



Changing lives and
businesses for good

Agenda

- 1 Your wellbeing vision & goals
- 2 Virgin Pulse's approach & results
- 3 Live solution demo
- 4 Next steps



Wellbeing at Acme today

- Seeking to boost participation in wellbeing programs and benefits overall
- Struggle to sustain program engagement
- Rising health care costs driven by chronic conditions (e.g., diabetes, COPD, obesity)

Success at Acme

- Ease administrative burden on HR
- Create a wellbeing committee
- Lower annual health care costs
- Lower incidence of safety accidents

The health of your workforce is at risk

6 in 10

adults in the US have
a chronic disease and
four in ten adults have
two or more



Stress



Chronic Lung
Disease



Stroke



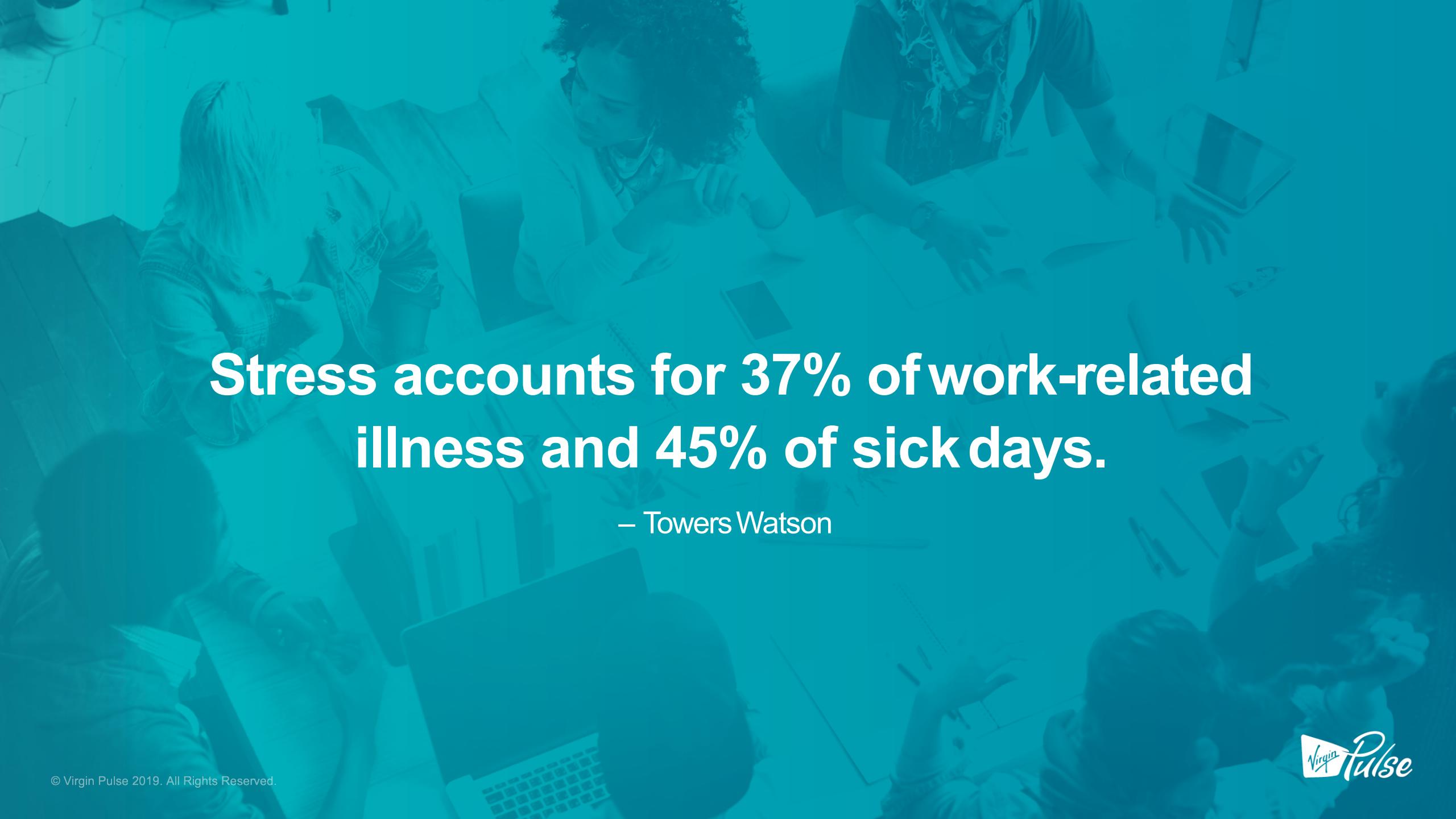
Alzheimer's Disease



Diabetes



Chronic Kidney
Disease



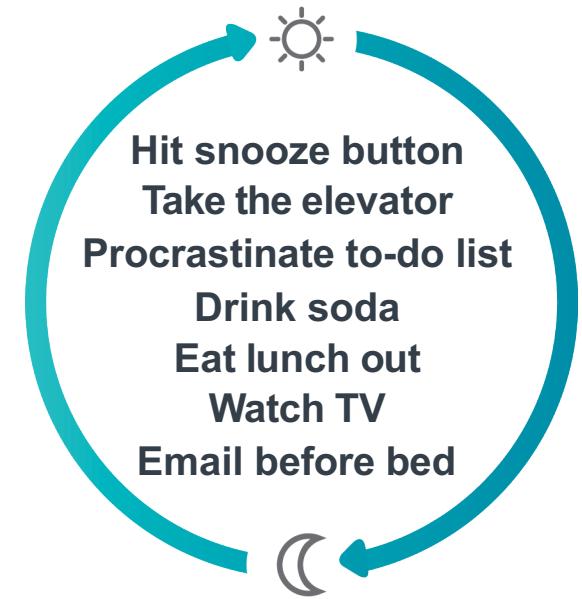
**Stress accounts for 37% of work-related
illness and 45% of sick days.**

– Towers Watson

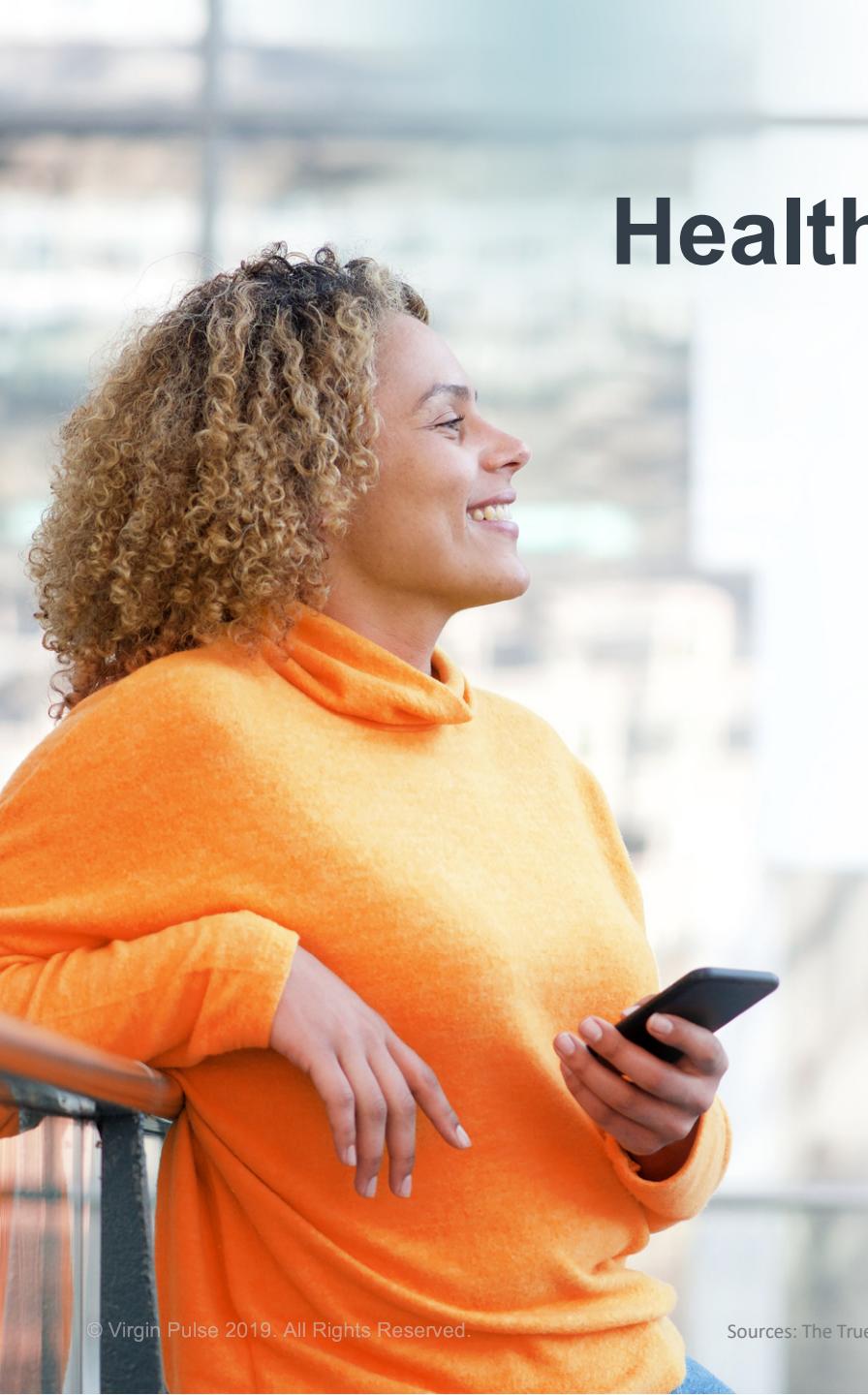
Unhealthy lifestyles lead to unhealthy employees



