paper?**  
Yes! Visit [OptumRx.com](http://OptumRx.com) to sign up for digital updates.

Thank you,

Your Pharmacy Benefits team  
Case ID: [PA Number]

\*Enrollment in the Virta program with a prescription written by a Virta prescriber is required for this medication to be covered your employer's group health plan. If you have not already enrolled you can sign up thru [www.virtahealth.com/join/optumrx](http://www.virtahealth.com/join/optumrx).

|                |                                                                     |
|----------------|---------------------------------------------------------------------|
| NAME:          | [Drug Name, Strength, Formulation]                                  |
| PATIENT NAME:  | [Member name]<br>Member ID: [Member ID]<br>Case number: [PA Number] |
| NEXT STEPS:    | Fill your prescription written by a Virta prescriber.               |
| VALID THROUGH: | [Approval Start Date] – [Approval End Date]                         |

**QUESTIONS?**  
We're here to help.

Visit [OptumRx.com](http://OptumRx.com) or call the number on your member ID Card. Case Number [PA Number].

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**QUESTIONS?**  
We're here to help.

Visit [OptumRx.com](http://OptumRx.com) or call the number on your member ID Card. Case Number [PA Number].

## Continuation of Therapy Letter with Virta Content

| <p><b>Questions</b></p> <ul style="list-style-type: none"> <li>• View</li> <li>• Call</li> </ul> <p>Thanks for</p> <p>Sincerely,</p> <p>The Optum</p><br><br><p><b>Optum</b></p> <p>If you are no<br/>disregard this</p> <p>Members we<br/>letter is confi<br/>pharmacy cl<br/>most current</p> <p>This docume<br/>and/or may c<br/>law. The info<br/>received this<br/>this document<br/>immediately<br/>66201.</p> <p>All Optum tra<br/>respective ov<br/>© 2024 Optu</p> | <div style="text-align: center;">  <p>P.O. Box 413<br/>Richboro, PA 18954-9998</p> </div> <div style="text-align: right;"> <p><b>Action required</b></p> <p>Enroll in Virta to continue medication coverage</p> </div> <p>&lt;MEMBER_FIRST_NAME&gt; &lt;MEMBER_LAST_NAME&gt;<br/>       &lt;MEMBER_ADDRESS1&gt;<br/>       &lt;MEMBER_ADDRESS2&gt;<br/>       &lt;MEMBER_CITY&gt;, &lt;MEMBER_STATE&gt; &lt;MEMBER_ZIP_CODE&gt;</p> <p>Month DD, YYYY</p> <p>Dear &lt;MEMBER_FIRST_NAME&gt;</p> <p>Optum Rx manages the pharmacy benefits for your plan. We work with your health plan to help you get the medication you need and help find ways to keep your costs down. We want to make sure you know about time-sensitive changes to your prescription coverage and what to do next. Your health plan works with Optum Rx to offer a virtual weight loss clinic and coverage for weight loss meds, like Wegovy® or Zepbound®.</p> <p>Starting &lt;CHANGE_CODE_EFFECTIVE_DATE&gt; to receive coverage for the medication listed below you will be required to work with a Virta provider and get your prescription through them. If you have a current prior authorization (PA), it will expire on &lt;PLAN_EFFECTIVE_DATE&gt;. This PA will not qualify for renewal. But you can work with a Virta provider to obtain a new PA.</p> <p>Enrollment and support from the Virta care team is at no extra cost to you. Once enrolled, you'll get a personalized GLP-1 program with ongoing support for your weight loss journey.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #f2f2f2;"> <th style="padding: 5px;">Medication to review</th> <th style="padding: 5px;">Consider</th> </tr> </thead> <tbody> <tr> <td style="padding: 10px; vertical-align: middle;">&lt;TARGET_MED&gt;</td> <td style="padding: 10px; vertical-align: top;">This medication may be covered if you receive care from a Virta Health Provider. Create an account at <a href="https://VirtaHealth.com/Join/OptumRx">VirtaHealth.com/Join/OptumRx</a> and schedule a visit with a Virta provider.</td> </tr> </tbody> </table> <p><b>What if I don't act before this change takes place?</b></p> <p>If you choose not to work with Virta your weight loss GLP-1 may not be covered after &lt;CHANGE_CODE_EFFECTIVE_DATE&gt;. The amount you pay will not count toward any deductible or out-of-pocket limit you may have.</p> | Medication to review | Consider | <TARGET_MED> | This medication may be covered if you receive care from a Virta Health Provider. Create an account at <a href="https://VirtaHealth.com/Join/OptumRx">VirtaHealth.com/Join/OptumRx</a> and schedule a visit with a Virta provider. |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|----------|--------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Medication to review                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Consider                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                      |          |              |                                                                                                                                                                                                                                   |
| <TARGET_MED>                                                                                                                                                                                                                                                                                                                                                                                                                                                                | This medication may be covered if you receive care from a Virta Health Provider. Create an account at <a href="https://VirtaHealth.com/Join/OptumRx">VirtaHealth.com/Join/OptumRx</a> and schedule a visit with a Virta provider.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                      |          |              |                                                                                                                                                                                                                                   |

# Care Messaging with Weight Engage – Nutrition First



## PreCheck MyScript – Virta Content

Virta Health enrollment and Prior Auth required for coverage. Virta is a virtual clinic for safe and sustainable weight loss. Please ask the patient to enroll at [www.virtahealth.com/join/optumrx](http://www.virtahealth.com/join/optumrx).



