

Mario Schlosser
Co-founder & CEO, Oscar



Healthcare is expensive.

Really expensive.

**A family
of 4 spends**

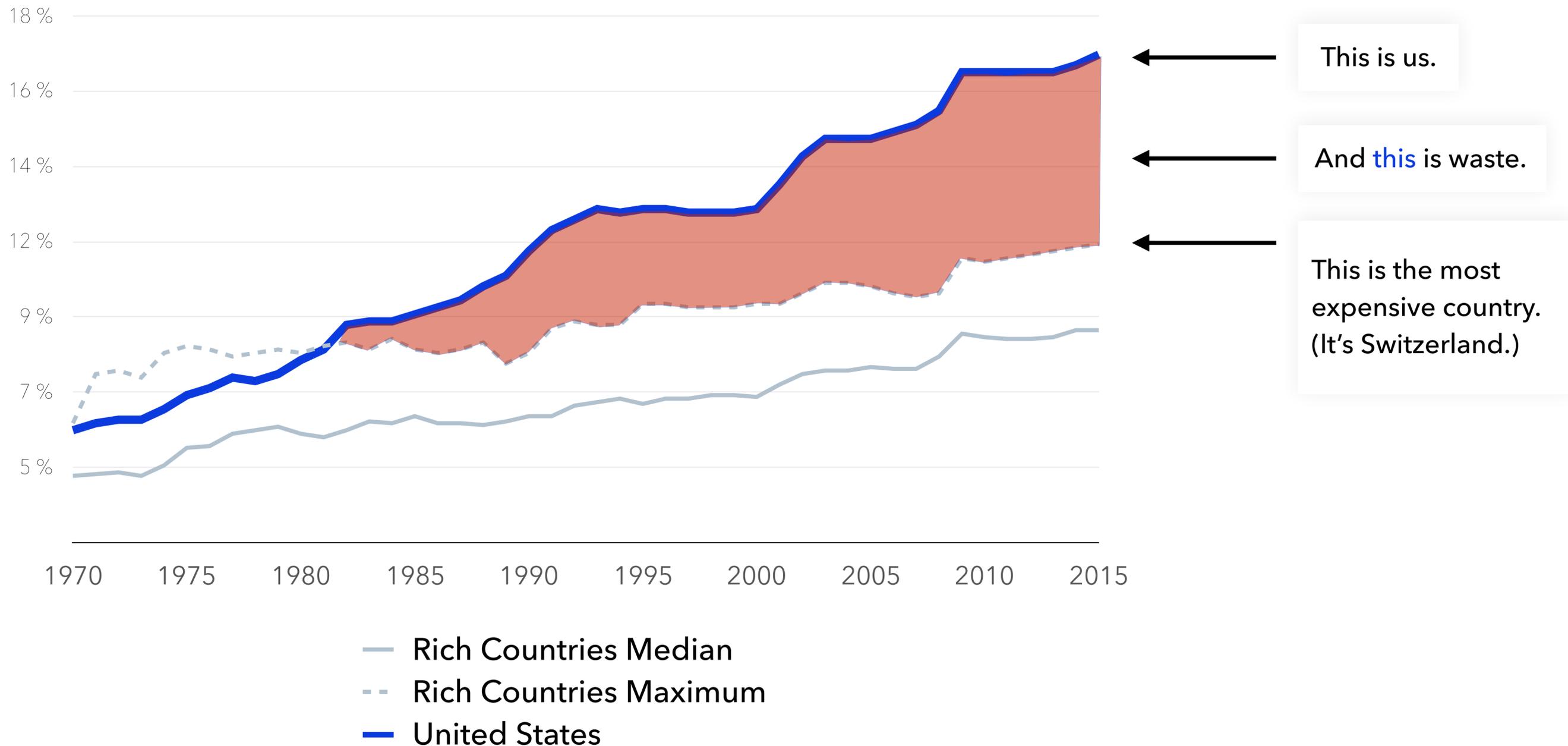
\$18

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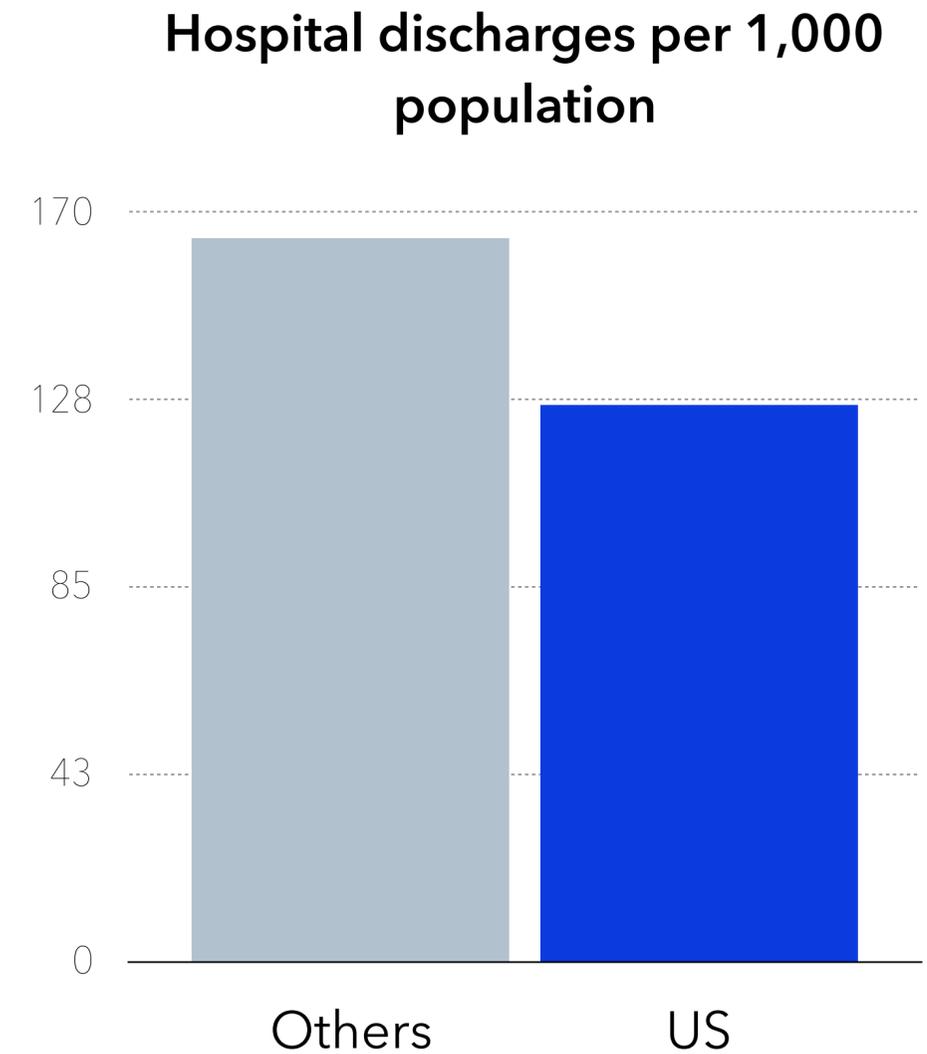
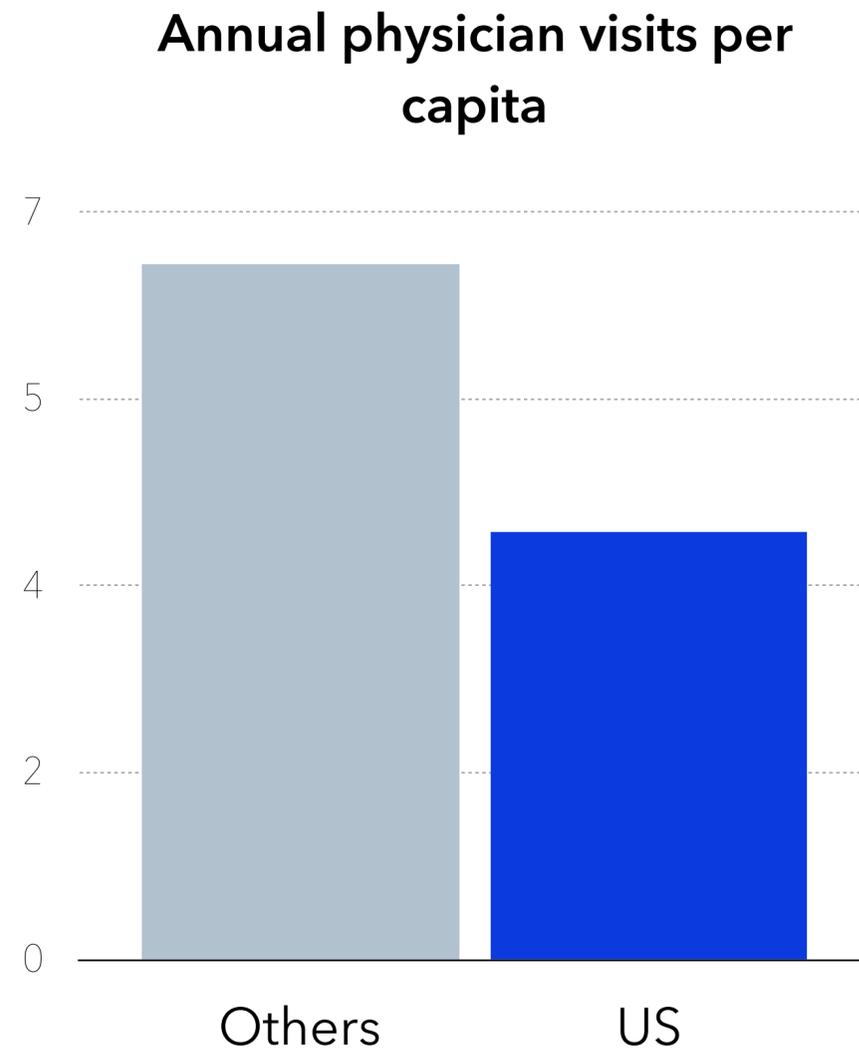
On health insurance premiums per year.