Unhealthy Daily Routines



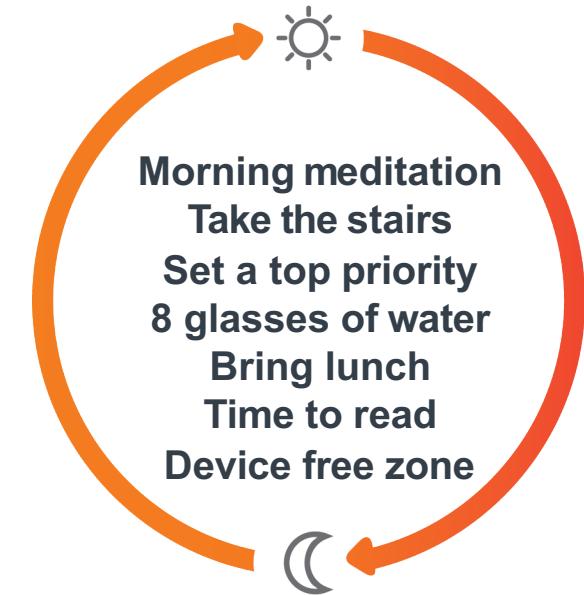
lead to 80% of chronic diseases



Healthy lifestyle as medicine

The best way to positively influence health is to help people create healthy routines