*\*Similar message available on the Member Portal through Drug Search*



## Approved PA Letter – Virta Content

\*Enrollment in the Virta program with a prescription written by a Virta prescriber is required for this medication to be covered your employer’s group health plan. If you have not already enrolled, you can sign up thru: [www.virtahealth.com/join/optumrx](http://www.virtahealth.com/join/optumrx).

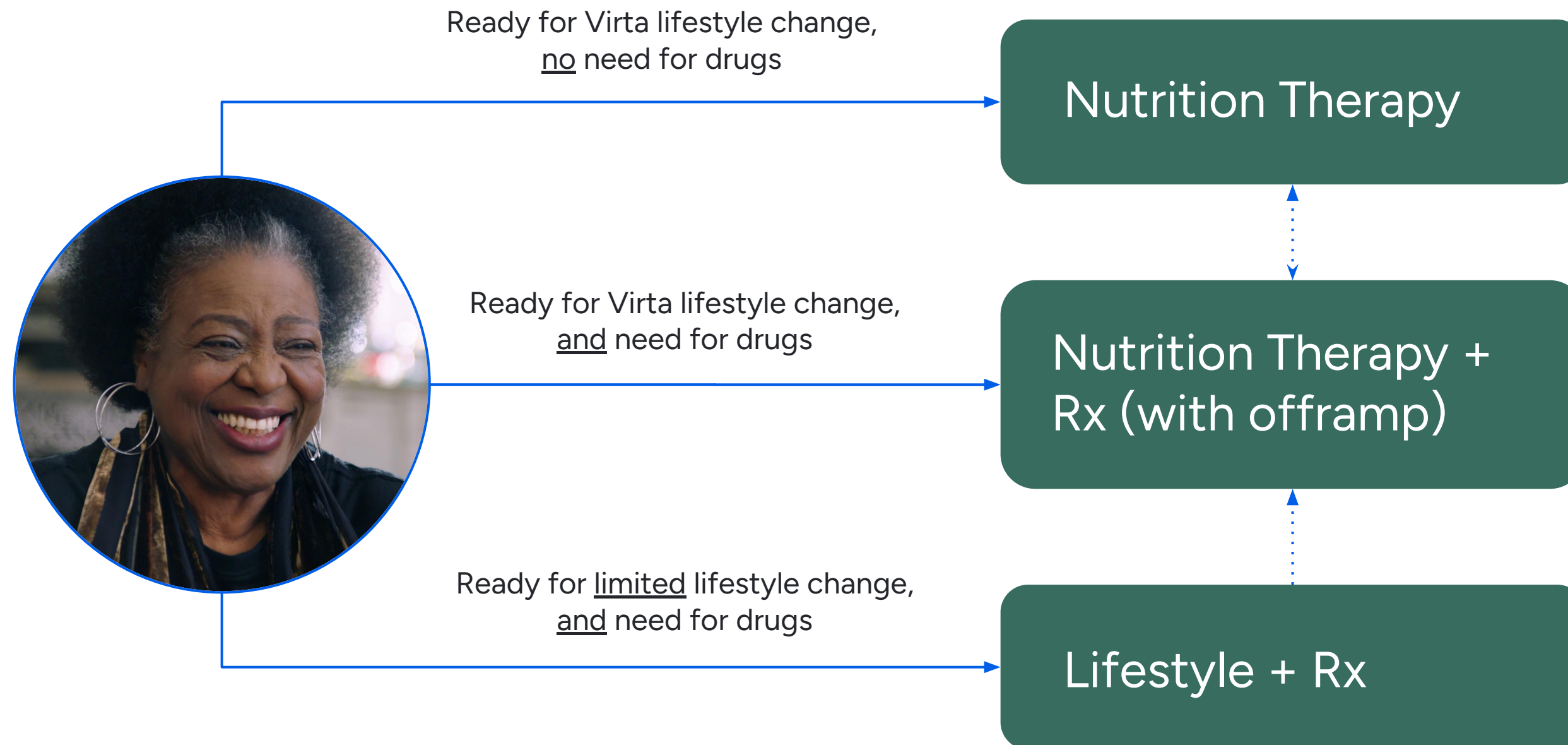


## Pharmacy Reject Message – Virta Content

```
----- Reject Code -----
75  Prior Authorization Reqrd
70  Prod/Service Not Covered

----- Message ----- Code ----
Virta enrollment required to fill med  VIRT
Program can be w/ and w/o GLP-1      VIRT
Have member enroll at                VIRT
virtahealth.com/join/optumrx          VIRT
Call XXX-XXX-XXXX for PA              OptumRx PA
Drug Requires Prior Authorization    OptumRx PA
```