The US spends **2x** as much as other 'rich' countries on healthcare...

Healthcare Spending, % of GDP

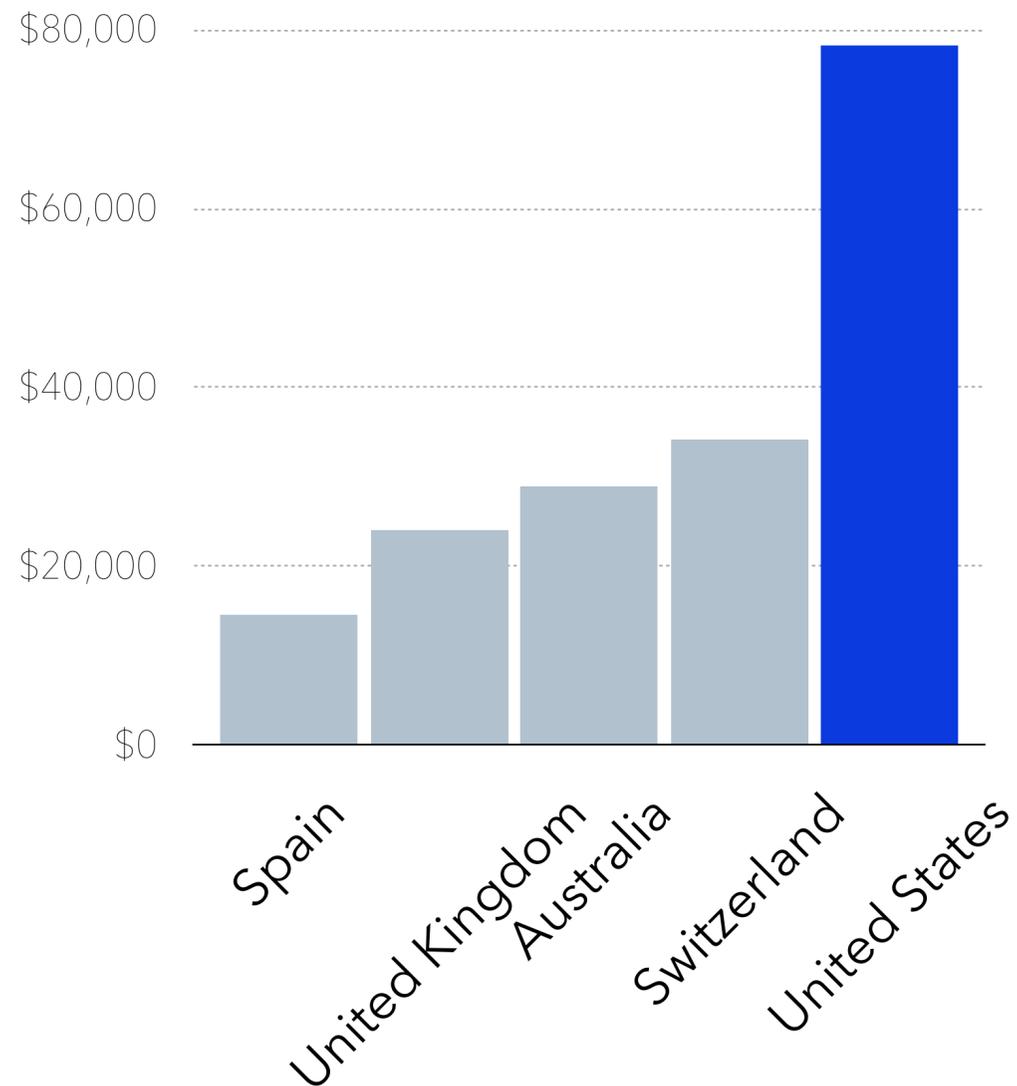


...Despite using less health care than other rich countries.

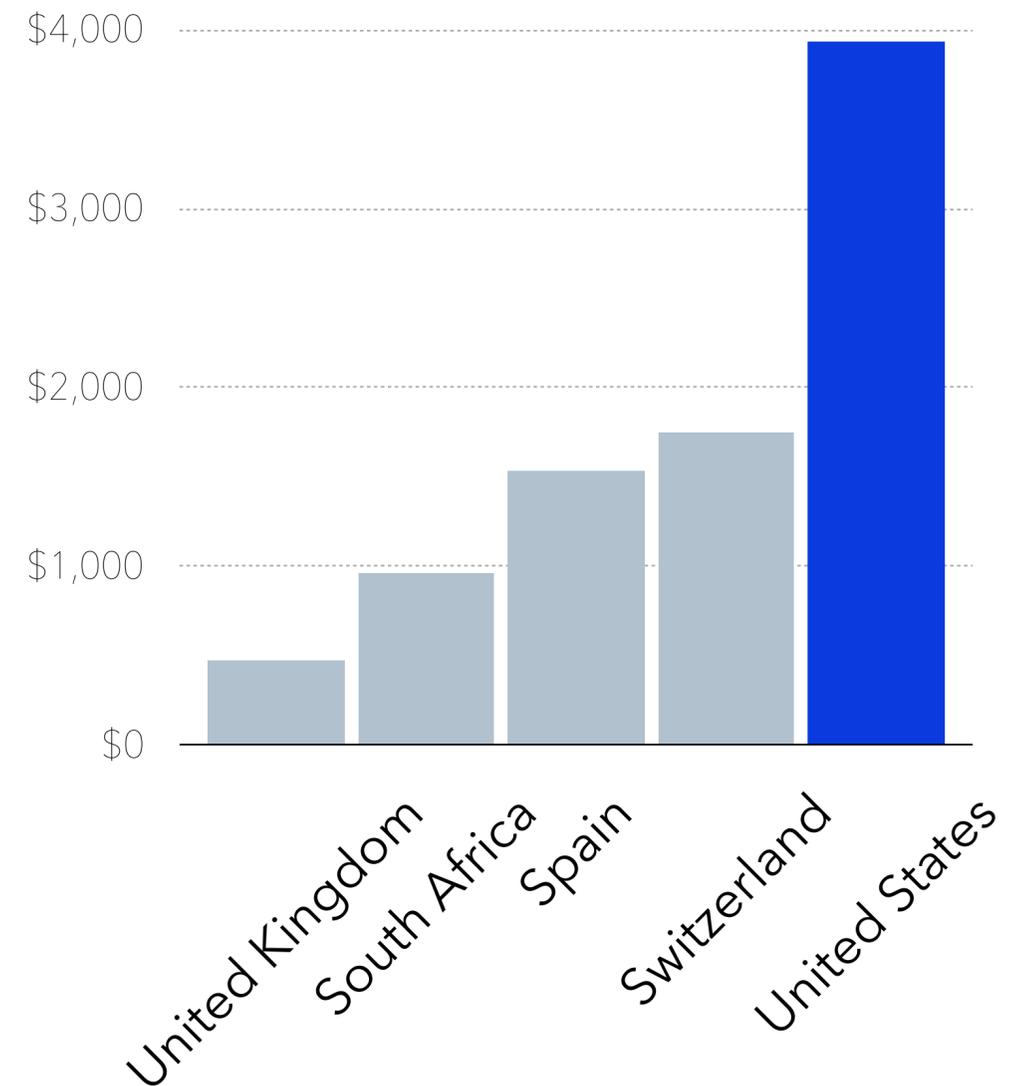


But procedures and drugs are more expensive than in other countries...