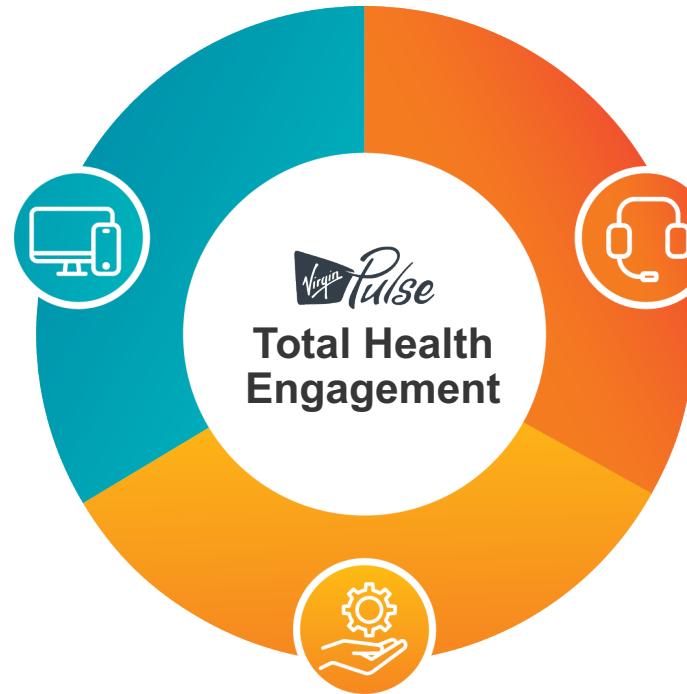
Healthy Daily Routines



Our integrated experience drives health engagement

Digital Platform

Digital lifestyle management tools support healthy daily routines



Human Interactions

High-impact live services spark change and sustain it long-term

Client Support

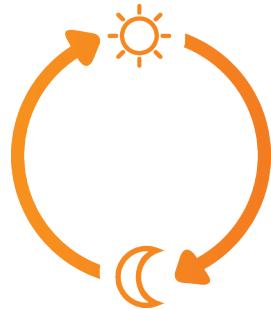
Achieve your goals with the support of easy to use admin tools, rich analytics and an experienced account team

The path to healthy outcomes starts with daily usage

Sustained
Daily Usage



Sustained Healthy
Daily Routines



Health & Wellbeing
Outcomes

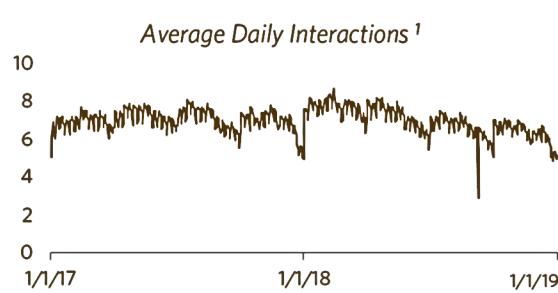


The path to healthy outcomes starts with daily usage

Sustained
Daily Usage

69%

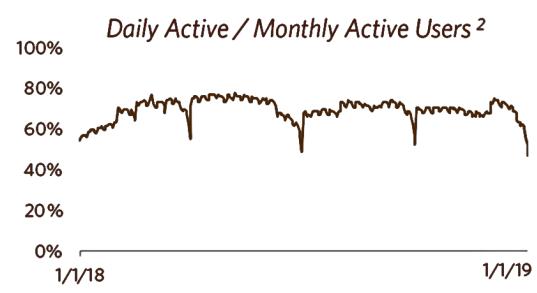
Members
return daily



Sustained Healthy
Daily Routines

7

Interactions
per day



Health & Wellbeing
Outcomes

\$1,029

In healthcare savings per
employee per year



Research-backed ROI & VOI

Proving that health and wellbeing are the foundational drivers of culture, engagement and productivity.



64%

Believe their company is now a better place to work

2.9x

Lower worker's compensation claims among members

65%

Reduction of fasting blood glucose

13%

More daily steps across entire member base

Mission Critical Outcomes

Important Metrics

Live Demo: let's bring this to life for you



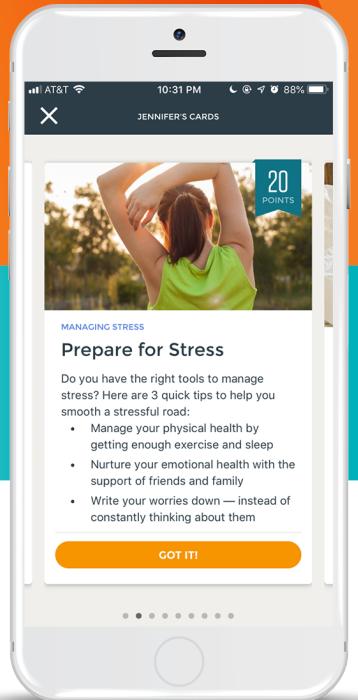
Harold, IT Director

- **Age:** 52-year-old
- **Risks:** stress, overweight, smoker
- **Condition:** prediabetic, blood glucose level 98 mg/dL
- **Motivators:** improve fitness, reduce stress