# Clinical Pathways: Virta care team guides members to care based on readiness for change, clinical needs, and eligibility



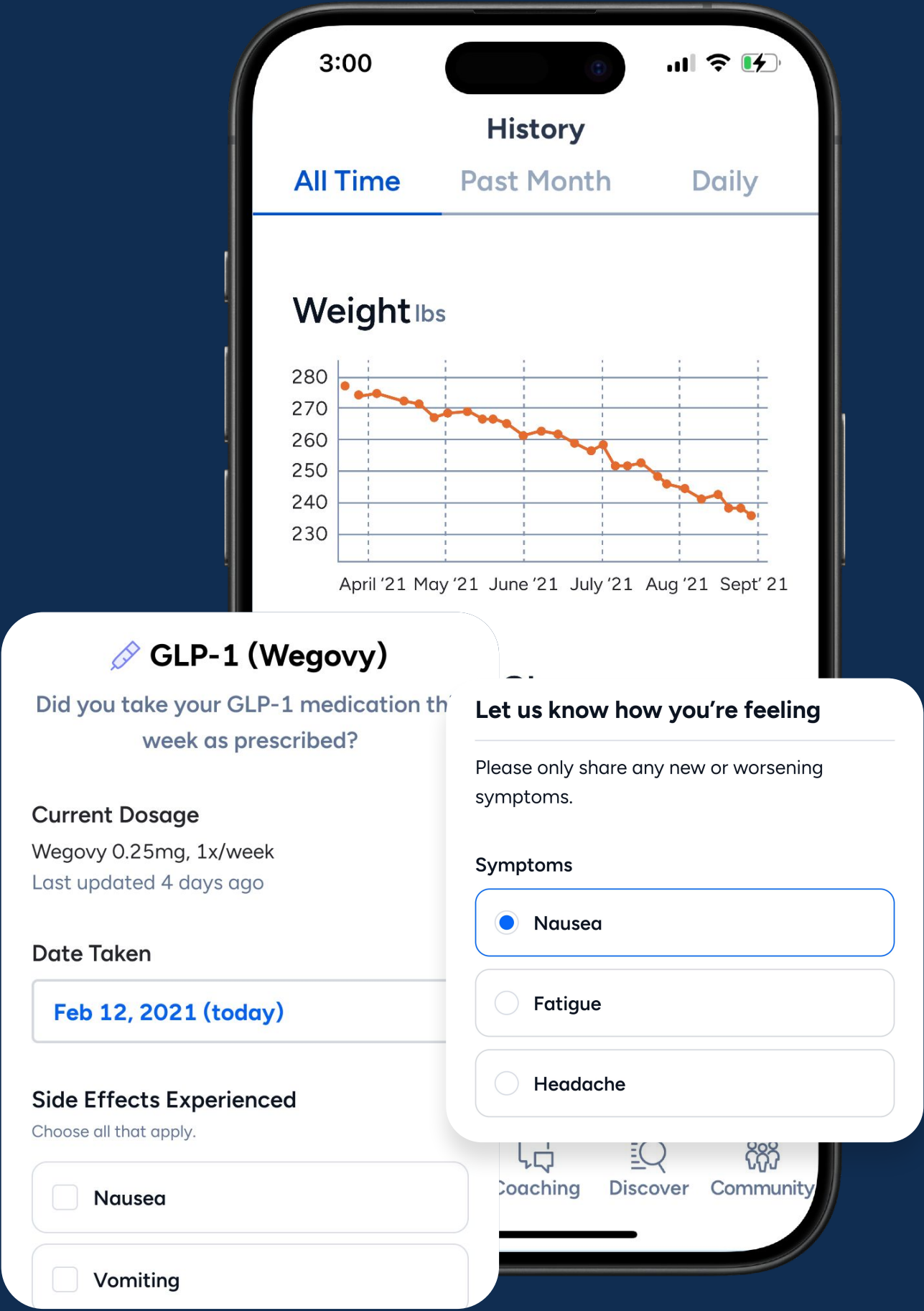
# Members must meet Virta program adherence requirements to retain access to GLP-1 drugs

| Adherence requirement         | Injection logging | Weight Logging | Side effect Logging | Weight Loss Achieved |
|-------------------------------|-------------------|----------------|---------------------|----------------------|
| Minimum Frequency / Threshold | 4x / month        | 4x / month     | 1x / month          | 5% @ 6 months*       |

\*Providers & RNs may encourage logging side effects and weight more often. This chart above reflects the **minimum criteria** to continue to refill the prescription.