Average Total Cost for Bypass Surgery

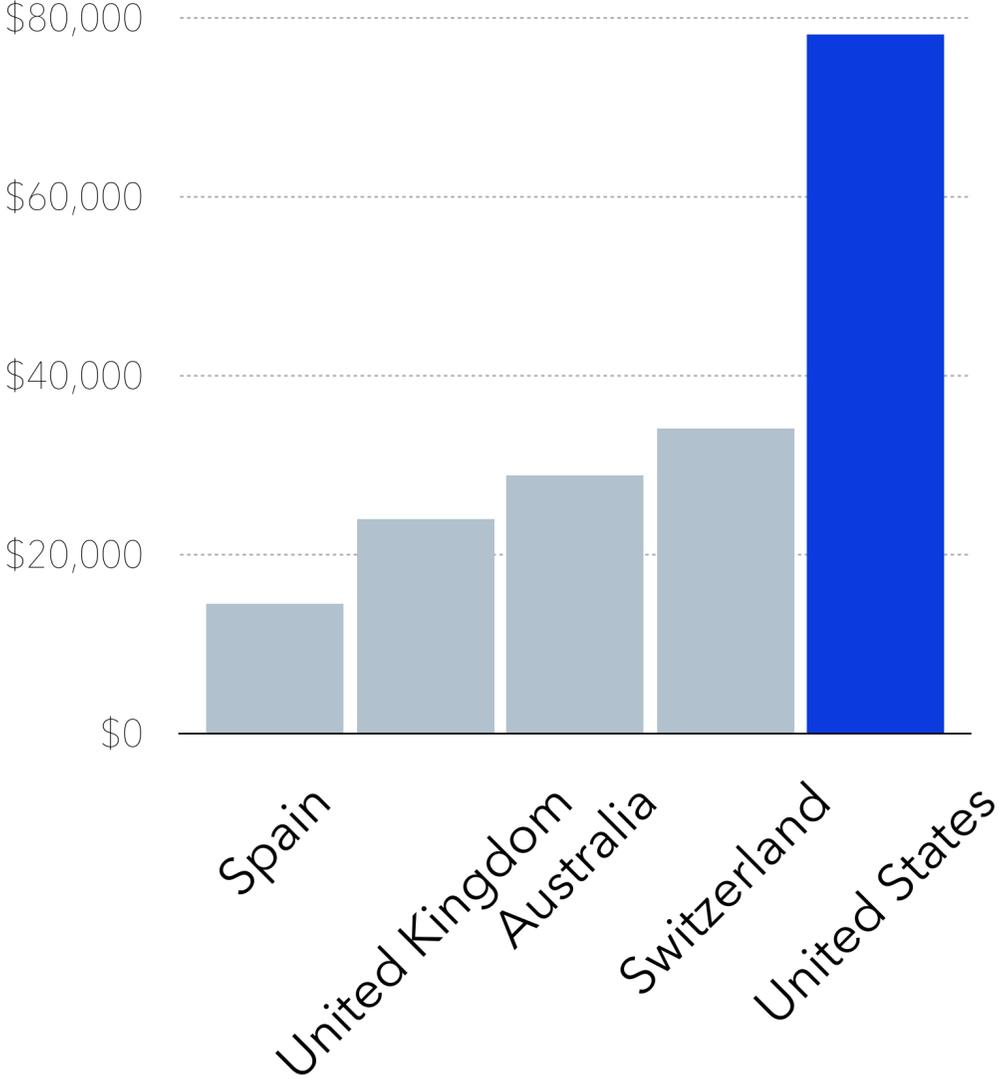


Cost of Avastin (Cancer Drug)

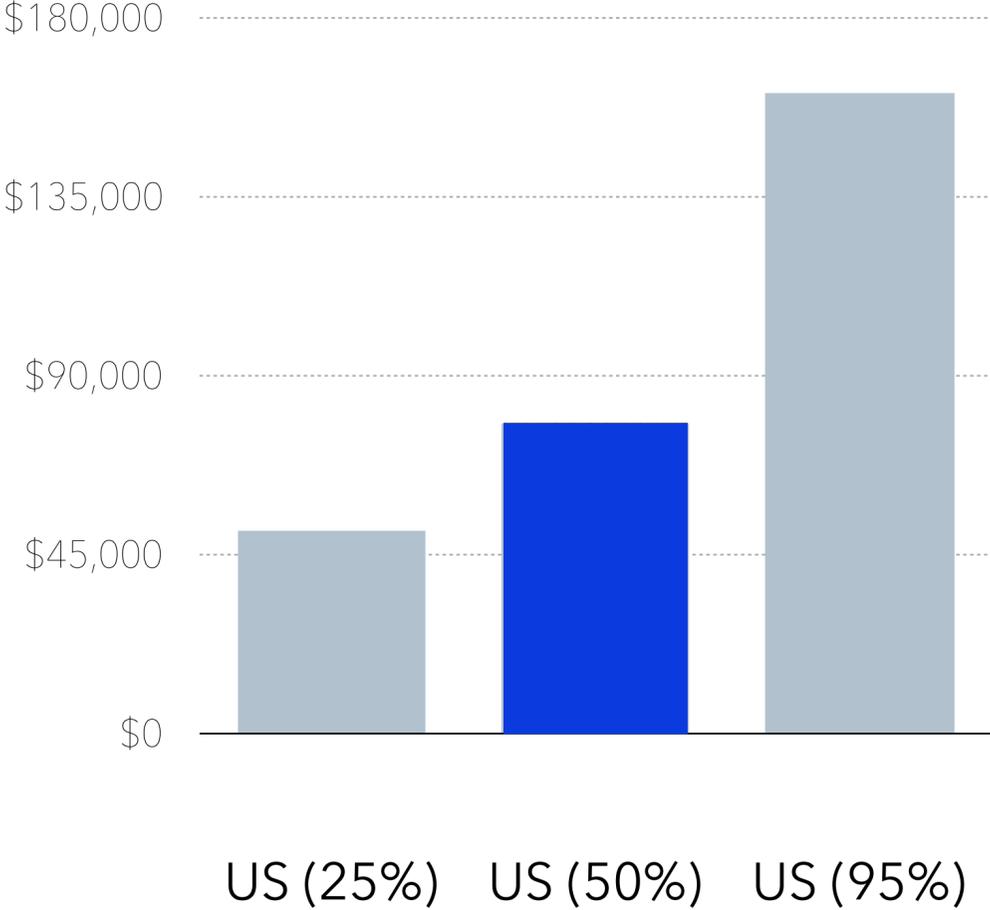


...and the costs vary greatly.

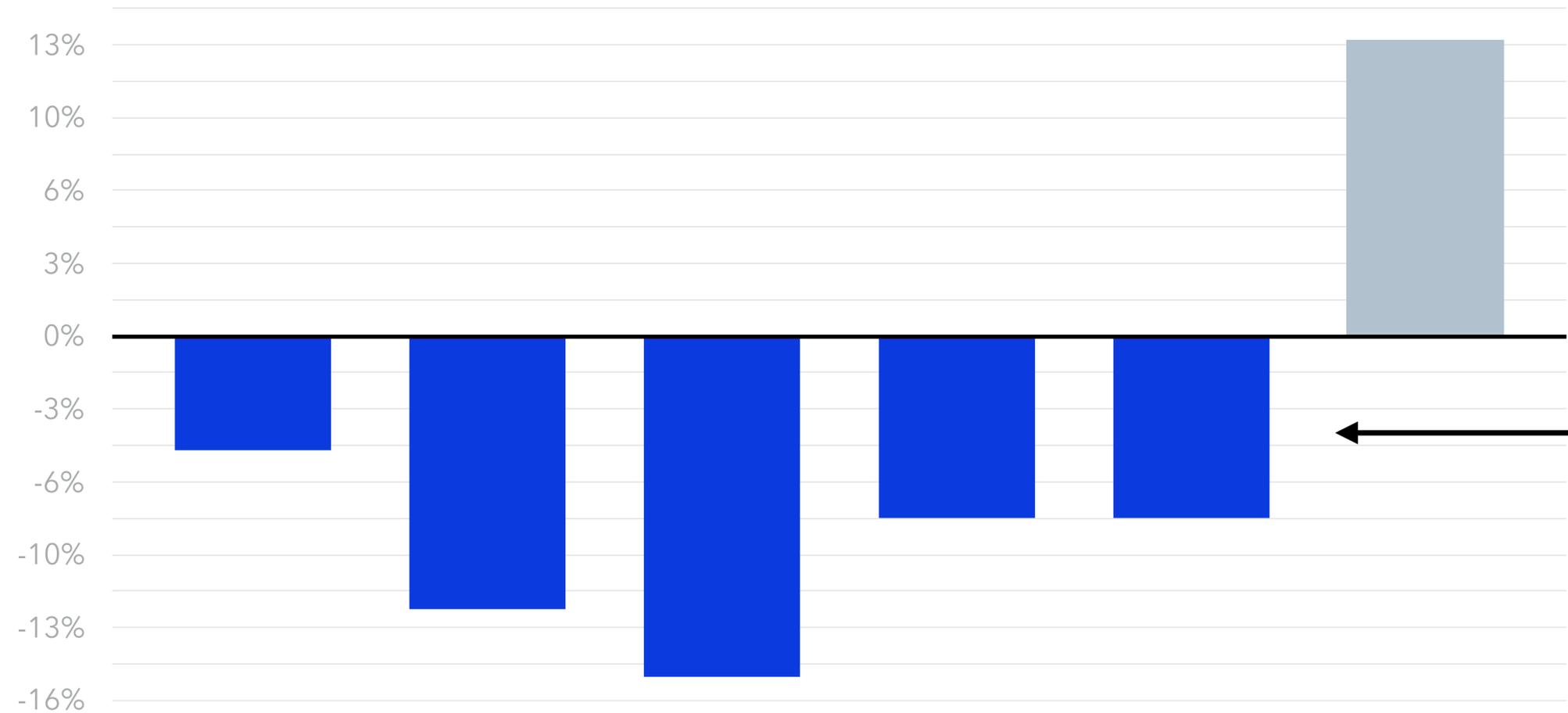
Average Total Cost for Bypass Surgery



Total Cost for Bypass Surgery, US Range



When patients act as consumers, costs go down.



