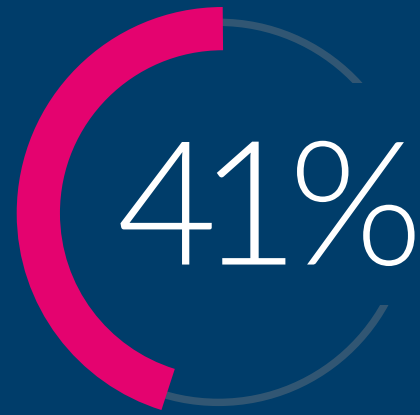


DaVita Health Solutions is your partner of choice for C-SNPs.

We partner with health plans to help address high-risk populations. C-SNPs (Chronic Special Needs Plans) are a great way to take action.



of US health care spend is driven by 12% of the population with 5+ chronic conditions.¹

BENEFITS TO HEALTH PLAN

Add net new members in C-SNP markets

Lock in guaranteed margin

Leverage network and year round enrollment



DAVITA HEALTH SOLUTIONS EXPERIENCE:

High-risk Medicare Advantage population success²:

91%
Patient Satisfaction

- 15-20% lower cost of care
- 25-40% fewer hospitalizations
- 10-15% fewer emergency room visits

12 end stage renal disease C-SNPs today. Proven success since 2006^{3,4}:

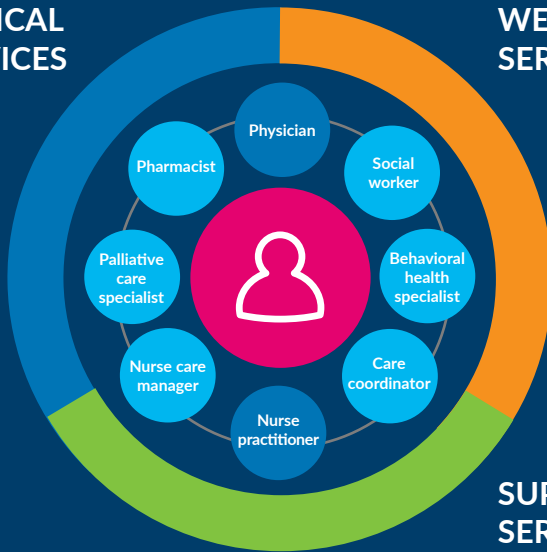
TOP 5 patient satisfaction among CA plans since 2013

- 22% fewer hospitalizations
- 33% reduction in readmissions
- 15% reduction on non-dialysis costs

OUR CARE MODEL

CLINICAL SERVICES

WELLNESS SERVICES



SUPPORT SERVICES



Care can be delivered in the best setting for the patient, whether at home, at a dialysis center, at a post-acute facility or elsewhere.

HOW WE PARTNER

DaVita Health Solutions

- Own financial risk
- Patient engagement and care
- Operational infrastructure
- Clinical and support team training and management

Collaborate on program benefit design and pricing

Health Plan

- Leverage provider network and utilization management
- Claims processing and payment
- Sales and marketing for member enrollment

EXAMPLE C-SNP CONDITIONS



Diabetes



Chronic heart failure



Cardiovascular conditions



Chronic lung disorders



End stage renal disease

NON-BINDING INTENT TO APPLY OPENS 11/12/2018.

Learn more or request a meeting: healthsolutions@davita.com

DaVitaHealthSolutions.com/SNP

1. Buttorff, Christine, Teague Ruder and Melissa Bauman. Multiple Chronic Conditions in the United States. Santa Monica, CA: RAND Corporation, 2017 (<https://www.rand.org/pubs/tools/TL221.html>). 2. The DaVita Health Solutions team conducted this analysis using claims data from June 2017- June 2018, comparing member results to pre-DaVita Health Solutions baseline data. Results may vary and not every population will necessarily have the same outcomes. 3. Percent improvement compared to figures from the 2017 Annual Data Report from the United States Renal Data System and the Fistula First website. 4. VillageHealth vs. Medicare FFS analysis performed by an independent actuarial firm; p-value for 2009 = 0.04, 2011 = <0.01.