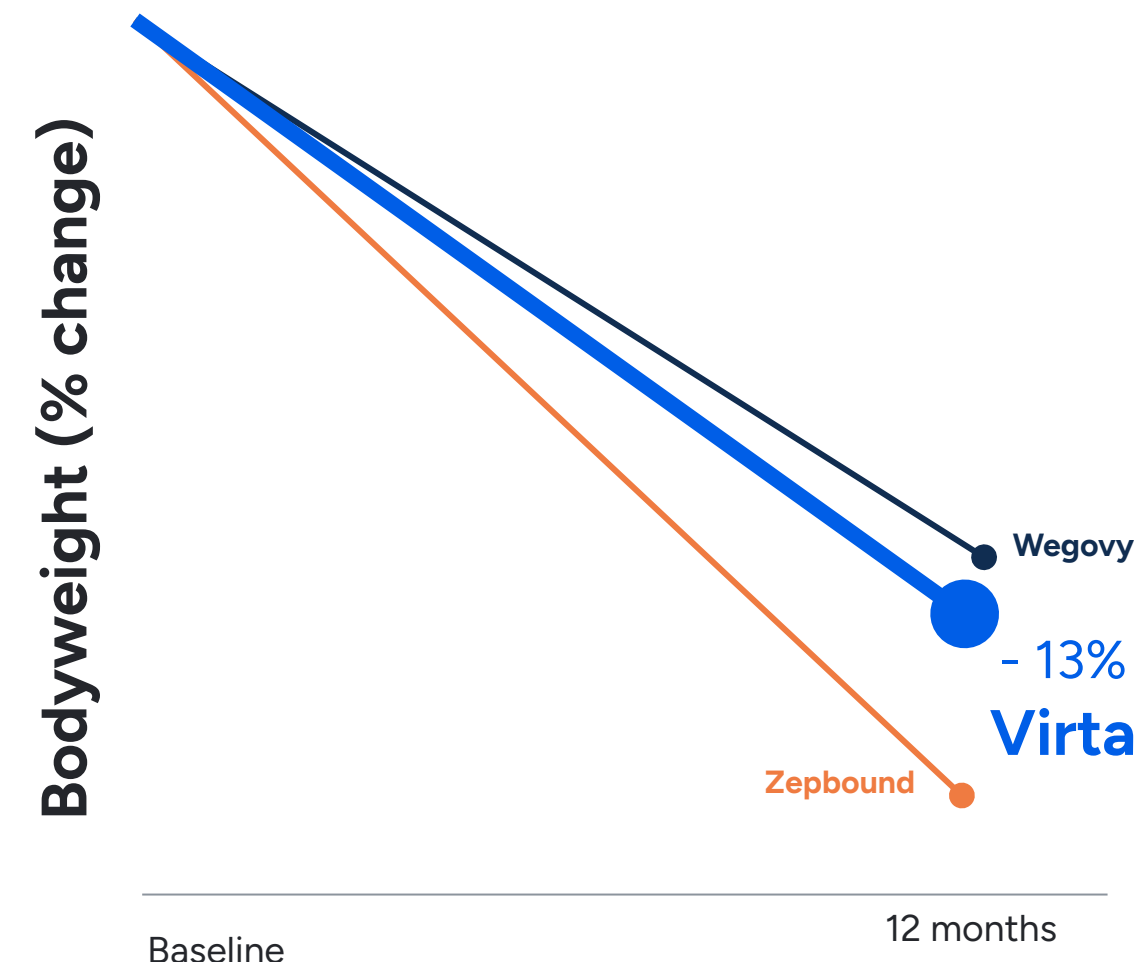
\*\*For liraglutide, minimum weight loss achieved at 6 months would be 2.5%

\*\*\*6 month weight loss assessment will reflect weight loss since starting the GLP-1 medication, which may or may not coincide with the member's time of enrollment with Virta