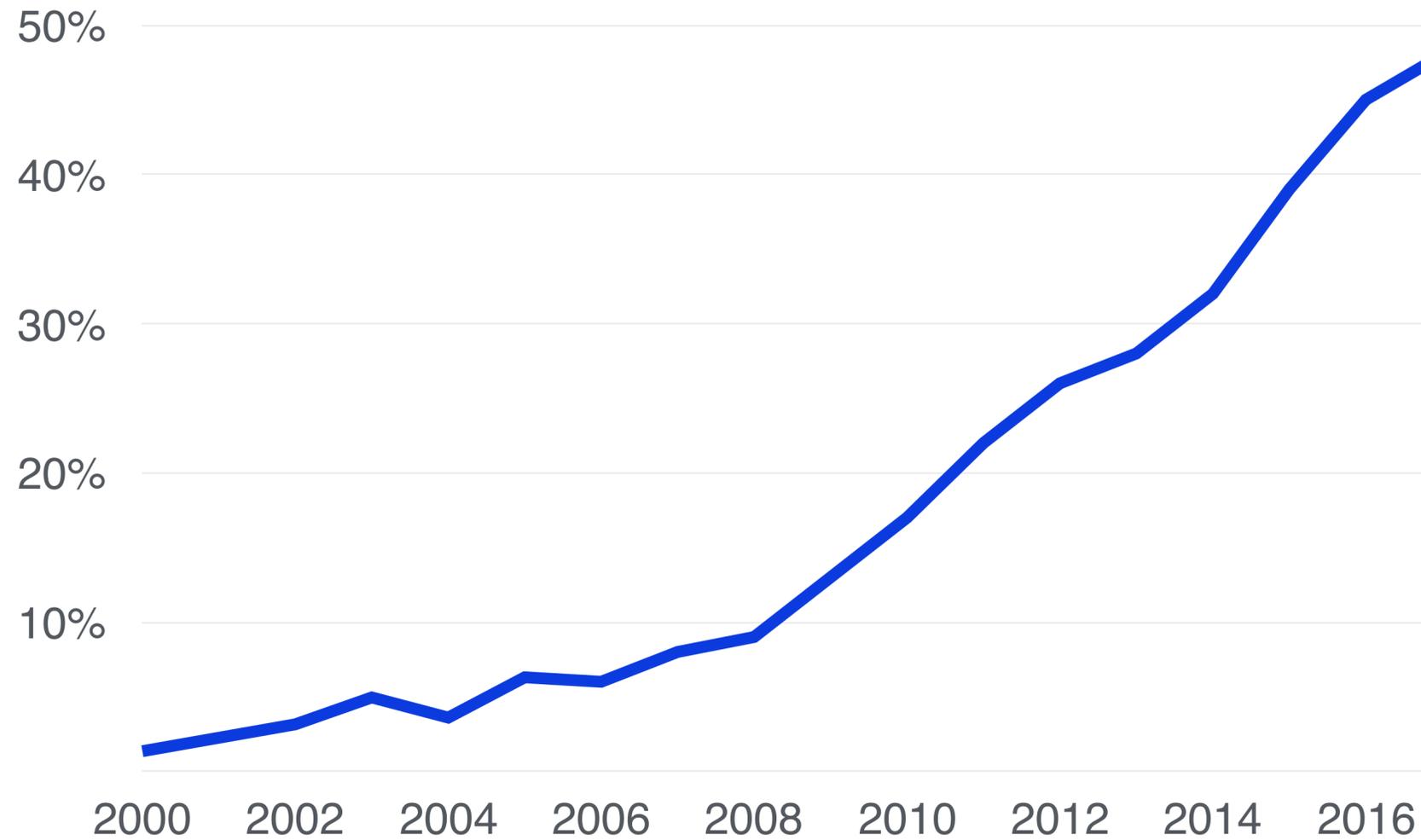
Elective procedures are paid for by consumers, so providers have to compete.



**Consumerization should be a
big lever in helping employers
offer better healthcare.**

Employers can no longer cover the ever-increasing costs of healthcare...

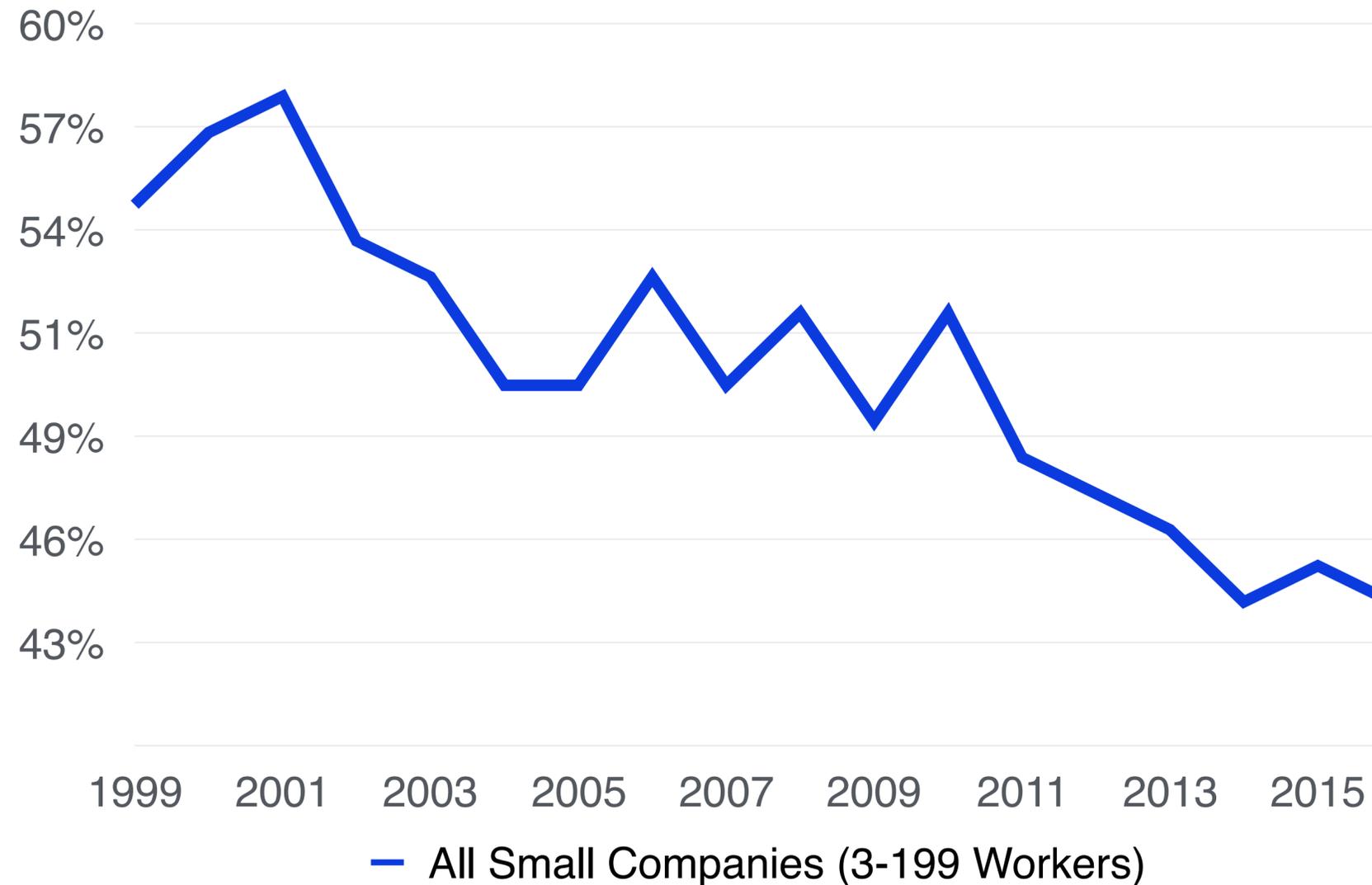
U.S. workers on high deductibles > \$1,000/yr



Twenty years ago,
hardly anyone had a
deductible over \$1000.