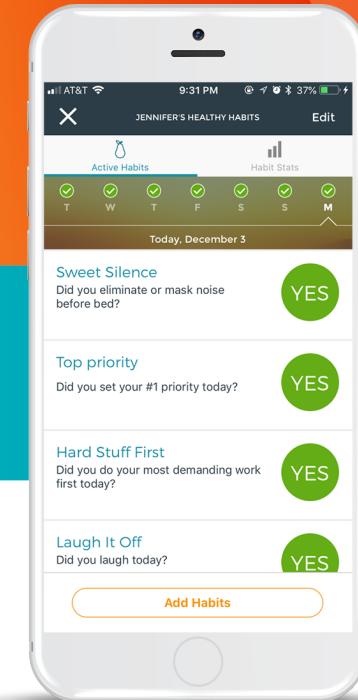


Live health coaching

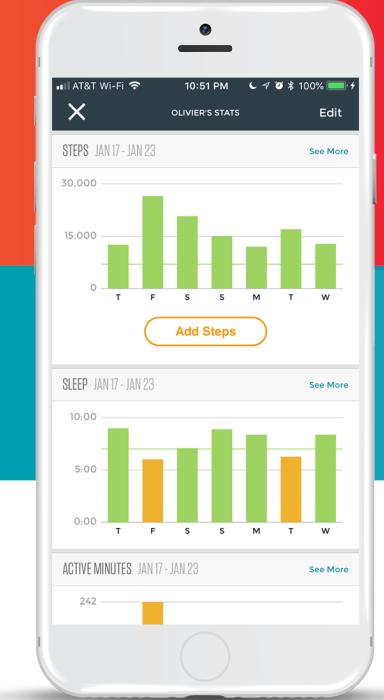
Health IQ



Daily Habits



Progress



Demo Recap: Harold's (unhealthy) daily routine

Before



- **Age:** 52-year-old
- **Risks:** stress, overweight, smoker
- **Condition:** prediabetic, blood glucose level 120 mg/dL
- **Motivators:** improve fitness, reduce stress

Demo Recap: Harold's new, healthy daily routine

After



Harold, *IT Director*

✓ Blood glucose level drops to 98 mg/dL

Morning Meditation

Wake up



Take the Stairs

Go to work



Bring Lunch

At work



Time to Learn

Home



Device Free Zone

Sleep

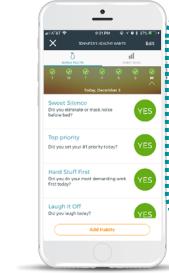


Health IQ



Daily tips help Harold learn how to reduce stress, eat healthy

Daily Habits



Daily trackers help Harold build habits and establish a healthy routine

Progress

Over time Harold sees steady progress as he maintains a healthy lifestyle

Virgin Pulse

Help sustaining his routine when it's interrupted

After



Morning Meditation

Wake up



Take the Stairs

Go to work



Bring Lunch

At work



Time to Learn

Home



Device Free Zone

Sleep



Harold, *IT Director*

- ✓ Blood glucose level drops to 98 mg/dL

Live Coaching

Harold tears ACL playing tennis.

A coach guides him to available resources for treatment and helps him with a plan to maintain his healthy routine during recovery.

Why Virgin Pulse?



Client Success

- › Results-driven service commitment
- › Expertise from trusted advisors
- › Industry-leading client retention



Daily Engagement

- › Purpose-built to support daily routines
- › Unmatched daily engagement
- › Engaging, mobile-first experience



Solution Breadth & Flexibility

- › \$25M innovation investment
- › Flexible, customizable and easy to adopt solutions
- › Health, wellbeing & engagement thought leaders



Global Experience

- › 10+ years of global experience
- › Global solution, footprint & in-region operating model
- › GDPR-compliant & ISO 27001 certified



Insights & Analytics

- › Science-backed, data- driven solutions
- › Largest data science team & Science Advisory Board
- › Powerful analytics, actionable insights

Next steps

- 1
- 2
- 3



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