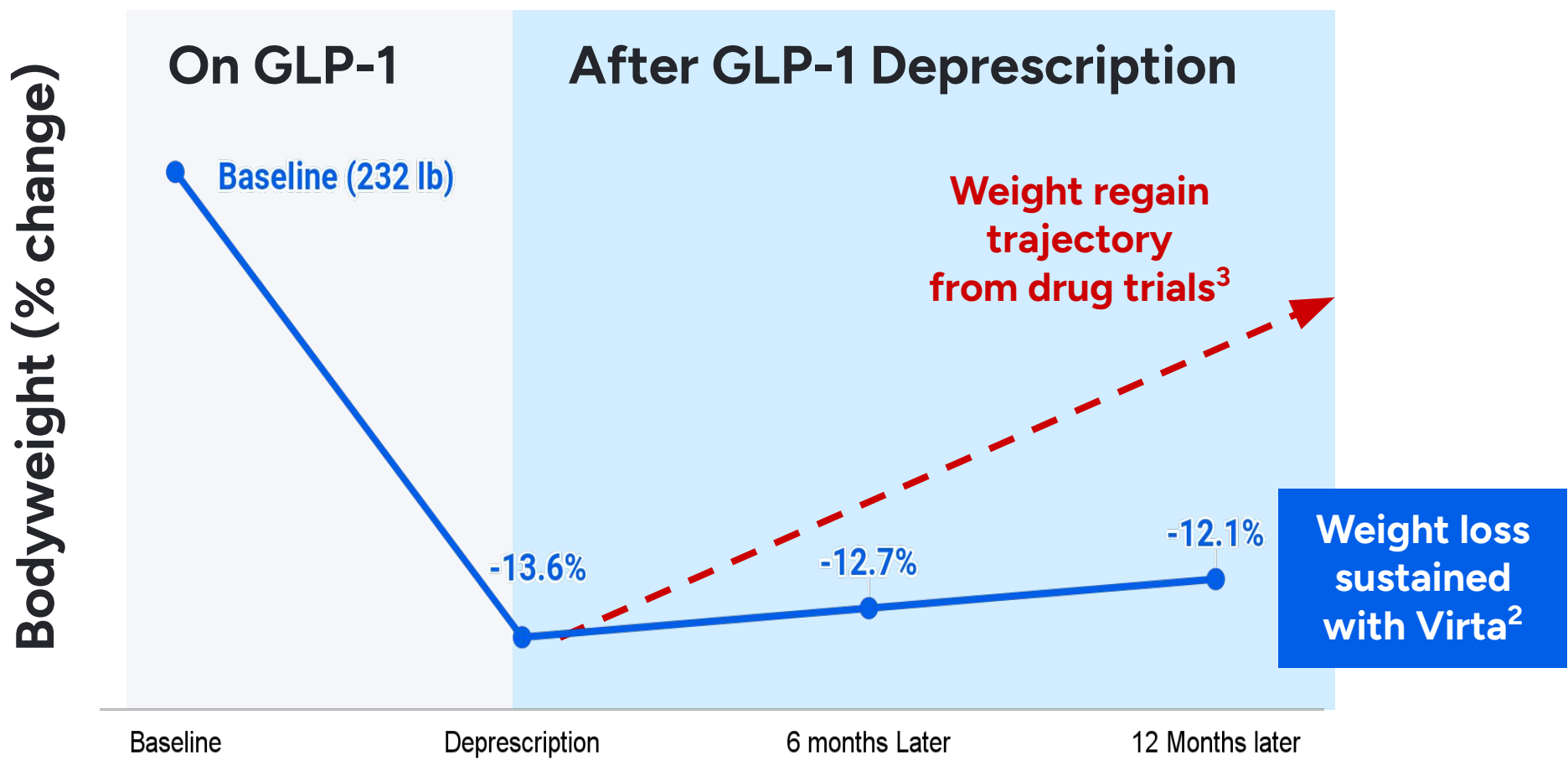


# Virta is a proven GLP-1 alternative and off-ramp

Virta drug-free nutrition results rival GLP-1s at a fraction of the cost<sup>1</sup>



Only solution with peer-reviewed, published outcomes on sustained weight loss after GLP-1s



1 McKenzie AL, Athinarayanan SJ, McCue JJ, et al. Type 2 Diabetes Prevention Focused on Normalization of Glycemia: A Two-Year Pilot Study. *Nutrients*. 2021; 13(3):749. doi: 10.3390/nu13030749). (Data is from prediabetes population.)  
2 McKenzie, A.L., Athinarayanan, S.J. Impact of Glucagon-Like Peptide 1 Agonist Deprescription in Type 2 Diabetes in a Real-World Setting: A Propensity Score Matched Cohort Study. *Diabetes Ther* (2024). <https://doi.org/10.1007/s13300-024-01547-0>  
3 Wilding JPH, et al. *N Engl J Med*. 2021 Mar 18;384(11):989-1002. doi: 10.1056/NEJMoa2032183.  
Note: Participants in the STEP-1 trial were patients with obesity. Patients included in Virta's cohort are patients with type 2 diabetes.  
Pi-Sunyer X, et al. *N Engl J Med* 2015; 373:11-22. dOI: 10.1056/NEJMoa1411892  
Kubota M, et al. *Cureus* 2023; 15(10): 446490. doi:10.7759/cureus.46490



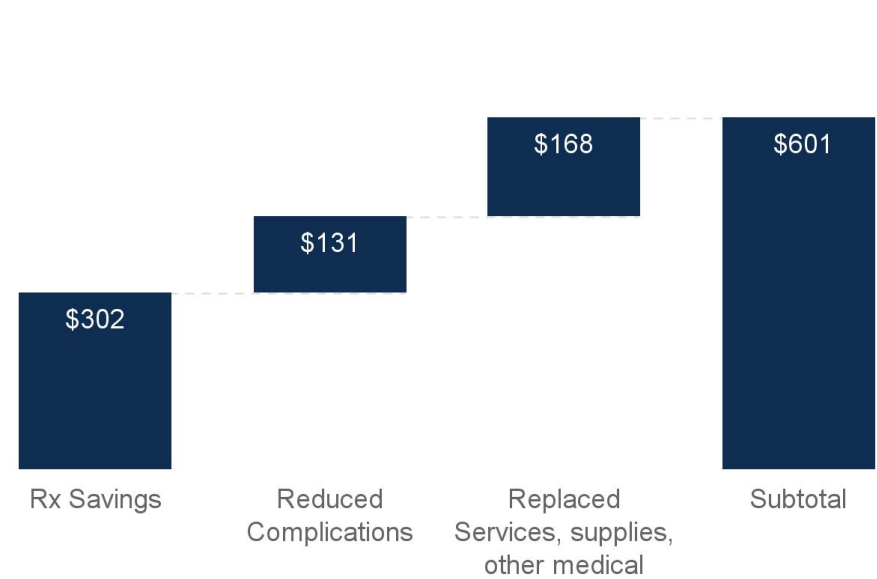
# Published, proven metabolic disease reversal