...with smaller firms getting hit particularly hard.

% of firms with health insurance



Learnings from Oscar:

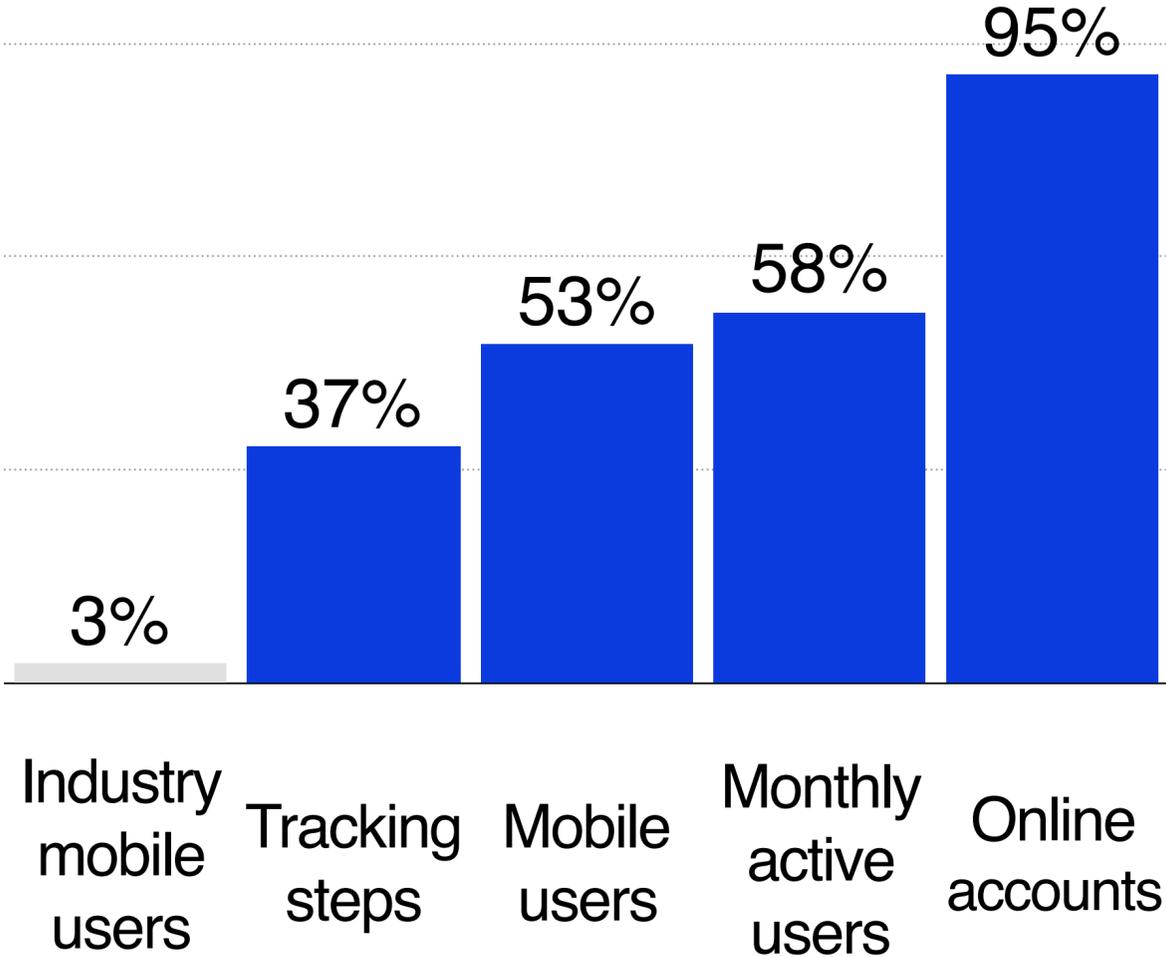
**Using engagement and technology
to be the entrypoint to
high-value healthcare.**

I.

Need: Engaging product design

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Health insurers get little engagement. Better product design gets a lot.



**All percentages of 2017 NY subscribers over 18 years old*



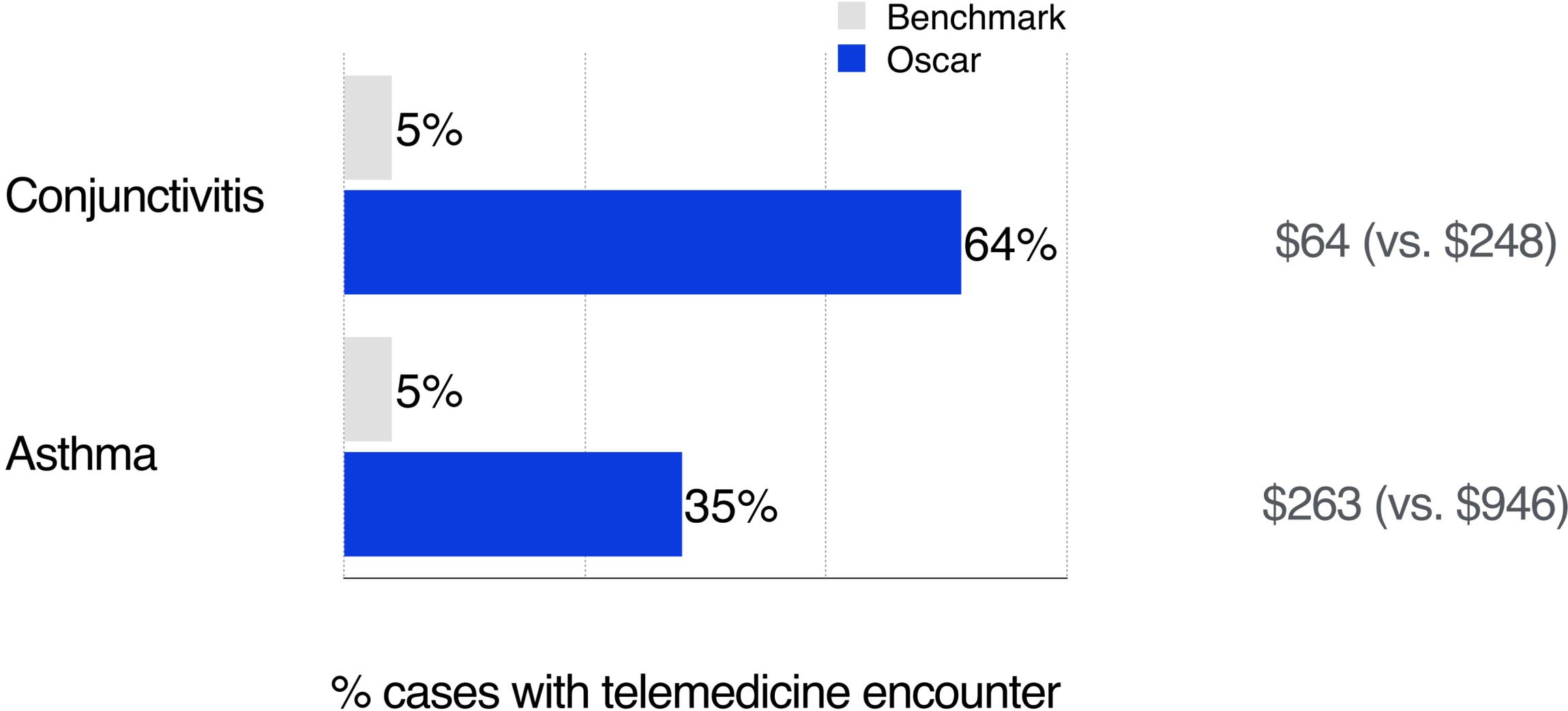
Hi there.

//.