|                      | Drug-free weight loss results                               | Sustained weight loss after GLP-1                                           | Reverse prediabetes                                              | Reverse type 2 diabetes <sup>7</sup>                 |
|----------------------|-------------------------------------------------------------|-----------------------------------------------------------------------------|------------------------------------------------------------------|------------------------------------------------------|
| <b>Virta Outcome</b> | <b>13%</b> <sup>1</sup><br>weight loss without Rx at 1 year | <b>85%</b> <sup>3</sup><br>weight loss maintained a yr after stopping GLP-1 | <b>3%</b> <sup>5</sup><br>Progress to T2D diagnosis over 2 years | <b>1.3%</b> A1c reduction<br><b>59%</b> Rx reduction |
| <b>Benchmark</b>     | <b>4.7%</b> <sup>2</sup>                                    | <b>28%</b> <sup>4</sup>                                                     | <b>15%</b> <sup>6</sup>                                          | <b>0.2%</b> A1c increase<br><b>7%</b> Rx increase    |

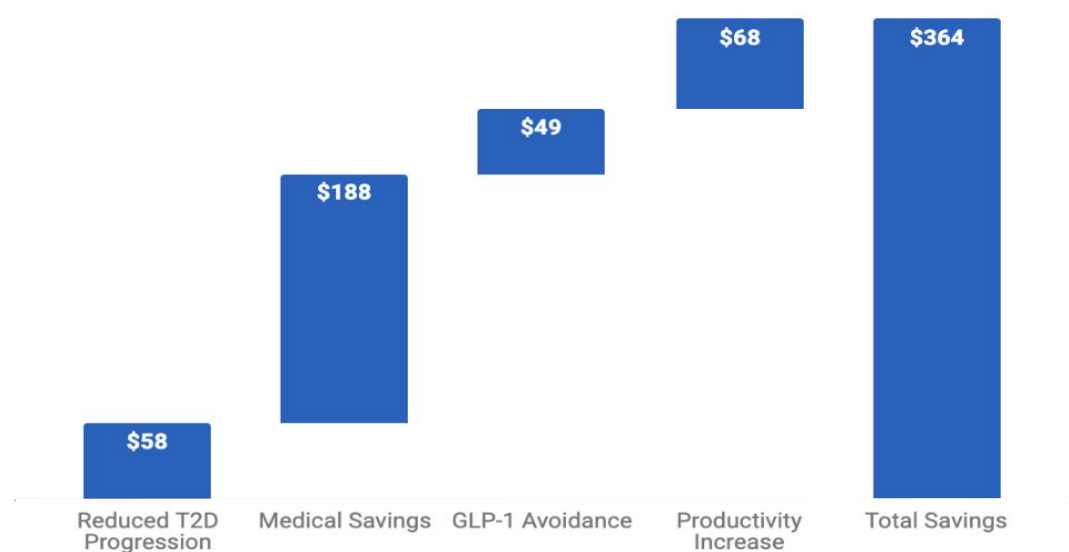
**Equitable Impact: Virta delivers improved health regardless of race, ethnicity, or socioeconomic status<sup>8</sup>**

1. McKenzie AL, Athinarayanan SJ, McCue JJ, Adams RN, Keyes M, McCarter JP, Volek JS, Phinney SD, Hallberg SJ. Type 2 Diabetes Prevention Focused on Normalization of Glycemia: A Two-Year Pilot Study. *Nutrients*. 2021 Feb 26;13(3):749.
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4. Wilding JPH, et al. *N Engl J Med*. 2021 Mar 18;384(11):989-1002. doi: 10.1056/NEJMoa2032183.
5. Virta demonstrated 97% of patients avoided progression to T2D over 2 years. McKenzie et al, *Nutrients* 2021, 13(3), 749
6. Knowler WC et al. Reduction in the incidence of type 2 diabetes with lifestyle intervention or metformin. *NEJM* 2002; 346, 393-403
7. Hallberg SJ et al. *Diabetes Ther*. 2018; 9(2): 583-612. Outcomes among one year completers (83% retention in Virta Treatment; 90% retention in Standard Care). Rx refers to the volume of diabetes prescriptions at one year (which excludes metformin) compared to baseline and multiple insulins prescribed to a patient were counted as one Rx.
8. Visit <https://www.virtahealth.com/health-equity> for Virta's published report on Health Equity

Actuarially validated gross savings analyses show up to 3:1 ROI at 2 years



T2 Diabetes Reversal



Prediabetes Reversal



Sustainable Weight Loss w/ Responsible Prescribing  
*Weight Engage*

|               |                        |                        |                        |
|---------------|------------------------|------------------------|------------------------|
| Gross savings | \$601pppm <sup>1</sup> | \$364pppm <sup>2</sup> | \$578pppm <sup>3</sup> |
| ROI           | 2.3:1                  | 2.3:1                  | 3.5:1                  |

All savings models available upon request. Summary shown on slide. ROI is calculated as Gross Savings - Cost of Virta services over a period of 24 months.