Need: New care delivery channels

II. Need: New care delivery channels

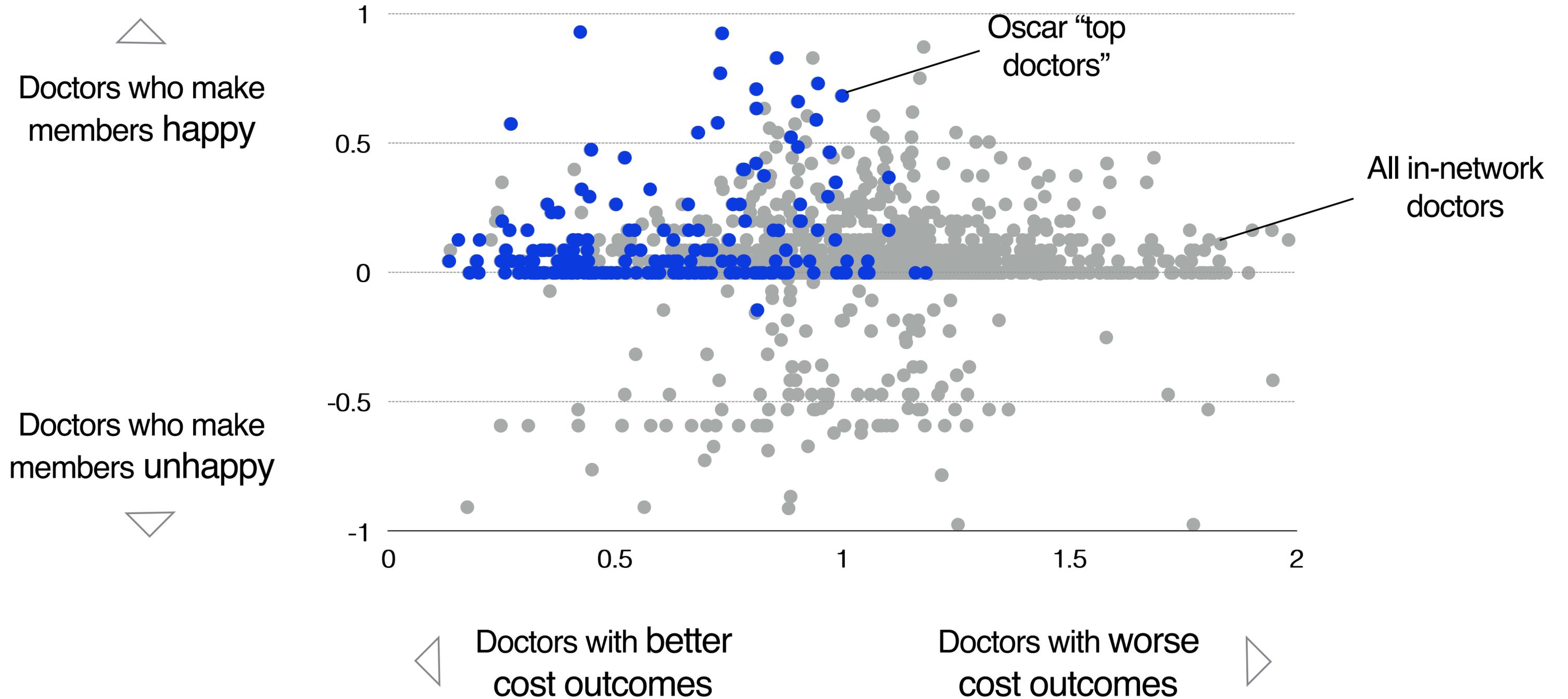
Use of telemedicine for routine issues dramatically lowers healthcare costs.



III.

**Need: Longitudinal data on the
system**

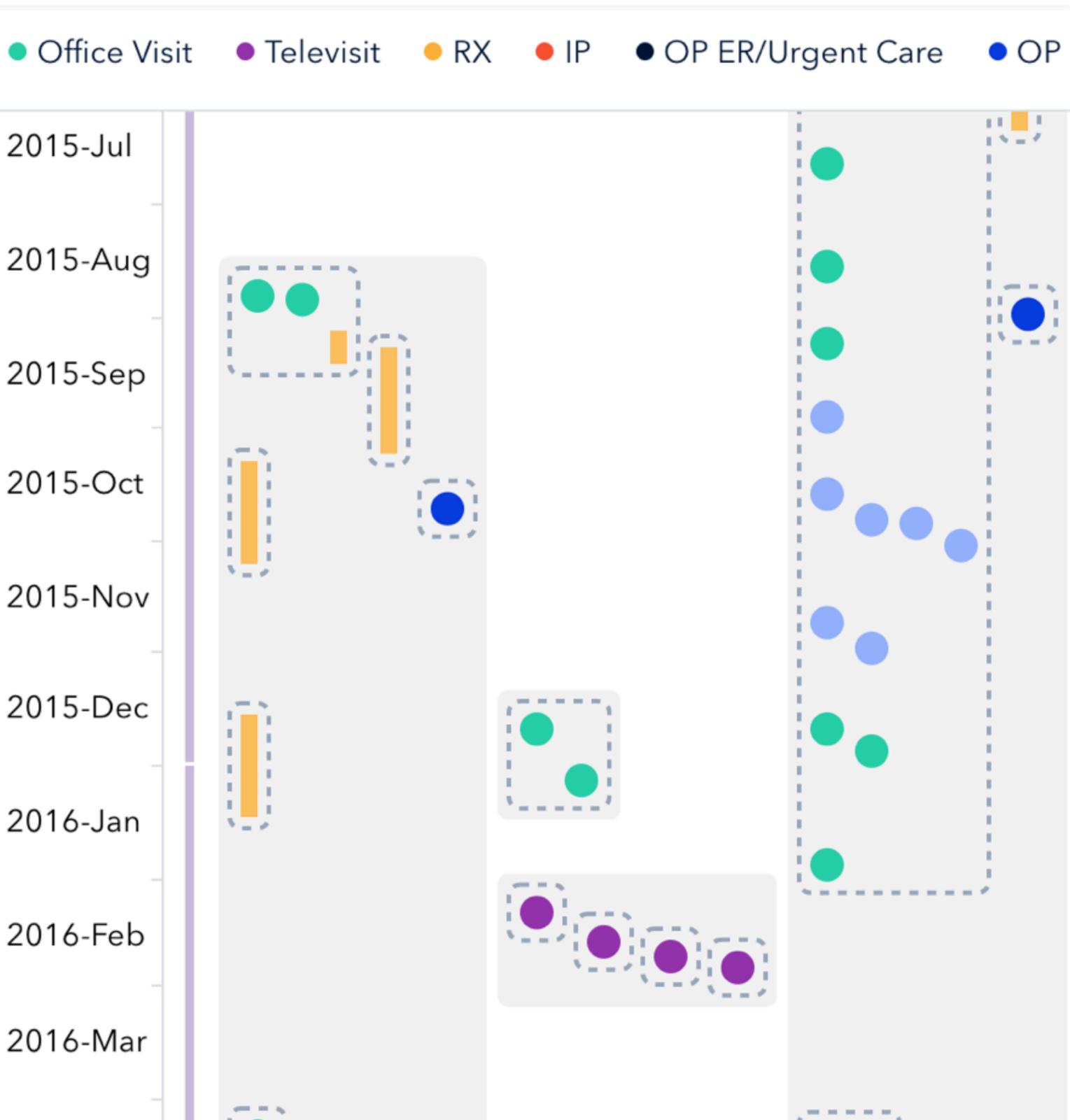
III. Need: Longitudinal data on the system



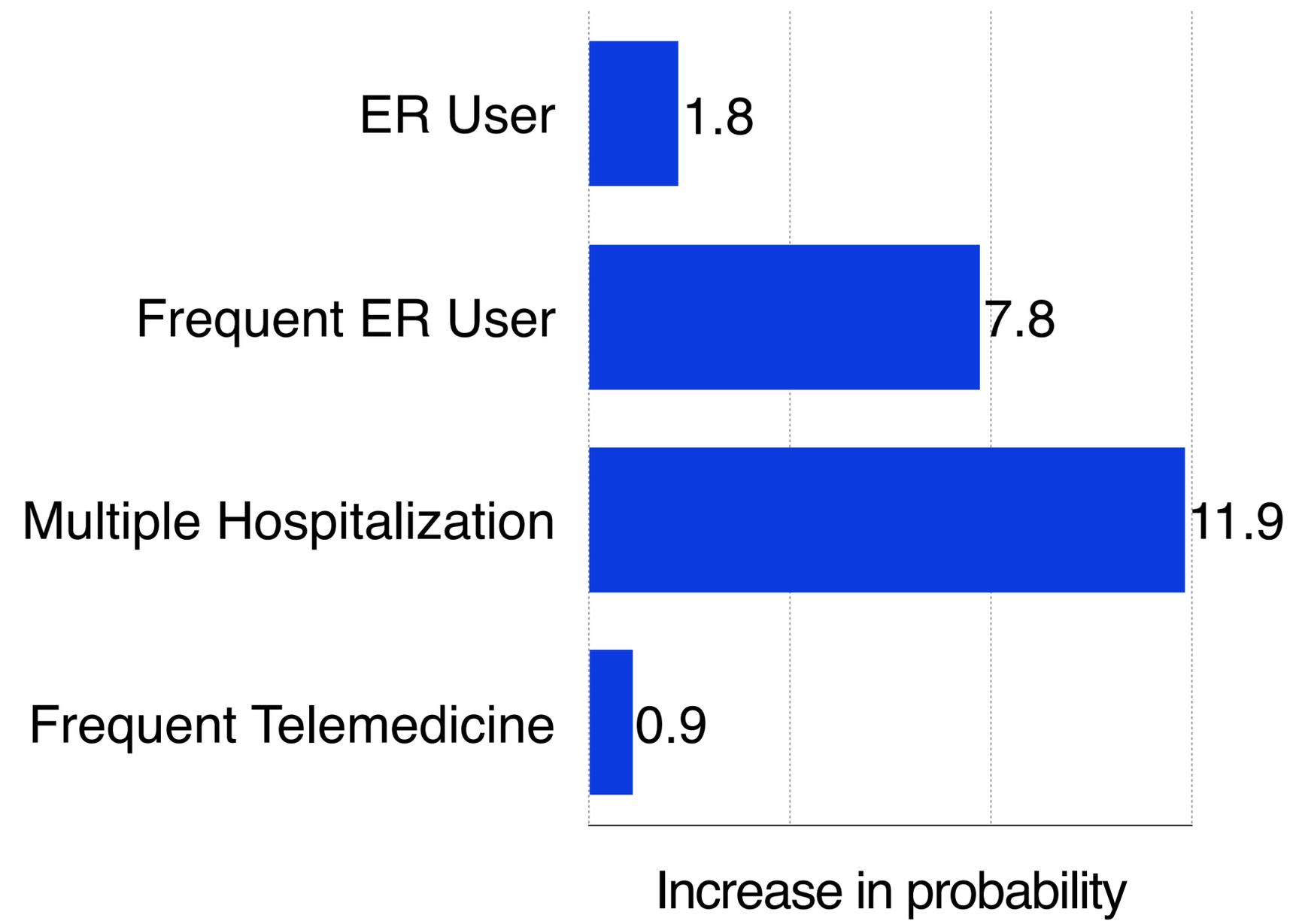
IV.