1. Based on real-world claims savings analysis using third-party validated methodology. Virta Health, Analysis of Type 2 Diabetes Reversal Cost Savings, Sept 2021 (Virta); Trended 4 years using 6.5% for Medical costs and 11.9% for Rx costs

2. Source: Tabak A., Herder C., Rathmann W., Brunner E., Kivimaki M. Prediabetes: A high-risk state for developing diabetes. 2012 Jun 9. Doi: 10.1016/S0140-6736(12)60283-9. PMID: 22683128; PMCID: PMC3891203. Cawley J, Meyerhoefer C, Biener A, Hammer M, Wintfeld N. Savings in Medical Expenditures Associated with Reductions in Body Mass Index Among US Adults with Obesity, by Diabetes Status. Pharmacoeconomics. 2015 Jul;33(7):707-22. doi: 10.1007/s40273-014-0230-2. PMID: 25381647; PMCID: PMC4486410.Trended to 2024 using 7% annually. T2D progression and productivity calculations utilize estimated A1c when lab A1c is unavailable.

3. Virta Health actuarial model projecting savings from the following categories: Medical Savings (\$218), GLP-1 Avoidance (\$53), Productivity Increase (\$64) Sources: Cawley J, Meyerhoefer C, Biener A, Hammer M, Wintfeld N. Savings in Medical Expenditures Associated with Reductions in Body Mass Index Among US Adults with Obesity, by Diabetes Status. Pharmacoeconomics. 2015 Jul;33(7):707-22. doi: 10.1007/s40273-014-0230-2. PMID: 25381647; PMCID: PMC4486410. Trended to 2025 using 7% annually. Actual weight loss and BMI among Virta patients in Sustainable Weight Loss program.

**Virta cuts Rx costs by 66%,  
driving meaningful ROI**

| Without GLP-1 Solution                                          | With Weight Engage+Virta                                            |
|-----------------------------------------------------------------|---------------------------------------------------------------------|
| No barriers to GLP-1s                                           | Trusted prescriber network steers away unmotivated members          |
| No GLP-1 alternatives                                           | Nutrition therapy GLP-1 alternative                                 |
| Poorly managed meds and cycling = limited results, wasted spend | Responsible prescribing+continuous monitoring reduces non-adherence |
| Must continue GLP-1s to maintain results                        | Offramp with sustained weight loss                                  |

# Virta Cost Savings Analysis: Summary

Projections based on 1200 total covered lives and 13 GLP-1 for weight loss utilizers in last 12 months

|                               | Weight Engage    |                  | Type 2 Diabetes Reversal |                  | Prediabetes Reversal |                |
|-------------------------------|------------------|------------------|--------------------------|------------------|----------------------|----------------|
| Prevalence (% Eligible)       | 64.7%            |                  | 8.6%                     |                  | 2.5%                 |                |
|                               | Year 1           | Year 2           | Year 1                   | Year 2           | Year 1               | Year 2         |
| Projected Enrollment          | 6.7%             | 7.6%             | 15.0%                    | 15.0%            | 6.6%                 | 6.6%           |
| Number Enrolled               | 52               | 59               | 16                       | 16               | 2                    | 2              |
| Medical Savings               | \$118,000        | \$136,000        | \$39,000                 | \$59,000         | \$5,000              | \$5,000        |
| Rx Savings                    | \$79,000         | \$142,000        | \$49,000                 | \$66,000         | \$1,000              | \$1,000        |
| <b>Total Gross Savings</b>    | <b>\$198,000</b> | <b>\$277,000</b> | <b>\$87,000</b>          | <b>\$124,000</b> | <b>\$6,000</b>       | <b>\$6,000</b> |
| Cost of Virta                 | \$101,000        | \$115,000        | \$46,000                 | \$41,000         | \$4,000              | \$4,000        |
| Net Savings                   | \$97,000         | \$162,000        | \$41,000                 | \$83,000         | \$2,000              | \$2,000        |
| <b>Net Savings at 2 years</b> | <b>\$259,000</b> |                  | <b>\$124,000</b>         |                  | <b>\$4,000</b>       |                |
| <b>ROI at 2 years</b>         | <b>2.2 : 1</b>   |                  | <b>2.4 : 1</b>           |                  | <b>1.5 : 1</b>       |                |

|                               |                  |                  |
|-------------------------------|------------------|------------------|
| <i>Grand Total</i>            | Year 1           | Year 2           |
| Total Enrolled                | 70               | 77               |
| Total Gross Savings           | \$291,000        | \$407,000        |
| Cost of Virta                 | \$151,000        | \$160,000        |
| <b>Total Net Savings</b>      | <b>\$140,000</b> | <b>\$247,000</b> |
| <b>ROI</b>                    | <b>1.9 : 1</b>   | <b>2.5 : 1</b>   |
| <b>Net Savings at 2 years</b> | <b>\$387,000</b> |                  |
| <b>ROI at 2 years</b>         | <b>2.2 : 1</b>   |                  |

# Virta only charges for active participants and puts 100% fees at risk\*



## Sustainable Weight Loss

Lose weight with or without medications, control GLP-1 access, and offer an off-ramp

\$162 PPPM

Performance Guarantee  
5% Weight Loss



## Pre-Diabetes Reversal

Control blood sugar while deprescribing high-cost diabetes drugs

\$162 PPPM

Performance Guarantee  
5% Weight Loss



## Diabetes Reversal

Control blood sugar while deprescribing high-cost diabetes drugs

\$242 PPPM

Performance Guarantee  
1.0 A1c Reduction  
5% Weight Loss  
40% Cost/Dosage Reduction of diabetes medications

## Responsible Prescribing

No additional cost

Performance Guarantee  
10% Weight Loss  
20% GLP-1 deprescription\*

### Weight Engage

Note: Proposed fee schedule is for **2025** and valid for 60 days from the date on the cover page of this document for in-year launches. Rates are based on calendar year and will increase by ~3% each year to align with cost of care.  
Note: Prices quoted above for Diabetes Reversal are for months 1-12 only, subsequent months, 13+ are \$205 PPPM in 2025.  
\*100% fees at risk in first year for employer partners  
\*GLP-1 deprescription PG is only available for members in the Nutrition + Rx pathway  
Note: Group level PGs require minimum of 150 attributed members per care pathway (enrolled for 12+ month with a starting BMI of 30 or greater) and will be evaluated after the first 12-18 months.

# Why Virta?



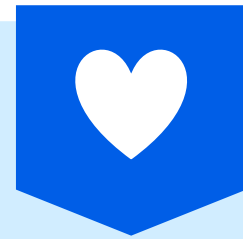
## Validated

Virta can **reverse type 2 diabetes, prediabetes, obesity & overweight**; results are peer-reviewed, published, and cited by the ADA



## Savings

**100% fees at risk +** significant savings opportunity:  
**\$601 PPPM gross savings** for type 2 diabetes<sup>1</sup>



## Satisfaction

Members love the experience & impact

**65% 1 year Retention<sup>2</sup>**  
**68 NPS<sup>3</sup>**



## Scale

Over **550+** payer, employer, health system, government client organizations with proven results across every **demographic**



## Maps to your GLP-1 strategy

Approach to nutrition addresses the root cause of metabolic diseases and enables the right level of access to drugs, to the right members

1. Virta Health, Analysis of Type 2 Diabetes Reversal Cost Savings, Sept 2021 (Virta); Trended 3 years using 6.5% for Medical and 11.9% for Rx costs.

2. Virta Health Registry, cumulative one-year retention rate for enterprise members registered as of 11/09/23, excluding loss of eligibility. Data as of 11/28/2024.

3. Virta Health Registry for Remote Care of Chronic Conditions: 90-day Net Promoter Score among real-world members enrolled in reversal of type 2 diabetes, prediabetes, or obesity who submitted an NPS as of 11/29/2023.

# Virta makes a difference

"With the support of Virta, I've completely changed the trajectory of my mental and physical health."

"On Virta, I feel like I can now do anything I want, and I am in control of my life and health."

"If I hadn't started Virta, my life could be anywhere from sitting on the couch to buried in the ground. Now, I get to spend time with my grandkids. I know I'm going to survive a lot longer because of Virta."



# Savings Analysis Appendix

# Virta Cost Savings Analysis: Key Assumptions

## Sustainable Weight Loss with Responsible Prescribing

*referred via trusted prescriber*

- Without Virta, assume:
  - 32% of GLP-1 seekers are adherent;
  - 34% are non-adherent and drop off
  - 34% take GLP-1s intermittently
- With Virta, assume:
  - 55% of new GLP-1 seekers take no action and are steered away
  - 30% of existing GLP-1 seekers take no action and are steered away
  - Rest 45% / 70% of GLP-1 seekers are enrolled in one of the 3 Weight Engage clinical pathways
- Assume GLP-1's net cost to plan is \$800 per utilizer per month
- 70% YoY increase to GLP-1 utilization
- More detailed assumptions available upon request

## Sustainable Weight Loss / Prediabetes Reversal

*engaged via general marketing*

- Medical expenditure savings estimated based on Medical Expenditure Panel Survey (MEPS) and Virta member outcomes who completed at least 1 year of respective program
- GLP-1 avoidance calculated based on average GLP-1 annual cost of \$9,600 per member per year and assumed Virta reduction in utilization by 5% / 7% / 10% for Class 1 / 2 / 3 Obesity patients
- For members with prediabetes only: Reduced T2D progression based on Virta clinical trial progression rate of 1.5% per year, compared to usual care progression of assumed 8%

## Type 2 Diabetes Reversal

- Assume a Type 2 Diabetes member cost of care is \$19,800 per year at baseline, inclusive of medical and Rx costs
- Annual trend assumptions:
  - 6.5% Medical
  - 11.9% Rx
- Projected savings include reduction to Type 2 Rx from deprescription, reduction in ER/IP cost, reduction to diabetic supplies and lab costs, and reduction to other Rx cost.
- More detailed assumptions available upon request