Need: Longitudinal data on members

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Chronic Major Complex vs. Chronic Non-complex Members

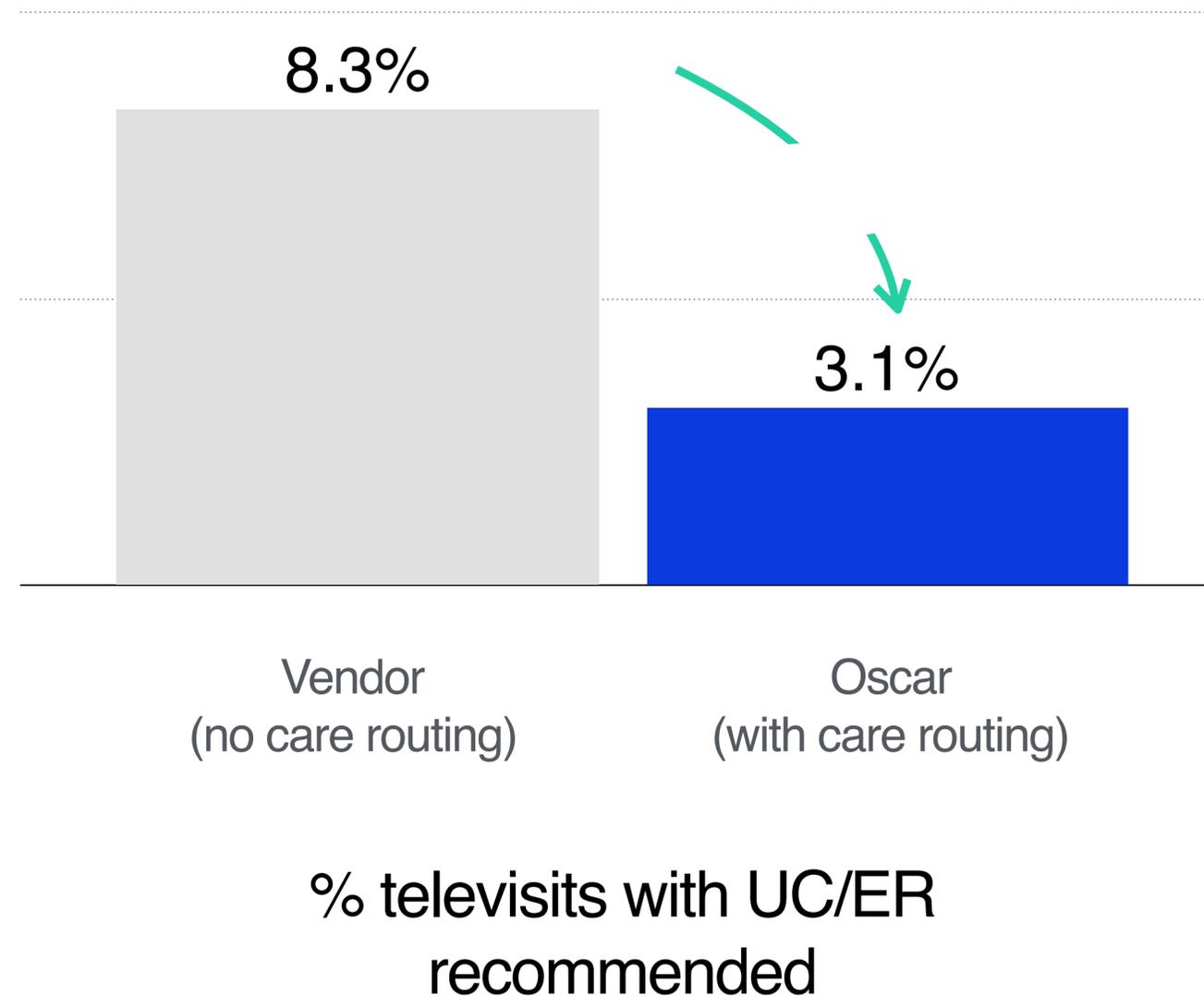


v.

Need: Ability to react in real-time

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Powerful care routing abilities reduce referrals to emergency care.

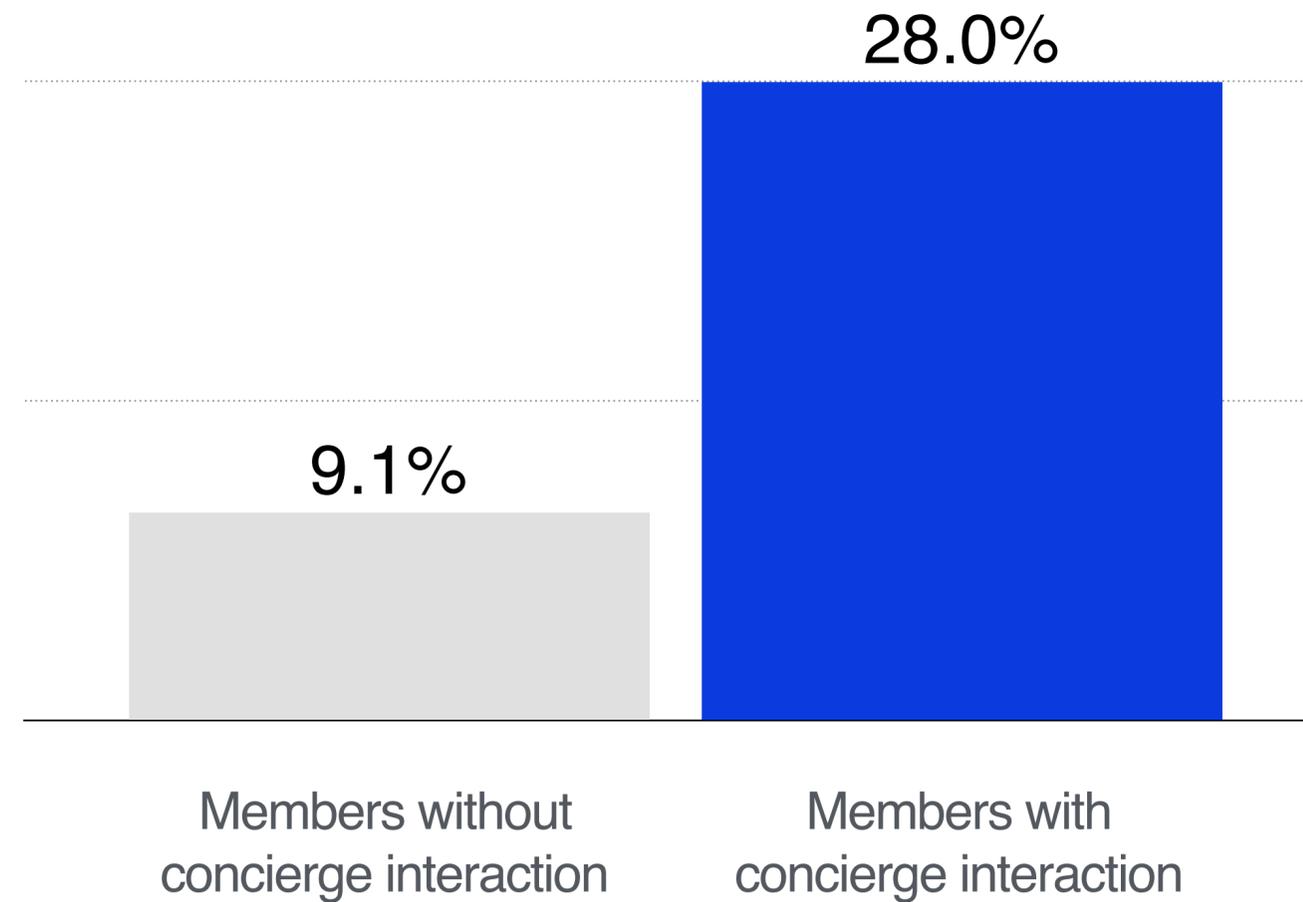


VI.

Need: A human approach

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Members with concierge interaction
utilize telemedicine more.

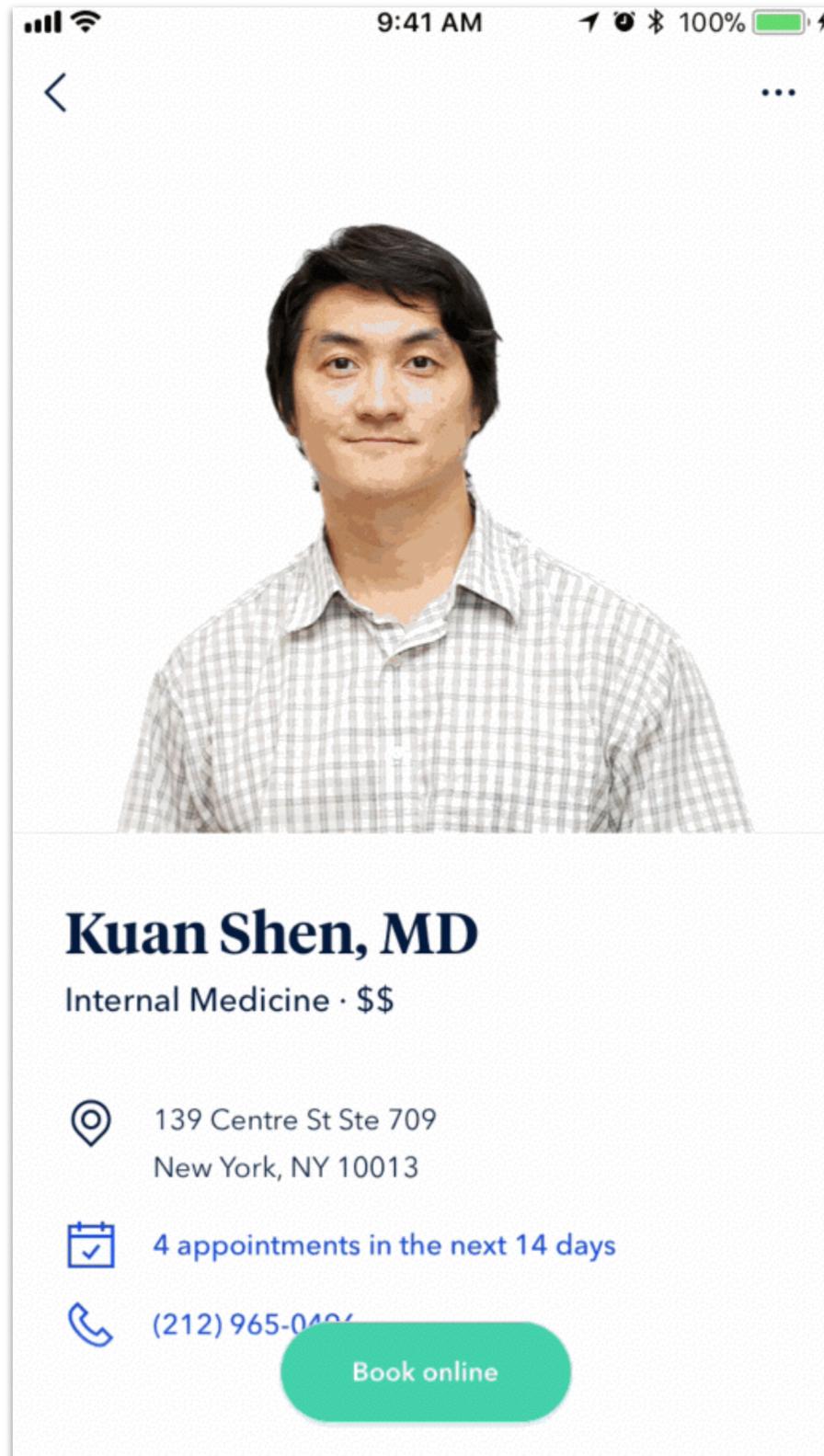


% primary care visits handled
through telemedicine

VII.

Need: Iterative building of trust

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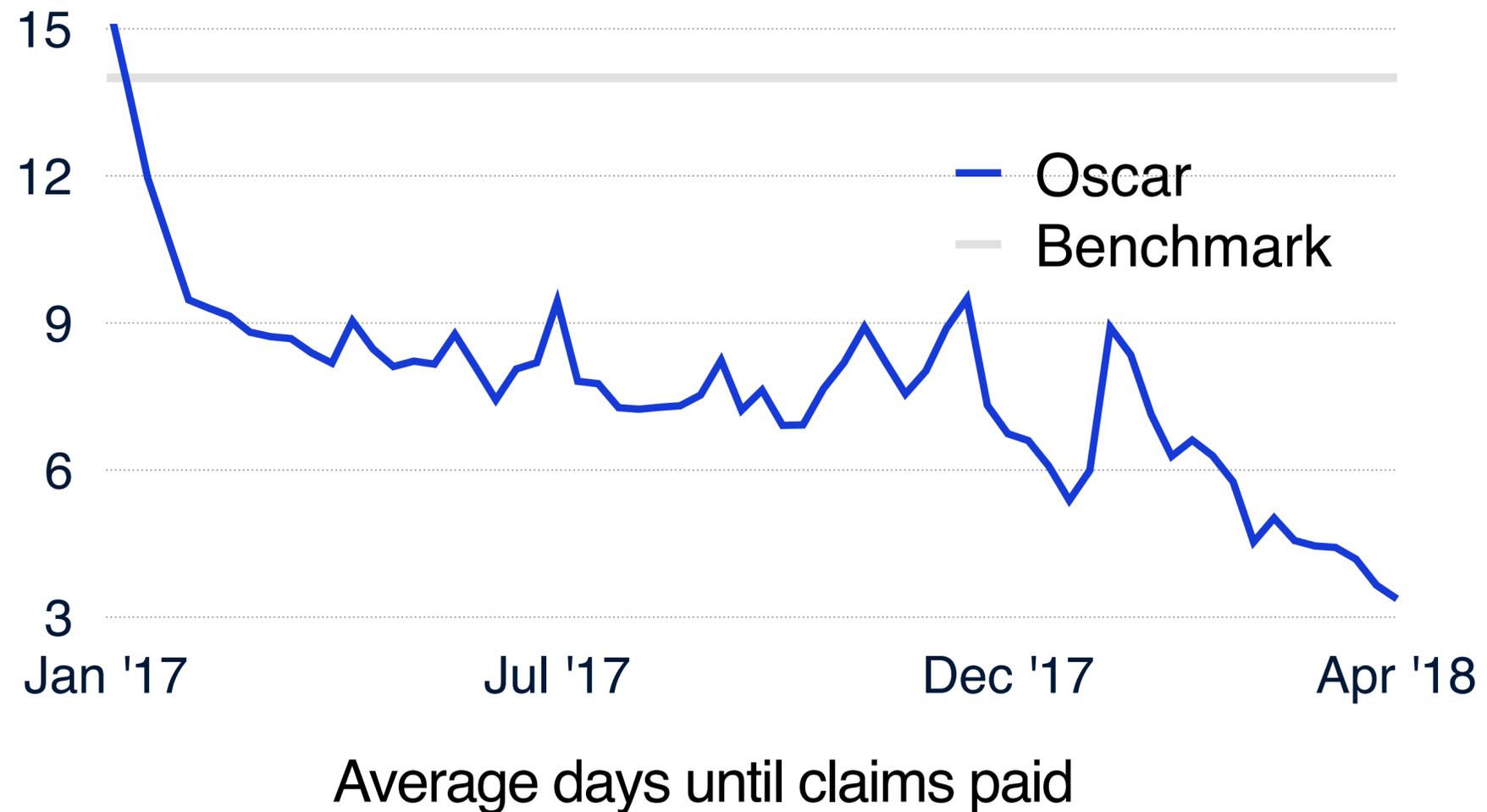
% first-time doctor visits where member followed Oscar care routing guidance

VIII.

**Need: To engage providers
differently**

VIII. Need: To engage providers differently

Faster claims adjudication allows for more flexibility in payment innovation.



Needs for a better healthcare system:

- I. Engaging product design
- II. New care delivery channels
- III. Longitudinal data on the system
- IV. Longitudinal data on members
- V. Ability to react in real-time
- VI. A human approach
- VII. Iterative building of trust
- VIII. Engage providers differently



A healthcare experience that maximizes your long-term wellness, by getting you the right care at the right time, with a human touch

**The pace of change in
healthcare has picked up
enormously, and that is exciting.**

oscar